

MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 13, 1902.

Number 986

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

WILLIAM CONNOR WHOLESALE READYMADE CLOTHING

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

William Alden Smith Building,
Grand Rapids, Mich.

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

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

C. E. McCrone, Manager.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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

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

The banking business of
Merchants, Salesmen and
Individuals solicited.

Cor. Canal and Lyon Sts.

Grand Rapids, Michigan

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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THE FRUITS OF UNIONISM.

The other day at Shenandoah Gen, Gobin, in command of the troops, received a pathetic letter from the wife of a non-union worker. In it she told of the treatment accorded her by the strikers, saying that rocks had been hurled through her window by night, one of them nearly injuring her sleeping child. Shots had been fired at her, crowds hooted and jeered her and crepe had been hung on the door. The husband at work in the mines to earn money for the support of his family was unable to come home, and so these assaults were wantonly made upon a defenseless woman and her children.

The union leaders have issued an ultimatum, threatening to cut off an ear of every man who leaves their ranks to work in the mines. All this is un-American and it is such performances which place trades unionism in its true light before the people. The real American is chivalrous, anxious to protect the weak, never offering an insult or injury to innocent women and children. To maim and mark a man for life simply as an act of revenge is resort to disgraceful procedure. These are the ideas entertained and advocated by venal and unscrupulous union leaders and this propaganda is being fastened on the country by the crafty politicians and cowardly newspaper men who, for the sake of votes and patronage, condone the crimes of unionism and thus tacitly encourage the adherents of the walking delegate to greater crimes and excesses.

RURAL MAIL DELIVERY PAYS.

One of the objections raised some years ago, when rural free delivery was suggested, was that the postal department was running behind already and that its annual deficit would be very much larger if this extra expense were added. It was always conceded that the convenience would be materially increased and that the improved service would be greatly appreciated. The cost was the bugbear which stood in the way. Then rural free delivery was finally inaugurated and its growth has been very rapid. It is generally enjoyed throughout this section, as any one can tell who has noted the letter

boxes at the rural roadsides throughout the country. The sections of the country which have it would not go back to the old system under any circumstances. Its benefits and its advantages are too manifest to need argument.

The figures show that the deficit in the postal department for the fiscal year ending June 30, as compared with that of last year, is materially decreased. In fact, the proportionate showing is better than at any previous time in twenty years. The authorities declare that this is in a large measure due to the successful operation of rural free delivery service. The last year's deficit was only \$4,000,000, which is very small compared with some of its predecessors. The figures show that the postal revenues in districts where free delivery did not exist increased last year only 2½ per cent., whereas in sections where the system was in operation the receipts increased from 8½ to 10 per cent. This, of course, takes into the reckoning only the increased number of letters sent out in those sections and does not take in account the increased amount of mail matter sent into those sections. As to this there is no way of particularizing, because the only records kept are those of outgoing mail, and the mail distributed by rural free delivery comes from all sections of the country. Its increase, however, must have been very considerable to have had so large an effect upon the postal revenues. It appears, therefore, that rural free delivery, instead of being a burden on the Government, is actually a benefit and advantage in a pecuniary sense, to say nothing of the far greater benefit and advantage enjoyed by the people thus served.

The United States is a big country and we may never see here a "landed gentry," such as exists in European nations, but it is noticeable that there is a tendency among the richer classes to acquire vast holdings of real estate, not only in the city but in the country. There are many cases where individuals own thousands of acres in favored localities. Often it is not the value of the land for agricultural purposes that actuates purchases, but the desire for exclusiveness, to keep out undesirable neighbors and to preserve the natural beauties of the scenery. While thus far no evil results have developed, the movement is one that may produce conditions that will give us a taste of the land question that will prove extremely bitter. It may be escaped if the rule that riches last but three generations in America continues to operate.

An invasion is to be made upon foreign countries that should, in all sincerity, cause them alarm. A combination of the leading stogie and cheroot manufacturers of the United States, with a capital of \$6,500,000, is being formed for the purpose of luring foreigners into using the rat-tail smokes. If Emperor William at one time felt impelled to shut out American pork, there surely should be no surprise if effort were made to stop the operations of this combination.

GENERAL TRADE REVIEW.

The tendency to dulness which characterized the last reports of the Wall Street markets in this column, and which was accepted as inevitable for the season, had too much of underlying strength to last. In spite of the influence of the vacation season there has been considerable activity and prices are again moving upward. Transportation stocks are especially strong and the high average of the leading ones has again gone above \$114. There has been a decided hardening of many rates caused by the demands of the season for moving crops. With national bank resources over \$6,000,000,000, per capita circulation the highest known, and gold in the Treasury \$565,000,000, there is certainly no cause for uneasiness even if a temporary hardening of rates occurs. It is only an indication of the intensity of demand, which can not fail to make occasional disturbance.

The unseasonable coolness has affected the demand for summer wear and caused an undue pressure of clearing sales to work down stocks in the hands of retailers. Jobbers have generally closed out stocks well, so that goods are going into the hands of consumers even if bargain prices are too much of a factor. Easier prices in many classes of foodstuffs argue an abundance of supply and do not indicate any lessening in the ability of the people to buy. Minneapolis mills will break all records in the output of flour for the year ending with this month.

Pressure of demand is becoming a matter of concern to operators when foreign markets are being drawn upon to meet the deficiency in our own output. German billets are being offered freely at Pittsburg and many orders for steel rails have gone to that country in cases where buyers could not wait for American delivery. Traffic congestion has also become a serious matter and the certainty of tremendous demands for the enormous crops is stimulating the output of traffic material and for agricultural tools and machinery. Textile mills are still well employed, as also are shoe factories, and these are strengthening the prices of their products on account of the phenomenal advance in hides.

The inclination of country merchants to ship produce to irresponsible commission merchants is a peculiarity which the Tradesman has never been able to account for. It appears always to have existed and, from present indications, it will continue to exist as long as time lasts. The anxiety to obtain more than the market price induces many to take chances and, understanding this weakness of human nature, the fraudulent buyer meets little difficulty in obtaining all the goods he can dispose of by offering more than going prices. The man who buys a horse and looks up his antecedents and record afterward is no more ridiculous than the merchant who ships goods to an entire stranger on a postal card quotation and then sets about to enquire who he is and as to his responsibility.

Getting the People.

The Advertiser Is Known by the Company He Keeps.

One of the slowest reforms in the development of the modern newspaper is in the appreciation of the value of cleanliness. In the striving for sensationalism which, in the minds of many, seems necessary to the gaining and holding of popular interest, publishers too frequently allow subjects, and treatment, of questionable character to appear in reading columns. Fortunately such lapses from the correct standard usually provoke criticism and ridicule from competing papers which tend to hasten the general reformation in this regard; but there are some cases where the tendency to salaciousness is oblivious to such correction. It is worth while for an advertiser to watch the character of the news and editorial columns of his media, that he may be assured of cleanliness in this part of his surroundings.

But where there is one offense against decency and dignity in news columns there are many in the advertising associations. There is, no doubt, a great improvement in this regard, the more glaring examples of personal and medical infringements upon decency are being expunged, but there is yet far too much of the questionable, or worse, to be encountered. Too many publishers do not seem to realize that the average medical advertising, even when paid for at highest rates, tends to lower the tone of a paper and to cheapen its advertising prestige.

It is the advertiser's right to select the company he shall keep. If the columns admit large quantities of quack remedy and specialty medical publicity the publication is not catering to a healthy public taste. The people who are caught by the sensational medical advertiser are not the people of most value to reputable dealers.

There is a large and rapidly growing class of publishers who have come to realize the value of dignity and cleanliness in every department of their periodicals. These are learning that dignity is of more value than the gain that may come from catering to the lower tastes of a certain class of readers. Such publishers are able to use the inducement of exclusiveness to that which is best and most business like, and this inducement is no slight one.

There are many among the best magazines and periodicals whose acceptance of advertising carries with it an endorsement which means much to the advertiser. This is a condition which should extend over a much wider field. Not only the special journals and the highest class of magazines, but the general newspaper, and the local as well, should give a value and prestige to their advertising utterances.

It is the business of the advertiser to take cognizance of his surroundings. It is his right to insist that undignified details of discreditable happenings shall be reduced to the minimum or excluded entirely. It is also his business to see that the advertising tone shall be kept up to a pitch which will be in harmony with what he has to say.

* * *

For a change there is an attractive jingle to the simple rhyme introducing the store advertisement of M. N. Lehner. Generally speaking, the display of a word suggesting the subject will add to the effectiveness by gaining the attention of those interested. The printer has

An Old Story:

The Queen of Hearts
Made some Tarts,
On a summer's day;
The Knave of Hearts
Stole those Tarts,
And with them ran away

The cooking is made pleasant at any time of the year, and especially in summer it a gasoline stove is used. It provides a quick fire, a cool kitchen and great satisfaction. Not expensive to buy or to operate. Step in and see our line of these stoves.

M. N. Lehner,

Hardware Hustler.

Flour Exchange for Wheat at the Elevator.

We can furnish you anything you could obtain from any first class grist mill.

We grind everything in the FEED line while you wait

Benedict Elevator.

BRAIN'S

Is the place to buy China, Glassware, Stationery, Fancy Groceries and any of a thousand and one notions.

IT'S A MONEY SAVER.

SPECIAL SALE OF WOOL BED BLANKETS FOR AUGUST.

Geo. Wyman & Co. offer one entire line of samples of white, grey and red bed blankets. They have been carried through the large cities and put up at the best hotels, and they are slightly soiled. The price is very much under their value.

00.00 Blankets go for.....	00.00
7.50 blankets for.....	5.00
0.00 blankets for.....	4.00
5.00 blankets for.....	3.50
3.00 blankets for.....	2.00

This will eclipse any Blanket Sale we ever have had. We think we have enough to last during August. Take them while they last.

COME AND SEE US.

Geo. Wyman & Co.
SOUTH BEND, IND.

Closed evenings except Saturday

Do you want the world's best in PIANOS and ORGANS? Here is the result of thirty-two years' experience in selecting from the highest grades.

—PIANOS—

The Wonderful A. B. Chase.
The Renowned Henry F. Miller.
The Beautiful Packard and others.

—ORGANS—

Esley
Packard
Stevens
and Princess

L. A. BAKER, 222 WASHINGTON AVENUE NORTH.

done his work consistently, but the proof reader must have been on a vacation.

The printer has given due prominence to the three items of the Benedict Elevator advertisement by the aid of panels taking the main space. The proportion is good and the use of white space judicious.

Brain's announcement is somewhat general in character. It may do for a change for an issue, but more goods will be sold by specializing in the advertising.

Geo. Wyman & Co. present a business-like announcement of a wool blanket sale, which has the merit of definite prices. The reduction on account of soiling will be an attraction to the economically inclined and the definite prices will enable such to decide upon the amount of their expenditure before coming to buy.

An effectively arranged double advertisement is that of the music house of L. A. Baker. I would have given a little more white space inside the border by making some of the type smaller and the panels shorter.

Bugbee & Roxburg present a good pen advertisement for the space, but the border is about twice too heavy and too black.

A great deal of pains is taken to spell the name of W. H. Phelps' Leading Grocery in the initial letters, but the result is too obscure to have much advertising value. Usually the solution of riddles and reading of acrostics are too much of an effort to have much impression as to what they are all about.

Mason & Beach write a positive disclaimer as to some of the faults common in the prescription trade in terms which will tend to carry conviction.

Punished For Giving In.

She was elderly and gaunt, but she had the anti-tobacco craze very badly, and lost no opportunity of airing her views on the public platform. One evening she was telling a deeply interested crowd of listeners how she weaned her husband from the dreadful weed:

"And I argued and argued with him for twelve long years, and at last induced him to sign the pledge, promising to abstain from tobacco in any shape or form. I was so overcome that I threw my arms around him and kissed him."

Voice from the audience (seriously)—Served him right.

No Guess Work

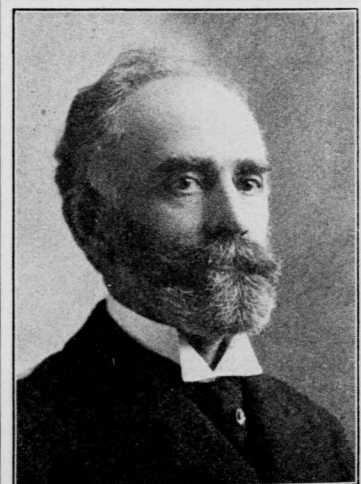
We do not guess about anything in our prescription department. We use accurate scales, weights and measures, and are exact in compounding, using pure goods of the highest grade.

Never

Substituting.

Physicians know this and prefer to have their prescriptions filled here. If you want results, bring your prescriptions to us.

MASON & BEACH
DRUG STORE,
Center Ave., Cor. Saginaw St.



Open Screen Halftones

For use in

Newspapers and General Printing

This size and smaller, \$1.50. Mail, \$1.60.

Finer plate for \$2.

TRADESMAN COMPANY
Grand Rapids

A House With a History

Our purchases of Pattern Hats and Novelties direct from Paris and Berlin markets have this year greatly excelled all past seasons, and it is with the utmost confidence that we invite your attention to the same, assuring you that nothing but the most reliable and correct styles will be offered to the trade.

All our purchases are strictly cash transactions and made direct from the manufacturers, both in foreign and domestic goods.

We carry the largest stock of any millinery house in Michigan, and are among the largest in the west.

With a record of thirteen years of successful business, employing methods of the highest commercial integrity and with an inflexible fidelity to the interests of our customers, we hope for and feel warranted in soliciting a continuance of your patronage.

The Corl-Knott styles have an individuality that makes them favorites in every state in the Union, and they are always the readiest sellers displayed in the retail millinery stores.

Our Annex Copying and Trimming Rooms are now open.

Opening Days
August 25 until October 3

NOTE---Special Merchants' Excursion to Grand Rapids on all Michigan railroads at one and one-third fare for round trip, good going August 25 to 29. Returning on or before September 10.

May we have the pleasure of a personal visit?

Corl, Knott & Company
Grand Rapids, Mich.

Around the State

Movements of Merchants.

Bellevue—Orlo Morse has opened a new shoe store.

Ovid—L. A. Westbrook has purchased the bazaar stock of W. G. Jolly.

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

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

Charlotte—Kinsman Bros. succeed Kinsman & DeFoe in the drug business.

Hersey—John Dalzell succeeds S. G. (Mrs. Fred) Kincaid in the drug business.

Three Rivers—Wm. Latimer & Co., bakers, have sold out to Geo. B. Southworth.

Traverse City—Carroll Sisters have sold their grocery stock to D. B. Nichols.

Jackson—Swift Bros. & Harmon succeed Swift & Bro. in the flouring mill business.

Jonesville—J. M. Williams & Co. have sold their hardware stock to Spencer & Corbett.

Petoskey—Van Alstine & Gilbert have sold their agricultural implement stock to Loren Randall.

Boyne Falls—A. Dosie has removed his dry goods, clothing and boot and shoe stock to Onaway.

Muskegon—J. L. Harris has purchased the general merchandise business of H. W. Korfer.

Boyne Falls—H. A. Hamlin has purchased the dry goods grocery and boot and shoe stock of C. H. Johnson.

Coral—Hill & Armitage will convert their building into an elevator and engage in handling grain and produce.

Detroit—Jacobson & Susterka, ladies' tailors, have dissolved partnership. Philip D. Jacobson continues the business.

Port Huron—Otis Taylor will this week become the proprietor of the F. M. Taylor hardware store on Military street.

Ovid—Thomas Meehan has been engaged by the Smith Creamery Co. to go on the road buying eggs from local dealers.

Sault Ste. Marie—George Watson has sold his grocery business at Algonquin to C. S. McLachlan, who will continue the business.

Port Huron—A. R. Ballentine has purchased the stock of dry goods from the Ballentine Co. and the store has been re-opened.

Alpena—Col. C. R. Hawley, the veteran dry goods man of Bay City, has been at Long Lake on a ten days' fishing and camping trip.

Adrian—R. J. Clegg has sold his North Main street meat market to W. H. Kiff and Fred N. Knight, who will continue the business.

Lansing—The North Lansing grocers who have been giving trading stamps held a meeting last week and decided to discontinue the system.

Alton—Mrs. Jennie S. Keech, who conducted a grocery store here twenty-two years, died July 31 and was buried Aug. 3 in the Alton cemetery.

Trufant—Hansen & Son's brick store building is completed and they are occupying it with their lines of furniture and women's furnishing goods.

Ithaca—The Nelson Grain Co. is erecting an addition to the east end of its elevator, which will increase its capacity from 10,000 to 20,000 bushels.

Vanderbilt—Glazer Bros., dealers in dry goods, clothing and shoes, have

dissolved partnership, Abe Glazer having purchased the interest of Max Glazer.

Ithaca—The Oliver Jordan grocery stock has been purchased by Wm. and Frank Lennox, who will continue the business under the style of Lennox Bros.

Wayland—A. Sessions has commenced the erection of a new store building on his lot in the burned block. It will be 24x40 feet, one story high, and covered with steel.

Morley—Wm. F. Turner has purchased a lot on Main street in this village and will build a handsome brick store here this summer. It will be 25x80 feet, two stories.

Alpena—Robert Stevens, who has been in the meat business here for many years, has closed up his shop. Mr. Stevens states that too much credit is the reason of his retiring.

Alpena—John Sinclair, the dry goods merchant, has returned from a two months' trip in Europe. Mr. Rooney, his partner in the wholesale millinery business, accompanied him.

Saranac—Osborn & Patch is the name of the new grocery firm which succeeds H. W. Dodge & Son. The individual members are J. C. Osborn, of Pewamo, and F. A. Patch, of Mecosta.

Alpena—R. Levyn and R. C. Grimm, who were preparing to go into the hardware business in the new Meyers block, have decided not to start. Mr. Meyers has another tenant for the store.

Muskegon—Dr. C. L. Fournier, late of Sullivan, who kept a drug store on Pine street sixteen years ago, has again located in the city and has opened a drug store at 513 W. Western avenue.

Wayland—H. D. Allgeo has sold his interest in the drug stock of Allgeo Bros. to his brother, Chas. E. Allgeo, who will continue the business under the style of the Allgeo Central Drug store.

Ithaca—O. L. Altenberg & Co. have purchased the interest of H. C. Crane in the jewelry stock of Altenberg & Crane and will continue the business under the firm name of O. L. Altenberg & Co.

Alpena—Adam Ludewig, the stationer and book dealer, received the second Ladies' Home Journal prize of \$10 for the second best trimmed window offered by the Curtis Publishing Co., of Philadelphia.

Ann Arbor—E. G. Hoag, of Chelsea, will open a furniture and house furnishing goods store in this city within a few weeks. He has until recently been Secretary of the Glazier Stove Co., at Chelsea.

Negaunee—The firm of Charles Thoren & Son, tailors, has been dissolved. The senior member pulls out and Charles Thoren, Jr., takes the business. The old gentleman will take the remainder of his life easy.

Jackson—Joseph E. Collins, who for the past ten years has conducted a grocery business at the corner of Francis and High streets, has sold his stock to F. J. Warner, of this city, formerly ticket agent for the Cincinnati Northern Railway.

Marquette—Some time ago the merchants agreed to close their stores at certain hours. Lately there have been some violations of the agreement, but now all differences have been settled and the six o'clock closing will continue in effect.

Calumet—The hardware stock of Frank B. Lyon is to be closed out as soon as possible. E. G. Emmons, of

Houghton, is in charge of the store. Mr. Lyon has retired permanently from the hardware business because of his health and the store will be closed as soon as the stock can be gotten out of the way.

Traverse City—Stanley & Young, of Maple City, have purchased of Chester Elliott his stock of groceries at the corner of Front and Oak streets. The new owners will remove the stock to their new store under process of erection at the corner of Front and Maple about October 1. Meanwhile Mr. Elliott will remain in charge of the business.

Bear Lake—Mr. Marshall, of Cass City, and C. W. McPhail, of Scottville, have decided to open a bank at this place. Mr. Marshall has had considerable experience in the banking business and Mr. McPhail is the principal owner of banks at Cass City, Scottville and one or two other places, so that the bank will be under competent management and with abundant financial backing.

Muskegon—The Executive Committee having in charge the merchants' picnic at Lake Michigan Park August 14 have engaged Keyes Bros., of Ionia, to provide two balloon ascensions for that day and also a high wire act and slide for life. A Hastings man will do the high dive. Keyes Bros., who have the contract for this year's ascension, had a similar contract at last year's picnic. The life-saving crew will give an exhibition. Capt. Nelson is endeavoring to secure a special permit by which he may give the exhibit in front of the Lake Michigan park pavilion. In that event a schooner will be anchored off the shore and a realistic exhibition of shooting lines to a ship and bringing the crew ashore will be given. Two bands will be engaged, so there will be no dearth of music at the affair.

Manufacturing Matters.

Detroit—The Sampson Neckyoke Co. has been organized with a capital stock of \$10,000.

Escanaba—The Iron Post Lumber Co. has been organized with a capital stock of \$50,000.

Detroit—The Cabinet Letter Press Co. has been organized with a capital stock of \$25,000.

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

Perry—Johnson & Love have completed their new cheese factory and begun operations.

Charlevoix—The Bay Shore Lime Co. has increased its capital stock from \$150,000 to \$250,000.

Benton Harbor—The Endion Grape Juice Co. has increased its capital stock from \$10,000 to \$15,000.

Three Rivers—A creamery company has been organized here under the name of the Riverside Butter Co. The capital stock is \$5,000 and \$4,700 has been subscribed.

Saginaw—The Saginaw Sugar Beet Harvester Co., capital \$10,000, has filed articles of association. The principal incorporators are W. L. Ring and P. L. Cooper.

Battle Creek—The Battle Creek Novelty Co., Ltd., has been organized to manufacture calipers, dividers, non-pickable locks, keys, etc. The capital stock is \$25,000.

Saginaw—The Wolcott Windmill Co., which has recently added the manufacture of gas engines to its products, will be ready to put these engines on the market soon after September 1.

Detroit—The Imperial Cap Co., Ltd., has brought suit against six insurance companies to recover for losses sustained in the collapse of the building at 116 Jefferson avenue, Jan. 10 last.

Detroit—The firm of Charles E. Wain & Co., machinists and engineering supplies, has dissolved partnership, Alfred W. Wain retiring. Charles E. Wain will continue the business at the same old stand, 7-9 Jefferson avenue.

Detroit—The People's Manufacturing Co. has filed articles of association with the county clerk. The company is to conduct a general mercantile business in silverware and novelties and has a capital stock of \$20,000, with \$2,100 paid in. The following are stockholders: E. H. Houghton, 500; E. H. Pudieth, 500; Geo. E. Comstock, 500; Geo. E. Comstock, trustee, 500.

Detroit—John Walsh has begun suit against the Standard Portland Cement Co. for \$50,000 damages. He alleges he had made arrangements to sell \$300,000 worth of bonds for a commission of \$42,500 worth of stock in the corporation, and the concern refused to issue him the stock. The proceeds from the sale of the bonds were to be used for the development of property in Livingstone county.

Caro—The Peninsular Sugar Co. whose beet sugar factory here is the largest in the State, will increase its capital stock from \$750,000 to \$1,000,000. The increase is said to be for the purpose of enlarging the plant, and the present stockholders will take all the new issue of stock. The sugar trust, which now owns a large block of the stock, but not a controlling interest, will be given an opportunity to purchase its share of the new stock.

Detroit—The Fulton Iron & Engine Co. has been reorganized as the National-Fulton Brass Manufacturing Co., and its capital stock doubled to \$400,000. Its Detroit plant will be maintained, and a large modern foundry will be established in St. Louis, Mo. The stockholders are: William C. McMillan, 18,000; Walter J. McBride, trustee, St. Louis, Mo., 10,000; Geo. H. Russell, 5,000; John F. Harrigan, 2,000; Walter J. McBride, 3,000; Jos. H. Ames, St. Louis, Mo., 1,000; Millard Conklin, Detroit, 1,000.

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

You Know

This is the season to stock up with Threshing necessities. We help the trade to Tank Pumps, Suction Hose, Endless Thresher Belts, Automatic Injectors, Engine Trimmings, Etc. Send for our new catalogue in which your eye will meet many surprises.

Grand Rapids Supply Co.
20 Pearl Street,
Grand Rapids, Mich.

SENT ON APPROVAL!

THE STAR PEANUT VENDING MACHINE

For automatically selling salted shelled peanuts. Operates with a cent and is perfectly legitimate. It is attractive and lucrative—not an experiment, but actual facts from actual results. Handsomely finished, and will increase your sales at large profit. Try it; that's the test! My circular gives full description and brings price and terms. Shall I send it to you?

Manufactured by
W. G. HENSHAW, Kalamazoo, Mich.

Grand Rapids Gossip

A. Mulder & Co. have opened a grocery store at 412 South Division street. The Worden Grocer Co. furnished the stock.

D. I. Rensenberger has engaged in the grocery business at Henry. The stock was furnished by the Worden Grocer Co.

A. A. Weaver has opened a meat market in the Vinkemulder block at the corner of South Division street and Third avenue.

A. S. Damsky has sold his grocery stock at 190 Fourth street to Wisniewski & Nowaczgh, who will continue the business at the same location.

The Alfred J. Brown Co. has leased the double store at 20 and 22 Ottawa street, which it will use as a warehouse and for seed cleaning purposes.

The sixteenth annual picnic of the Grand Rapids Retail Grocers' Association, which was held at Kalamazoo last Thursday, in conjunction with the fourth annual picnic of the Kalamazoo Retail Grocers and Meat Dealers' Association, was all that could be desired, except in point of weather, which was about the worst the Weather Clerk could invent. Every feature which could be presented in the face of discouraging circumstances was carried out to the letter, reflecting great credit on all who took part in the management of the affair.

The Thursday half holiday to-morrow will be rendered memorable by a match game of base ball between the retail grocers and the policemen. The game will be played on the East Bridge street grounds, which are conveniently reached by the East Bridge street cars. On Aug. 21 it is expected that the grocers will again cross bats with the city salesmen, who naturally smart under their recent defeat and crave an opportunity to retrieve their reputation. Secretary Klap has challenged the Holland grocers to a game of indoor ball—played out doors—at Ottawa Beach on Aug. 28, but up to this writing no response has been received to the challenge. In the event of the Holland grocers coming to the front, it is expected that the Furniture City Band will accompany the grocers to the Beach on a special train.

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 Tradesman warns its patrons this week against Edward Fay & Co., of Detroit, whose "business" is managed by the notorious Samuel M. Tucker.
Cabbage—Home grown command 40c per doz.
Carrots—60c per bu.
Cauliflower—\$1.25 per doz.
Celery—Home grown is in ample supply at 16c per doz.
Cucumbers—15c per doz. for hot house.
Eggs—Local dealers pay 16@17c for candled and 14½@15c for case count.
Egg Plant—\$1.30 per doz.

Green Onions—10c for Silver Skins.
Green Corn—10c per doz.
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; Mesquinas, \$4.25@4.75. Maioras and Verdelas, \$5.25.
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, 40c per basket; California Rockfords, \$3.25 per crate; Illinois Rockfords, \$1.25 per crate; Osage, \$1.25 per crate.
Onions—Home grown stock is in ample supply at 80@90c.
Oranges—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.
Plums—Abundance, 90c per ½ bu.; Burbank, 90c per ½ bu.; Bradshaws, \$1.25 per bu.; Blue Damsons, \$1.50 per bu.
Potatoes—New stock is in fair 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—\$1.50 per bu.
Watermelons—Receipts of Indiana Sweethearts are large and quality is fine. Price ranges from 18@20c.
Wax Beans—65c per bu.
Whortleberries—\$1.25 per 16 qts.

Programme Prepared for the Muskegon Picnic.

Muskegon, Aug. 12—The following has been prepared for the all-day picnic of the Muskegon business men at Lake Michigan Park Aug. 14:
9 a. m.—The bands will start for Lake Michigan Park via Muskegon Heights, Pine and Ottawa street cars.
10:30 a. m. to 1 p. m.—Band concert.
11:30 a. m. to 1 p. m.—Grand free distribution of watermelons, coffee and celery.
1 to 8 p. m.—Free continuous concert by the celebrated Hawaiian Sextette Concert Company.
1:30 p. m.—High dive by Prof. Harry Wright, of Pennsylvania.
2:15 p. m.—Exhibition by U. S. Life Saving Crew under command of Captain Nelson.
3:30 p. m.—Balloon ascension and parachute drop by Professor Keyes.
4:15 p. m.—High dive by Professor Wright.
4:30 p. m.—Slide for life by Professor Keyes.
5:15 p. m.—Balloon ascension and parachute drop.
Supper.
6:30 p. m.—High dive.
6:45 p. m.—Tight wire performance.
8 p. m.—Naval battle.
9 p. m.—Unique unfurling of American flag to the music of the Star Spangled Banner. J. L. Hisey, Sec'y.

Hastening the End.

"I am hard to discourage," said the rejected suitor, melodramatically. "Some day I'll make you say you love me, and then—and not until then—I shall die happy."
"I'll say it now," said she promptly. "I don't mind telling a lie for a good end."

The Tradesman advises its patrons to confine their dealings with the Union Dairy Co., of Toledo, to a cash basis until such time as the concern will consent to make a statement to the mercantile agencies or to the Tradesman.

The Grocery Market.

Sugar—There have been no changes in the sugar market during the past week, and the sugar situation has remained steady and unchanged now for a longer period than for several months.

Tea—Cable advices show that the settlements of Japan tea until the end of July were 27,000,000 pounds, against 25,500,000 pounds last year. Although the settlements show an increase of 1,500,000 pounds over the same period last year, the shipments were only 14,700,000 pounds, against 19,000,000 pounds last year, leaving a stock of 12,300,000 pounds, compared with 6,500,000 pounds last year. One of two causes is responsible for this condition: Either prices are held too high to attract the attention of the consuming trade of the United States and Canada or this tea is being held for January delivery. Indications are that the majority of the trade lean towards the latter belief, as the duty will then be off and tea can be bought and sold without taking that into consideration.

Coffee—There has been very little change in the spot coffee market during the past fortnight. Some interest has been shown in speculative tendencies, and it is reported that a convention will be held in New York in the early part of October for the purpose of seeking some remedy by which production of low grades of coffee can be reduced and kept within proper limits. None of these influences, however, have had any effect on the spot situation and the latter is unchanged. Demand continues very fair for this time of the year, due to a large consumption which is attributed to cool weather. In mild grades a steady and unchanged market is reported for West India growths. The better grades continue to be in very limited supply and buyers are quietly shopping around to secure all that they can obtain within a reasonable range of prices. East India growths are steady.

Rice—Southern advices report only limited offerings, due to small available supplies, and with demand fairly active prices hold very firm. Receipts of new crop river rice are reported as running in excess of all previous records for this time of the year, but it will be another fortnight before the crop movement is at its height. Louisiana and Texas report that growing crops are full of promise. The local market is fairly firm.

Canned Goods—In tomatoes there has been no important change. Reports have been sent out from Baltimore of lower prices on new packing, but upon investigation it has been found that these goods will not grade up to standards and for that reason they are not attracting special attention. In most instances, it is claimed they are little better than good seconds, and for that reason they are offered some lower than quotations in the hope of cleaning them up. In corn spot is showing increased strength. A bid showing an advance of 5c over opening prices on standard pack was recently made to a packer and was refused. Prospects are for a considerable shortage in the pack. Spot peas are quiet. California fruits are not attracting special attention at the moment, but quite generally hold steady. Little interest is being taken in new pack Eastern peaches. Sardines are quiet, but are firmly held owing to a light pack thus far the present season. Mention was made last week of the large run of salmon on the Columbia River and our remarks may have given the average reader a false idea as to the

present pack. While it is true that there is a good run on the Columbia River and that some packers are packing in excess of last year, the total pack on this River is so insignificant as to have no effect on the market price of salmon. The bulk of the salmon is packed in Alaska, and on the Puget Sound and Fraser River. The run in these locations this year is light, especially of Sockeyes on the Sound. The shortage of this one grade in this one locality will probably be more than the total pack on the Columbia River. Salmon is a good purchase at present prices and dealers can make no mistake in buying liberally for both present and future wants.

Dried Fruits—Prunes are fairly active for the season at the advance told about last week. Packers seem well filled up with orders for October shipment. The future of prunes is not easy to predict. Present prices are very low, and if anything happens to affect the crop an advance is very likely. It is practically certain, in any event, that the market can go no lower. Peaches are slow. Stocks are low. New peaches will be shipped this month. Currants are not in much demand, but are holding their own so far as price is concerned. No important packers have named prices on raisins yet, but will in a few weeks. The demand is small, but should improve in a few weeks. Apricots are in light demand. New goods are on the way. Prices are unchanged.

Syrups and Molasses—There have been no changes in syrup and molasses during the past week. Glucose is unchanged, and gives no prospect of any change. Compound syrup is unchanged and quiet. The demand for sugar syrup, on the contrary, is very good, the movement for export representing the small end of the present business. Molasses is very dull and lifeless and prices are unchanged.

Fish—There has been no change in fish during the past week. Sardines are as yet unchanged, but an advance seems imminent. All the packers talk strong and refuse to guarantee present prices even one day. The demand is good. Mackerel is in fair demand at unchanged prices. The New England strike is affecting shipments somewhat and the market might possibly have advanced had that not occurred. The labor strike seems to have completely tied up the supply of cod, hake and haddock, as under present conditions no goods can be shipped or even packed.

The Boston Egg and Butter Market.

Boston, Aug. 11—Receipts of eggs are extremely heavy for this time of year, being for the week nearly 8,000 cases more than for the same week last year, and with very warm and wet weather the market is extremely dull on everything but the finest quality. There is a very wide margin between the best and ordinary stock, the latter running very poor and extremely heavy shrinkage. Finest candled Michigans and Indianas are selling at 20c. Uncandled eggs are selling all the way from 14@18c. Receipts of butter in all Eastern markets are excessive and the weather for the last week has been very favorable for a large make. Receipts for the week in Boston are some 500,000 pounds more than last season, or about 8,000 60-pound tubs, and receipts in New York are about 10,000 packages in excess of last year and, with conditions favorable for making butter all through the dairy sections, we are having an extremely dull market. Finest Northern creameries are selling at 20@21c. Lower grades have felt the decline more than extra creamery. Firsts and seconds are selling extremely hard and bringing from 17½@20c; dairies, 16@19c; packing stock, 14@15c.

Smith, McFarland Co.

SHIPPING APPLES.

Some Needed Changes Which Must Be Made.

This subject naturally divides itself into two heads, viz., "How can we transport the fruit?" and "In what kind of a package shall we put it?"

To get an apple from the tree to the consumer at the least cost, and in the most perfect condition, is a problem seriously occupying the attention of all fruit growers and shippers, whose success or failure largely depends on their ability in this direction.

The first step in transportation is from the tree to the basket, where, in most cases, serious damage is done.

Apple pickers require brains as well as muscle, and to pick an apple properly requires some study and experience. The writer has noticed many apples literally pulled from the trees with the fruit spur attached, not only damaging the fruit, but ruining the tree itself for future bearing.

If apples are carefully turned upwards they will break from the fruit spur clean, with the least resistance, and avoid thumb-marks so common in apples, which seriously impair the keeping quality and spoil the appearance, particularly of green or yellow fruit. All shippers should instruct their packers very particularly on this point.

The next move in transportation is from the basket to the barrel or package in which the apples are taken to market. Again they run a most hazardous gauntlet. Most apples are dumped on the ground in heaps, whereas, in the writer's opinion, apples never should touch the ground, but be carefully emptied on a canvas stretcher of simple construction, holding about three or four barrels at most, and about 3½ to 4 feet high, so that the sorter may stand up to his work and use both hands and eyes in this most important transaction. From the stretcher they should go directly into the package for market or store, graded as the shipper's customers may desire.

Now that the fruit is in the package at the tree, it should be carefully transported to the fruit house, railway or boat landing at once, on a conveyance having springs. Much fruit is damaged seriously by remaining in barrels on the ground after packing, or by being moved in lumber wagons without springs over rough roads. These can be easily procured to attach to any ordinary wagon, and no fruit grower should be without them.

When we get the apples to the depot we again confront a difficult problem. What kind of a car should we use or what kind can we secure from the carrier? Arrangements should invariably be made with the railway to furnish the kind of a car desired and as required. No apples should remain at a depot longer than is necessary to load them directly into a car and get away the same evening. For short hauls ventilated cars should be used, and the car not filled to the roof, as frequently happens, but leave ample room for circulation of air. For any distance requiring more than twenty-four hours' railway journey, refrigerator cars should be used, and have them sufficiently iced. From the cars the apples should go direct to destination without delay, either to the consumer, fruit house or steamer, for ocean transportation. Here again we confront a problem? What kind of space shall we use, or what can we secure?

Apples usually receive little care at the

hands of vessel owners and stevedores, are generally handled roughly, and placed in the hold as closely stowed as possible, and in most cases, without ventilation, and if they survive this gauntlet without being cooked and ruined the shipper may consider himself fortunate.

Can this be remedied? Combined action can do much to bring about the much needed reforms. Let there be an active transportation committee and let us shippers be loyal to their recommendations demanding ventilated space or cool storage.

Again, why should a barrel of apples pay more freight than a barrel of flour? This question has often been asked railway tariff committees, but has never yet been satisfactorily answered. So far as I can learn, the real reason is because they can collect more. They apparently think the business will stand it, but in a year like the present, when there is an abundant crop, cheap transportation would materially increase our markets, and place before the laboring classes which form the masses of European population fruit within the reach of their means.

Can this be accomplished? I maintain it can. A barrel of flour weighs about 50 pounds more than a barrel of apples, and usually is carried for about half the price. Does the barrel of apples get any more care from the carriers, any better protection from the weather, any better space, or is there any greater risk incurred? Do they pay any more claims or give any greater attention to the business? So far as I can ascertain, the only thing they can claim is better despatch en route as perishable freight is not so often side-tracked, but I have yet to learn of a railway that paid claims on apples for ordinary delay in transit, and I consider the handicap in weight quite sufficient to enable the carriers to move a barrel of apples quite as cheaply as a barrel of flour. Agitation would bring about this much needed reform.

We next consider the various kinds of packages in use and their respective advantages. The barrel is the standard used for perhaps 90 per cent. of the fruit, but is it the best? California has adopted the box of four or five tiers, averaging about 40 pounds net of fruit, and this package is getting quite popular in some localities, and has the advantage of being more suitable for a grocer to handle as package goods. Many people would buy a box of those apples who could not be induced to buy a barrel at a time. When apples are retailed by the pound, much of the fruit is injured by the customer or dealer turning it over, pinching it and examining it in a variety of ways that would not be done in a package. The cost of the package is about the same in each case.

For the home trade and immediate use, the bushel crate is becoming quite popular in Michigan, and has some advantages. It is cheaper than the barrel, saves all expense of packing, can be easier handled, all the fruit is open to view, any farmer can bring apples to the depot direct from the trees, and is a convenient package for the dealer and consumer when the apples are required for prompt use.

For high class trade a compartment box is coming into use, and has been favorably received in the markets of Europe. These boxes are made to hold various amounts and different sized apples and are made something like an egg

THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

August 13, 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.

YOU CAN Learn TO Write
WITH EASE AND BEAUTY
Under Expert

Business men require their records carefully and neatly written and will not tolerate poor penmanship. WE SPECIALIZE on this IMPORTANT SUBJECT and find that it PAYS.

D. McLachlan BUSINESS UNIVERSITY

Has placed more students in PERMANENT paying positions as BOOK-KEEPERS and STENOGRAPHERS during the past year than any other TWO BUSINESS COLLEGES COMBINED in WESTERN MICHIGAN. SEND FOR LIST. BEAUTIFUL CATALOGUES FREE.

D. McLachlan & Co.

19-25 South Division Street

Grand Rapids, Michigan

A Time of Need

YOU WILL FIND OUR

Asphalt, Torpedo Gravel, Ready Roofing

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

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

case, each apple having a compartment by itself and is thoroughly ventilated. A firm in London, Ontario, are manufacturing them. Fruit growers of Niagara district are using them quite extensively. They cost more than a barrel, but for a high class trade there is nothing better. Apples stored in these packages for the Pan-American Exhibition with the Buffalo Cold Storage Co., kept in good condition for a year. One thing is essential to the transportation of apples in any package—air circulation.

I feel convinced that fully 50 per cent. of our apples are ruined from improper transportation from some of the causes referred to, and if apple shippers ever expect to climb the ladder of success to its topmost step, it can only be accomplished by giving this most important question earnest consideration.

R. J. Graham.

Incompetent Help Who Are a Detriment to Employers.

We have received a complaint from a shoe dealer to the effect that the clerks in jobbing houses who are especially detailed to wait on the trade, know nothing of the business in which they are employed. This retailer cites an instance where he went into an Eastern jobbing house, and enquired of the clerk if they carried barefoot sandals. The clerk, with a vacant stare, asked the enquirer to repeat his question. After doing so three times, the clerk politely informed him that he never had seen any. He then enquired of two other clerks who were standing close by, but they also answered in the negative. This very house carried barefoot sandals and had at that moment some thirty-eight pairs on the floor. The merchant was rather disgusted, and left without making any purchase.

Once on the street he met a member of the firm, with whom he was well acquainted, and told him he had made a useless search for something that his trade was calling for day after day for summer wear.

"Oh!" said the jobber, "we have a few pairs of those in stock, and perhaps we have the very sizes you are looking for."

Not caring to get the clerk in trouble, the merchant did not let him know that he had been to the house and was refused the sandals, but returned with him. The very clerk that he had interviewed on his first trip was told to show Mr. "So-and-So" the barefoot sandals that were in such a section. After a diligent search the employee at last discovered them, and said: "To tell you the honest truth, this is something I never knew we had in stock; the fact is, I am entirely unfamiliar with the name, and perhaps for that reason I was unable to answer you intelligently when you asked me before."

There seems to be a very good moral in the neglect of this clerk to learn what stock his employer had on his shelves. These very subjects are discussed week after week by papers devoted to the shoe business. Each jobbing house in the country secures a copy of the paper every week, and instead of allowing the paper to rest either on the buyer's or the advertising manager's desk if it were distributed among the clerks on the floor these occurrences would be less frequent. New things are cropping up in the trade every day, and the only way to keep abreast of the times is to seek a channel which disperses such information. There is nothing new to a practical man in a shoe paper. He is abreast of the times; very often he is

ahead of them. He designs and originates. He watches for new things as they come out; he interviews manufacturers and retailers, and has an eye on future business before it is possible for any one else to get it. He imparts this information to the trade, and this same information should be disseminated in every channel possible. Every manufacturer and retail merchant, also each jobbing house, owe themselves, and those in their employ, such an education. If one paper is not sufficient for their wants, it would be better for them to buy half a dozen than to have ignorant clerks waiting on their trade.—Shoe Retailer.

Folly of Infidelity.

From the Philadelphia Times.

During one of E. L. Hyde's evangelical trips through this State, he told a Scranton gathering that all infidels were fools, and that he would undertake to prove his argument in ten minutes if any professional infidel wished to give the opportunity. A man in the audience arose and was politely asked by Hyde to speak, if he wished to speak.

"Mr. Hyde," was the reply, "I have been listening to you with interest this last half hour; but I think your most recent statement was a challenge I can not let pass. I am a infidel, but I'm not a fool. I'm a man of education and culture; I've traveled, and I know more than the average person, believer or non-believer."

"Do you really believe," asked Hyde, "that there is nothing in religion? Would you go on record as saying so much?"

"Go on record?" queried the man in surprise. "Why, I've been writing and preaching against religion this last twenty years."

"And you say there's nothing in it?"

"Absolutely nothing!"

"Well, I said I'd prove you a fool within ten minutes," said Hyde, looking at his watch. "I still have seven minutes left. I will leave it to the gathering if that man is not a fool who devotes twenty years to preaching against something which he claims has nothing in it."

Some Names Which Have Not Yet Been Adopted.

Jabs, a Chicago paper, takes a jab at the well-known leaning of Battle Creek toward the pure food industry. According to it even the car conductors are high officials in various cereal product companies and all the population is engaged in manufacturing breakfast foods that the opera house has already barred all but pure food plays and that the postoffice will be turned into a "pure food foundry." It also suggests a few names for food products which have not yet been adopted, as follows:

Hullo-Beano.
Hello Billo.
Tally-Ho.
Try-a-chewa.
Korn Kure.
Korn Pone.
Cornina.
Oatsina.
Hayina.
Strawina.
Foddereta.

Princess Charming.

"I am very sorry, George, you don't admire my new dress," said a young wife. "Everybody says it is charming."

"Your friends, my dear, pay you compliments; I pay your bills," replied her husband.

Don't Kick

IF YOUR RETURNS OF

BUTTER, EGGS, POULTRY
are not satisfactory, but try

Lamson & Co.

Blackstone St., BOSTON.

Rugs from Old Carpets

Retailer of Fine Rugs and Carpets.

Absolute cleanliness is our hobby as well as our endeavor to make rugs better, closer woven, more durable than others. We cater to first class trade and if you write for our 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.

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

Established 1850

Reference: Irving National Bank, N. Y. City

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

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.

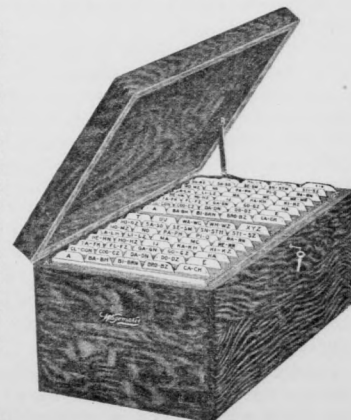
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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





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Published at the New Blodgett Building,
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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 13, 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 August 6, 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 ninth day of August, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

COMMERCIAL COMPETITION.

Professor Suess, an eminent Austrian, who is a scientist, as well as a statistician, and who some years ago wrote a notable treatise on the precious metals, keeps himself constantly informed in all matters of public interest occurring in the world, and on the occasion of the celebration of his seventieth birthday recently he entertained some public men and journalists with some interesting comments on world politics and policies generally.

He realizes that the great questions which are disturbing nations to-day are how to keep their people peaceable and satisfied. Any financial panic or depression in trade or decay of industries that had previously afforded occupation to the people is among the greatest evils that can occur. Any long period of enforced idleness which prevents the people from earning a living in the pursuit of their usual avocations is a calamity. In order to avert such a misfortune it is necessary to meet every demand of trade and constantly to seek new and more extensive markets, so as to keep the people employed at fair wages.

In this day of keen competition, every natural advantage counts and the nations possessing them and utilizing them to the utmost are sure to outstrip the less fortunate in the struggle for trade. In view of the known advantages possessed by the United States, the Austrian statesman has adopted the idea that has already become current in his country, that the Continental States of Europe will be forced to engage in a compact to protect themselves against the aggressive commerce of the American Republic.

He declared that the American trust system, organized on a gigantic scale and combining in its movements the

capitalists of the United States, has become alarming to Continental Europe, and it is a question if the States of Central Europe are strong enough commercially and financially to maintain an effective defense against it.

This able thinker declared that before long there would be a serious shifting of the center of gravity among the "World Powers," and that this shifting would create three great units around which the weaker powers would crystallize or be drawn by the gravitating force of self-protection. These, he said, would be Russia, America and China. Such interests as could make common cause with any one of these leading powers would do so. In all probability there would be a co-operation of the English-speaking nations, under the leadership of the American Republic. Russia would in all probability rally several of the Continental nations under her guardianship. As to China, its future was not set forth, but the manipulator of world powers declared that when once China should be properly equipped she would be one of the first of the World Powers. She has the most capable merchants and the cheapest labor.

Great nationalities must have extensive contiguous territory not separated by seas, and must of necessity have vast aggregations of people actuated by a common purpose. These each of the nations mentioned possess. Of the three great units America decidedly had the lead. Its policy of commercial aggression was beyond doubt. It would be prudent on the part of the Americans to keep within the bounds of the Monroe Doctrine in the political sphere, but unfortunately prudence was not always a decisive factor in the conduct of state affairs.

The strenuousness of commercial competition and the necessity for the conquest of new markets and the consummation of constantly expanding trade make up conditions that it is even advisable to go to war to obtain. The salvation of an industrial population depends on the maintenance and extension of the trade for its products. It must be done at any cost.

Statistics demonstrate that about the safest place, and one where there is the least chance of a person losing his or her life, is a railway train, but for once the German government does not seem to place reliance on figures and facts. The state railway administration has decided to maintain ambulance cars at seventy-seven of the principal stations throughout the country. These cars will contain a full hospital equipment, including operating tables and beds, calculated particularly to render everything necessary in the direction of first relief. Each car is to be in charge of a medical officer, while all railway employes will be required to be trained in the performance of first-aid duties. The cars will be so located that none will be more than an hour and a half away from a hospital, thus rendering quick transportation for victims who require serious attention. The idea of a hospital car is a good one in more ways than the above. Seventy-seven of them distributed over the country would come in rather handy if a big European scrap should materialize and in which the Fatherland got mixed up, and it is perhaps as much in view of this possibility as the rendering of relief in case of a railway accident that has prompted the present decision.

GROPING AFTER THE VITAL SPARK.

When the telephone was invented it opened a field of discovery in electrical science which is going to prove, if possible, the most important in the entire range of that most indispensable and remarkable agent.

The telephone demonstrated the capability of electricity to take up sound and carry it along at the same speed with which the electricity itself hurries. Sound travels through the atmosphere at the comparatively slow rate of 1,100 feet a second. Electricity passes through a wire or other conductor at a speed of thousands of miles a second. When the slow-moving sound is coupled to a current of electricity which is sent through a wire, the sound is carried with the electricity and arrives with it at the electricity's regular rate of speed, just as a tramp who would otherwise have to walk from one place to another, by secreting himself on the truck frame that supports the wheels, is enabled to travel with the train and to arrive with it.

The accepted theory of the movement or progression of heat, light and sound through the atmosphere or other substances is that they progress by wave motion. There is, perhaps, no more reason why their progress should be the result of a vibratory impulse communicated to them than that the progress should be directly from one atom of the intervening medium to another. Nevertheless, the wave theory answers the purpose, and as a part of the plan we must hold that electricity also progresses by wave motion.

Thus it is that the swift-moving electricity, being able to pick up slow-moving sound and carry it forward, is equally able to catch on to any other entity which is subject to wave motion and carry it on. We may assume, at least, that if electricity can so operate on one such entity, it can similarly affect any other, light for instance.

It is interesting to know that, following the telephone, came the Roentgen or X ray. This is a ray of light hitched on to an electric current and made to penetrate with it every substance that the electricity can pass through.

Light travels at a rate of velocity little inferior to that of electricity, and therefore the electric energy is not needed to hasten or hurry up the speed of the light ray. But light ordinarily can not pass through what are known as opaque or dark bodies. But electricity can penetrate and pass through any dark and solid matter which is known as possessing conductivity, and it can carry a ray of light with it. Thus, by means of the apparatus for operating the X ray, the human eye is enabled to see into the heart of dark, solid matter and discover its interior constitution or condition.

Here is opened to the world a vast and most important field of economic electricity. The possibilities are well-nigh infinite. All that is required is the use of some device by means of which the vibratory force of electricity is communicated to any other vibrating entity. The telephone makes the connection with sound, and the Roentgen tube enables the visual ray to travel with the electric current.

The way once opened as it is, the revelations of the X ray will be enormously multiplied; heat will be conveyed to a distant point and concentrated there; the force of an explosion will be likewise translated to any required distance and delivered there in

full energy, and all human emotions and sensations which vibrate over the nerves of a body here will be transposed in all their exactness and significance to persons at distant points.

Life is not matter, nor is it a property of matter. It is a force which operates on matter and vitalizes it. This vital force can be coupled with electricity and made to co-operate with it to accomplish the most potential and important results. If we are ever to discover the secret of vitality, it will not be from the study of soapsuds or any other dead matter, but from the study of forces and their operation. The vital force, like electricity, is everywhere in and around us, but we know not whence it cometh or whither it goeth when it has thrilled our nerves. It is power, and power is from a divine source. It is the only thing that creates, that forms, that fashions and shapes all to its ends. It uses force, and it is impossible to distinguish the electric force from the vital force, the operations of which we call life. It sparkles and coruscates with light as does the vital force. It reveals with an interior light as if there were in every human creature a spark. There is such a spark. It is commonly called the soul.

A Kansas farmer, with that thrift which characterizes the average Jayhawker, has hit on a novel scheme for increasing the sweet-tasting product of that model worker, the bee, and has written Dr. Howard, the head of the United States division of entomology, offering the same presumably for such consideration or honorarium as it may be worth. In the course of his communications with nature he has discovered that the honeybee lays up her store only during the day, and that when night casts her pall over the earth, Kansas in particular, she has to stop her labors, whether tired or not. Now this genius from the land of the wheat blossom has an idea that if a suitable cross could be had between the bee and the lightning bug that the succeeding generation would be provided with a kind of portable incandescent lamp, thus enabling her to continue her work after old Sol had turned his face towards the other side of this planet. It is a brilliant idea, even for Kansas, but unfortunately there are physiological reasons making its consummation impossible. Even if this were not so, the country has seen sufficient of these hybridizing experiments. The introduction of the gypsy moth into the New England States was due to some experiments for improving the breed of silk-worms. The cost to New England up to date has been something immense, and the cost seems fated to continue for many years to come.

"I am getting to be an old man. I have not many years to live. If I accomplish all I have set out to do things must move with celerity." Such were the words of James J. Hill, one of the greatest railroad men America ever produced, during a recent business trip. It is a noticeable fact that the men who have done most in the world usually feel that most remains to be accomplished. They who have seen and seized the opportunities of the past are the ones who see those that lie before. Cecil Rhodes breathed their spirit in his last words, "So much to do, so little done."

Old ways and old methods may have worked fifty years ago, but they will not do to-day.

THE MORAL SENSE IN MAN.

There are two ways of accounting for the origin of the moral sense in man. Jefferson expresses the prevailing view when he calls it "as much a part of man's nature as the sense of hearing and feeling and may be strengthened by exercise." But a school of modern thinkers following Herbert Spencer deny that the sense of right and wrong is inborn and regard it as a product of experience, strengthened and confirmed by heredity.

It is certain that among primitive men morality could have existed only in a very low and rudimentary form, like their language, art and government. The human race was not set up at first with a full set of moral laws. Probably the faculty of distinguishing between good and evil, truth and falsehood, justice and injustice, belongs to the human mind, although it is awakened or brought into activity only by the experiences of man in society, and there may be all degrees of this wakefulness. Thus we see that moral ideas and rules of conduct grow out of the constitution and conditions of humanity just as naturally as do industry, invention, science, agriculture and politics.

Suffering has been one of the great teachers of moral law. Men gradually found out that certain courses of conduct produced pain and misery and loss. Before the laws of cause and effect are understood, the child that bruises itself against a chair regards the chair as an active agent, and in some vague way it was at once supposed that the pain resulting from unwise conduct was a direct infliction from the unseen powers. There was thus an interplay of moral and religious impressions and a belief in rewards and punishments expanded into ideal heavens and hells.

But no group of intelligent beings could live together without discovering that their individual and collective safety and welfare depended upon doing some things and refraining from doing others. Thus there would gradually be produced a list of things required and forbidden. This would be the germ of a code of laws; and such a code must have come into operation ages before the invention of writing. The list of things would include whatever forms and observances were supposed to keep the family or tribe in friendly relations with living rulers and unseen beings. Hence sprang customs which were binding. Their outward effect was regulative; their inward effect was educative.

The superior races and the higher civilizations did not spring wholly from warlike qualities or the ability to give and take hard knocks. One mighty factor of progress was the acceptance of law as a rule of right—the submission to discipline, whether domestic, military or civil. Moral discipline was particularly powerful because it was an exercise of each man's personal will upon himself. When a man compels himself to act, or to refrain from acting, he is no longer an animal or a slave; he is a king, for he rules himself.

Moral actions spring from a purpose; they imply a choice and the transaction is performed within the mind. There is no morality in winking and breathing and sleeping; we cannot help it. So with other actions which proceed from unreasoning impulse. Suppose we detect ourselves tapping on the table. Up to this moment the action has had no moral quality. Then we discover that the tapping causes annoyance to another person. If we continue tapping

because we like to annoy, the action becomes immoral. If we refrain from a desire not to annoy, the action becomes virtuous. This is a miniature of human history. In "the ages before morality," to use Bagehot's phrase, men tapped away on the world and, perhaps, tapped with clubs on each other's heads, with no moral intention whatever. But gradually they learned to distinguish between conduct that was hurtful, selfish and cruel and conduct that was useful, just or kind, and, by the practice of self-control and deliberately using their power to help or to hurt, they became morally good or bad.

After a set of customs or rules had once become established, morality consisted in conformity in living in accordance with usage. If a lad enters a shop to learn a trade, he watches to see how the tools are used and how the material is handled by those who have already learned. If he goes to school, he trusts to the teacher and the text book. If he ventures into company, he takes his cue as to manners and deportment from the behavior of his seniors. To violate the usages would be rude, disorderly, wrong. In a similar way did custom give law to ancient society. In savage tribes custom is still the only law; they treat all violation of it as a crime. Major Powell once spoke at a large gathering on Indian ethics. "Who are the wicked?" he asked. "The bad man is he who has failed to sacrifice to his tutelard god the spleen of the last elk killed; or he who slept on his back the night before the battle, when the gods have taught him to sleep on his belly."

The original meaning of the words "moral" and "ethical" was simply conformity to the customs. But the customs were really laws; they were rooted in the life of society and were so vigorously enforced by the common conscience that no one could violate them without making himself an outlaw. To reuse a homely simile, to break the customs was like breaking the hoops of a barrel—it put in peril the whole structure of the commonwealth. And society was true to itself in cherishing this instinct, for its very existence depended upon the unity of the people; and their bond of unity was found in obedience to the laws, which included the observances of religion.

Forty million packages of seeds will be sent out by the Agricultural Department this year to farmers all over the country on lists furnished by Senators and Representatives. The number of seeds that will be contained in these packages will run up into the billions and they will weigh about 1,000 tons. This will be the most extensive seed distribution in the history of the Department of Agriculture. Heretofore there has been more or less complaint about the quality of the seeds sent out, many of which failed to grow. This year all contractors have been done away with and the Department has made its purchases in the seed markets by its own experts, who have tested all seeds bought. More attention is also being given this year to the selection of improved varieties of farm and garden seeds. Each Senator, Representative and delegate in Congress will have to his credit 12,000 miscellaneous packages, each containing smaller packages of five kinds of seeds. In addition each will have 500 packages of novelties—that is, new or little known varieties of peculiar merit—and each will have 500 packages of flower seeds.

THE DECADENCE OF MUSIC.

The time has come when honesty compels the admission that the divine art of music has reached a period of decadence among civilized peoples. Singularly enough, while musical culture has always been supposed to be a criterion of national refinement, the present degradation of the art is coexistent with unusual advancement in all other directions. Literary accomplishment is becoming general and is reaching to higher and higher standards. Science and invention seem to be nearing a culminating point. In statesmanship and social organization there is marked progress. Education is pervading the masses and lifting the human race to new planes of achievement and of action. In sculpture and painting genius is bursting the bonds of convention and leading the way to brilliant conquest. The whole world is joining in a democracy of industrial art, and West and East are exchanging their secrets of handicraft. Ingenuity is lifting the drudgery of the toilers, setting hands free for finer and better uses. Original investigation is searching the mysteries of the deep and codifying the laws of the heavens. Social usages are undergoing a process of refinement, and the call is insistent for a stricter justice and a higher morality. All the world is marching on.

Music alone lags behind to a rag-time movement. It keeps unseemly company and makes of itself a vehicle of vulgarity, pandering to the lowest tastes. In its present popular form it is a distinct demoralizing influence, degrading where it should elevate, corrupting where it should ennoble.

The backward movement in music began some thirty years ago, when weakly sentimental instrumental compositions like "The Maiden's Prayer," by force of their emotional pretensions, blinded the public to their lack of the essential quality which makes true music, and catchy, nonsensical productions like "Captain Jinks" and "Shoo Fly," laid hold upon popular fancy. Once started on the downward path, with no great national crisis to repeat the influence of the Civil War and stimulate the demand for grander themes and more stirring notes, it was the old story of *facilis descensus*. The steep of Parnassus are hard to climb, but it is only necessary to loose the hold to glide easily down the walls that lead to Plutonian dominions. To-day a classical concert, lacking the stamp of fashion, will command a sparse audience, while the announcement of a programme filled with coon songs and cakewalks, or musical "specialties"—that blanket-title of iniquity—always insures a crowded house. True artists are making a gallant stand against the tendency of the times, but the number of those who weakly capitulate, furnishing bad music on the same principle that greedy pharmacists serve deadly poison to doubtful customers or dairymen dilute the milk they peddle, is greater.

It is not probable that this degeneracy is more than a passing phase in the history of an art as old as civilization itself, and which was regarded by the ancients as a means of expression for the loftiest themes. It may never be possible to educate the populace to an appreciation of severe classical music, but it should be possible to divorce vulgarity from melody and to stimulate popular taste to the enjoyment of what is pure and wholesome. Ballads and songs which appeal to human sympathy, to patriotism, to the heart's finer senti-

ments, never wane in popular favor, and no sane soul fails to respond to the musical lilt which expresses a healthy merriment. A resolute front on the part of musicians and managers, a little generous forbearance on the part of a misguided public, would rescue suffering Music from her present unhappy plight and enable her to take her place in the procession which is moving forward in quest of a higher development.

BEST MONEY FOR THE TOWN.

Several New England localities have been celebrating Old Home Week, and among them is the city of Salem, Mass. At the formal exercises there the other day the address of welcome was delivered by John F. Hurley, the mayor of the city. He improved the opportunity to digress and to deliver a lecture of admonition. He pointed out how in the good old days Salem used to be a great place and that the sea captains who made their home there were sturdy, wide awake and enterprising, and then he had this to say:

But unfortunately for Salem their descendants do not follow the footsteps of their illustrious ancestors. The busy bees of industrious life were followed by the lazy drones who, being idle and proud, scorned to continue the work of their fathers. They were satisfied to live on money which they never earned and were so unfavorable to commercial enterprises in their desire that Salem should remain an aristocratic and exclusive community that a commercial decline naturally followed.

That, at least, has the merit of being plain and easily understood. The sting was taken out of it a little by the suggestion that there was an improvement noticeable and that the time was coming when Salem would be quite a place again. It is true of Salem, as it is of every other place, that the best money for the town is that which is earned and not inherited. The dollar that is earned in the life of the possessor is an active, energetic, wide awake dollar, anxious to do something to multiply itself. The dollar that is inherited is usually timid, retiring and afraid to venture. It is quite satisfied to earn 3 per cent., especially pleased if it can be invested in a Government bond, and never helps to turn new wheels or build up cities. For all practical purposes, so far as a town is concerned, the dollar earned is worth five inherited. The dollar earned has courage, while the dollar inherited is a coward. The dollar earned is diligent and industrious. The dollar inherited is indolent. That city which has the most earned dollars in it is the one which will be busiest, which will have the most mills and factories. The place which has the most inherited dollars will have the finest residences, the broadest streets, the highest prices and the poorest stores. Nobody would object to having as many inherited dollars as possible, but for the public welfare the earned dollar is far preferable.

The United States mint at Philadelphia turns out pennies at the rate of 4,000,000 per month and the Government is said to make a handsome profit out of the business. The copper blanks, out of which the pennies are made, are purchased at the rate of \$7.30 per million. That is, the Government obtains for 7 3/10 cents the blanks which after stamping are transformed into \$1 worth of pennies. What becomes of the millions of pennies coined each year is an unsolved problem. Probably they go to the same place that the millions of pins manufactured annually go to.

Clothing

Styles to Prevail in Ready-Made Clothing.

It has only been within the past year and a half that styles for the coming seasons could be safely proclaimed until within two or three weeks of the opening of the season, when the tailors' fashion plates arrived. These plates were held back until the last possible minute.

To-day the styles shown in samples for ready-made clothing three months in advance of the incoming season are not only absolutely dependable, but are thought by some progressive minds to somewhat influence the complexion of the fashion plate which is issued at the opening of a season. Many will unthinkingly scoff at the fact in that statement. It is nevertheless true to a very great extent.

The skilled fashion designers, high-salaried men, employed to-day by the manufacturers of the highest class ready-made clothing, devote their entire study to the trend of styles and exercise the most cultivated skill and brain energy in designing fashions to meet the wants which their experience assures them will materialize. Is there any more reason then why this class of artists should not set the styles instead of one or two whose judgment can scarcely be more acute or positive?

It must be acknowledged that the ready-made clothing of to-day is not only the peer of the tailor-made, but is forging to the front.

A look at the sample display of the high class manufacturers impresses the observer by its genteel richness, while a close scrutiny emphasizes the merit of its quality. Never in the history of ready-made clothing have such high qualities in fabrics been shown, nor greater judgment exercised in avoiding any feature that would savor of the "freakish." Extremes have been shunned and permissible innovations are very few.

The rather long, comfortable overcoat will prevail, and undoubtedly be as great a favorite as last year. At the close of last season the reign of the long coat was written up in these columns and the prediction made that the demand for it would continue unabated into this coming season, but that the yokes, pleated backs, raglan shoulders and departures of a similar nature would be entirely eliminated. They have been, and to the betterment of the long coat. This long coat is now an established fixture, and will not go out of style for seasons. Anyone who has worn one, or even tried one on, is instantly converted into a staunch admirer of this comfortable, warm garment. It is strictly a winter coat and is a great protection in any kind of weather. Besides, it is dressy and appropriate for wear for any occasion or social function, from business to wear with evening dress. No garment has ever held greater sway.

For fall the boxy topcoat will be the favorite with men who dress well, yet not extravagantly. Its length has been shortened and its details broadened, making it look to be the warm garment it really is.

In sack suits it seems that not a detail is lacking to make them as near the ideal or standard of perfection as it is possible to bring them. There is no stiffness or "set look," which merchant tailors say characterizes ready-made clothing. This is due to the wonderful

advancement made in the make-up of the garments. The leading clothing manufacturers have spared neither expense nor energy in the past two years to bring about shape-retaining garments. Their results have stood the test of two or three seasons and are to-day satisfactory successes.

The style and cut of the sack suits for fall and winter are particularly good this season. The shoulders are well built up, yet not square or chesty looking on the wearer. They are still further modifications from the military, yet retain that desired athletic, manly contour. The skirts are belled, or, rather, the waist line is taken in more than in last season's suits. The flare ends very abruptly and is intended to stand out prominently.

The trousers are very conservatively cut and show less amplitude over the hips. The general lines are straight. This distinct style was brought out early this spring and much favored. It is thought it may be an advance step toward bringing back the large, baggy trousers—of 22½-inch knee. Whether it is or not is now a question.

The continued growth of the demand for the best ready-made clothing and the selection of quiet, genteel styles indicates that a better class of men are now patrons of the ready-made, and that heretofore indifferent dressers are realizing the real economy in buying quality.

In looking back over the issues of this paper since April and studying the styles brought out by the many manufacturers, one finds a general sameness in the various classes of garments that should be convincing proof that these results, from the minds of skilled designers, will be the prevailing styles. A

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



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

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.

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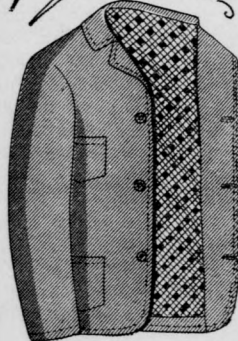
Take Elevator

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LOOK TO VALUES

WHEN YOU BUY COVERT COATS



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

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

LOOK at the linings and workmanship

LOOK at the fit every time.

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

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

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

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

great variance of styles would indicate that the designer for each house was experimenting, but the general consensus of opinion, as expressed in their styles, shows that all have studied the fashion tendency and have designed their products after the most careful research and reasoning. These men have access to the same source of information that the several have who for years have dictated the fashions to the custom tailor. Who, then, are the real authorities on styles, the several or the many, who have equal opportunities to study the wants of the dressy men?—Apparel Gazette.

Shirting Styles For Spring.

Exceptionally large business is already booked in spring shirtings. The season's collections of styles are fresh and natty—replete with newness. The style changes in colorings, patterns and fabrics are so very radical and mark so distinctive a breakaway from the shirting vogues of the present retail season that they are crowding out all that is passe.

Business in foreign woven lines has been increasing gratifyingly. Imported madras goods are resplendent with originality and beauty. The variety of ideas expressed in new collections is very great, and when one is told that style tendencies run largely to stripes, the wonder is that so much novelty can be worked out of so simple a thing as stripes. However, styles are not confined to stripes and the assortment of fancy woven figures is even more attractive on account of the ingenuity of the designer and loom work.

In color schemes white grounds predominate, and patterns are wrought in delicate tints of pink, green and blue. Black on white is the undoubted leader, and into this combination a variety of color effects is introduced, such as green and black on white grounds, red and black, and so forth, mostly two and three tone patterns.

Plain shades for the body of the shirt and fancy bosoms with collars to match are the coming shirt vogue. For such fancy bosoms an importer is showing fancy Russian cord stripes, also fancy broche madras in fetching color arrangements on white grounds.

The very ultra idea in fashionable spring shirtings is cellular madras in mercerized effects, color stripes on white. The mesh is firmly bound in the weaving, so that there is stability to the fabric, the line in question being of the best foreign make.

Originality and chic are characteristic features of spring collections of domestic shirtings in both the woven and printed fabrics. Styles run largely to small geometrical figures sparsely scattered over white grounds. These patterns are mostly in black on white, but there is also a generous assortment of two and three color schemes, which are brighter and more pleasing to the man who likes a dash of color as distinctive from the extreme nattiness of black and white purely. In these color combinations on fancy woven and corded percales there are blended brown and green, browns in two shades—light and dark—black and red. The reds, greens and blues are indefinite tones—far richer than the true colors themselves.

A special line of domestic oxfords in printed stripes and mercerized stripes is winning friends for itself and business for the agent. The same may be said of a fancy assortment of oxford fancies woven in alternating stripes of

pique and basket weave, each an inch broad, and especially designed for pleated fronts.

The fetching character of domestic shirtings can best be judged from statements made to the writer and verified in his presence by order books, which is that the agents representing the lines specifically described are well sold for the spring of 1903, and have begun work on their collections for the fall of next year.

The Panama Hat.

There was a man whose chief desire
Was a Panama hat.
He said: "That's what I most require;
It is the thing I most admire;
I'll have to beg or buy or hire
Me a Panama hat."

He envied every man he saw
In a Panama hat.
He gazed at window shows with awe
And sighed: "They cost a heap, but, pshaw!
I pretty near would break the law
For a Panama hat."

He talked to every man and maid
About a Panama hat.
No chat of marriage he essayed,
Nor weather, crops, or trusts or trade;
Just: "How I'd like to be arrayed
In a Panama hat!"

He soon fell ill; he worried so
Over a Panama hat.
And when he lay in sickness low
They asked him where he'd like to go.
"Wherever," he said, "they can show
Me a Panama hat!"

At last his feeble spirit fled—
With no Panama hat.
They preached a sermon o'er his head,
In which they hoped, the speaker said,
That he with wings was garnished—
And a Panama hat.

Take warning from this lesson true
On a Panama hat.
Don't let your longings pester you
Until you're sick and sad and blue;
But, if you must, go daze and do
For a Panama hat.

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

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.

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.

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

PAN-AMERICAN GUARANTEED CLOTHING

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

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

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

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

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

"A new suit for every unsatisfactory one."



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

WILE BROS. & WEILL BUFFALO, N.Y.

Shoes and Rubbers

Many Fine Theories Which Are Not Practicable.

There are lots of beautiful theories about fitting and selling shoes, many of which, if they could be carried out in practice, would make shoe buying and shoe wearing a sort of picnic, instead of a trying ordeal to customers.

Of course, some general standard of procedure must be fixed by the shoe retailer for his own guidance in adapting the new shoe to the old foot; and in fixing his standard he is usually influenced by that eternal fitness of things which shall conduce to the welfare of the feet that are to wear the shoes he fits upon them.

"Always try to sell your shoes large enough," says the old shoe man. This is excellent advice, and so logical that he who fits shoes will readily assent to it; for a shoe that is too small at the start will never bring down blessings on the head of the man who sold it.

But the same authority says (what every experienced retailer is saying to himself): "Some people will complain that you fit their shoes too large." Now, there you are, and one of our cherished theories has "gone glimmering"—has met the enemy, and we are theirs; has been shattered by the stubborn, practical owner of the foot to be fitted.

It takes two to make a bargain, in fitting as well as in selling shoes; and the foot that "pays the freight" always has the deciding vote. We could have done better by that willful foot and saved it pain, only for the second one in the bargain. But it was not to be; so the shoe wearer will get the pain and punishment of a tight shoe, and we will reap the whirlwind of his wrath every time it pinches him. His ill-fitting shoe will be a Nemesis to follow his steps and revenge itself upon him.

Just for a half size in length and one better in width of looks, that foolish woman has stepped between us and our pet theory, "sell your shoes large enough." "Serves her right," says the indignant young clerk. In his inconsiderate resentment of her insistence upon shoes that prove a curse to her, he forgets, or rather does not know, for he is green and inexperienced yet, that the tight shoe of the customer, even if selected by herself, is the shoe retailer's boomerang.

It will fly back, figuratively, and around the man who sold it; so that what serves her right will serve the shoe man wrong. The innocent will be compelled to suffer with the guilty; for she will, very likely, go elsewhere to have her proud feet pinched the next time.

But the aforesaid authority goes back doggedly to his original theory, and declares: "It is far better to sell shoes a little large than too small." So it is and if you get your customer to say, "just so," then there will be no hitch in the transaction. But will she? In nine and one-half cases out of ten each mother's daughter of them will declare emphatically against the "little too large" condition; and the remaining one-half is only half persuaded.

"Now when you fit them, see that they do not hurt." You can not see that, nor feel it either; and the only person who knows where it pinches is, like Br'er Remus' rabbit, "layin' low, and ain't sayin' nothin'." You would like to have some sort of an X-ray invented for detecting pain, so that you could locate the painful spot; and, in your

determination to prevent her from having such shoes, you could then add so much to the shoe pain by dexterous pressure of the hand as to cause her to relinquish them.

"Some people," says a writer on footwear, "will sooner give away a pair of shoes than wear them when they pinch." A great many persons will not. Some of the latter would rather force them back upon the retailer if they could, even if they have been partly worn. Others would fall back upon the deadly shoe stretcher, under whose powerful influence something has to yield. Few resort to the donation dodge.

In order to placate the little woman on whose feet you have easily slipped and laced up a pair of the "little-too-large" brand, tell her that a slip insole will adjust matters to a nicety. If this information does not bring a derisive smile she will be a woman a little out of the ordinary. She will probably tell you the shoe that will contain an insole and her foot is not the sort she is looking for.

Then, again, she may demand with prospective directness how this will provide for the worn shoe after it becomes stretched. The sarcastic young clerk would, inconsiderately, recommend a second slip sole for this unseen emergency; but the older head knows that this would be fatal to a sale, even if the superfluous room in the new shoe were not.

And with the tight shoe there is that heroic remedy which the junior clerk calls "surgical treatment"—the irresistible stretcher. But woe unto the shoe that is slightly put together under this brutal strain! There is, perhaps, a spot where the stitching has run close to the edge of the upper, or a defective thread which won't stand such treatment, and then the retailer is a loser, or else there are damages to adjust. But, after all, why should any intelligent customer want a shoe that has to be forced to fit her foot, when there are others that are just right?

Curious, when we come to think of it, how shoes are sold at all to some people. There are so many conditions to fit besides the feet. There are prejudices, capriciousness, irresolution, and the "something for nothing" mania to contend with, besides the physical labor of getting the minimum size shoe on the maximum size foot. Then the set of the thing, the looks of the thing and the feel of the thing; and lastly, but not least, the paramount question of price.

All of which lead straight to the subject of "Prevention of Cruelty to Shoe Clerks." If there is any class of toilers who need a half holiday each week during the summer more than the slave at the footrest, they have not yet been discovered, or put in their claim; and the sordid retailer who refuses to his clerks a breathing spell on regular holidays, or who grudgingly grants them one-half of such days, will not be likely to yield them a half day each week.

Things are working this way, however, and the time is not far distant when the overworked shoe salesman will have this much as his right, and not as a favor. Think of it; a whole, half day, besides Sunday, when you will not have to button or lace a shoe except your own!

Now, the arbiter of this important question is not the merchant or his clerk, but the great trading public, who can quietly bring relief so desirable to the shoe salesman, by simply making their necessary purchases a little earlier. This may seem like a dream

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. 1/2 D.
S. Standard Screw. \$1.75.
Carried in sizes 6 to 12.

Geo. H. Reeder & Co.
Grand Rapids

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

of Arcadia in some instances; but if the good natured public will co-operate, it is easily possible. Curious, too, that the same public which makes life a burden to the clerk, and of whom a rich man once said, "The public be d-d!" can bring balm of Gilead to this clerk.

It is a big change from the Egyptian sandal before referred to, which was clapped on by the wearer herself without the aid of foot mirror or a buttonhook, to the present sort of foot toggery in our stores. The latter requires the combined efforts of a stalwart clerk, the heroic fortitude of the victim fitted, and sometimes a shoehorn and buttonhook. The old sandal was a snap, and no trouble about fitting.

But we have changed all that primeval simplicity of form and scantiness of material, and the modern methods of fitting shoes are a good deal more complicated than those which prevailed a thousand years ago.

And then, the manner of buying shoes. Why, the modern dealer would regard the ancient shoemaker's ease of transference of footwear from his shelves to the feet of customers as a delightful pastime, involving so little care and labor as to be a safeguard against nervous disorders and gray hairs and wrinkles, and the clerk would find it so agreeable and restful as to withdraw his claim upon a half holiday each week during the summer.

But those "good old times" are gone to stay. The cumbrous ox-cart of the Nile dweller and the sandal have been replaced by the electric car and the wonderfully beautiful modern shoe. The latter does not go on with a thong and a couple of knots, or with the click of a snap hook, like the harness on a fire horse. It gets onto the modern female foot with infinite pains, mental and physical, and then the chances are that five or six more must try their luck before the right one is found to meet all the conditions of fit, tastes and finances of the woman who is most deeply concerned in the transaction.

The feet, of course, have other troubles besides those occasioned by ill-fitting shoes. Although our feet are wonderfully tough and, on the whole, quite reliable members, nevertheless a very slight mishap will put them out of commission and cause great pain and inconvenience. A miscalculated step will throw the weight of the body where it does not belong, and the foot, in trying to prevent a fall, is forced to receive a strain never intended for it.

There are two ways of treating sprained ankles, both of which have their advocates. Cold water and cold lotions are resorted to by some persons, while others regard hot applications as the better way. Sprains of the feet and ankles are sooner relieved by the latter in nine out of ten cases; and doctors are abandoning the old-fashioned treatment by cold applications as rather harmful.

Take water as hot as it can be borne by the skin and some thick flannel cloths to use for the fomentation. Dip your flannel and wring out, and just before applying it each time pour on a little hot water, then clap it upon the tender place as hot as it can be borne. This is an alternative, and unlike a cold application, it soothes and reduces the swelling of the strained muscles and cords of the foot. Repeat until the pain is relieved.

When the hot flannels can not be changed, as during sleep, have the affected part wrapped tightly in bandages of the flannel, as the pressure will

prevent painful motions of the foot. No rubbing or other interference is necessary, as the repeated hot, moist applications will assist nature in repairing the trouble. These are among our unavoidable sufferings. The tight shoe pain is avoidable.—E. A. Boyden in Boot and Shoe Recorder.

Recent Changes Among Indiana Merchants.

Loogootee—Arvin & Klee continue the grocery business of Arvin Bros.

Marion—Philip Lyons & Co. is the new style under which the clothing business of Philip Lyons is continued.

Newcastle—E. S. Murphy has purchased the jewelry stock of W. G. Hillock.

North Webster—Garber & Mock, general merchandise dealers, have dissolved partnership, the former succeeding.

Poseyville—French & Boyd have sold their furniture and hardware stock to Yarbrough & Ball.

Selvin—A. Wolsey is succeeded in the grocery business by D. W. Whittinghill.

Shoals—A. O. Hawkins has purchased the bakery of Peterson & Marsey.

Summitville—Jones & Tomlinson, furniture dealers, have dissolved partnership. The business is continued by Jones & Young.

Tippecanoe—Geo. Swihart has purchased the interest of his brother in the grocery business of Philip & George Swihart.

Lafayette—The dry goods firm of the Loeb & Hene Co. has been incorporated with a capital stock of \$50,000. The directors are Solomon Loeb, Samuel Hene and Julius L. Loeb.

Amboy—Samuel W. Cook has retired from the hardware business of Stancombe & Cook.

Clover—Powell & Albright, general dealers, have dissolved partnership. The business is continued under the style of John Powell & Son.

Columbia City—E. E. Ricker succeeds the Columbia Co. in the grocery business.

Delphi—S. I. Wert has removed his boot and shoe stock to Rochester.

DePauw—C. L. Coppa succeeds Jos. Peters in the confectionery business.

Elkhart—Robert H. Owen has purchased the interest of his partner in the grocery business of Owen & Swain.

Greensburg—Frank Batterton has sold his grocery stock to Chas. Schub.

Greensburg—S. C. Schoffner has discontinued the drug business.

Huntington—The capital stock of the Comstock Novelty Co. has been increased to \$35,000.

Indianapolis—The capital stock of the Reiffel Packing & Provision Co. has been increased from \$10,000 to \$35,000.

Indian Springs—Mrs. Martha A. Wampler has sold her general merchandise stock to Pershing & Inman.

LaPorte—Mr. Peterson, of Peterson & Swanson, grocers, has purchased the interest of his partner and will continue the business in his own name.

Lawrenceburg—H. Tashman has closed out his clothing stock and retired from trade.

Lebanon—Samuel Storm, grocer, has taken a partner under the style of Storm & Henderson.

Ligonier—Wm. E. & D. E. Caldwell continue the grocery and bakery business formerly conducted under the style of Braden & Caldwell.

There is one thing a Western cyclone can not do—lift a mortgage off the farm.



Mayer's

School Shoes

The merchant who can please his trade on school shoes usually does the shoe business of the town. Mayer's shoes for Boys and Girls are never disappointing. You can depend on them. They are made in every conceivable style and wear like iron. Write for prices.

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

Skill
Labor

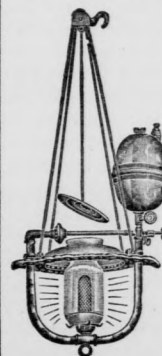


Labor
Skill

That's the story from beginning to end. A shoe is either the glory or shame of its maker. Give him the best leather in the world to work with; give him his honest wage and steady work, and require only that he do his best and the results are shoes upon which we stamp our trademark with pride and gratification.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



Halo Pressure Lamp
500 Candle Power

Brilliant and Halo Gasoline Gas Lamps

Are lights that have never failed to give perfect satisfaction and thousands of them are in daily use all over the world in Stores, Homes, Churches, Factories, Streets, Parks, Etc.

Average running expense about
15 to 30 cents a Month

A 20 foot room can be lighted by one Brilliant or a 40 foot hall by one Halo. Agents wanted everywhere.



100 Candle Power

Brilliant Gas Lamp Company

George Bohner

42 State St., Chicago

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—The principal feature of interest in the market since our last report has been lower quotations announced on several of the leading lines of wide sheetings. As a rule, these prices are merely a public announcement of quotations that have really been given for some little time. It has, however, made it hard for sellers in every line of goods and given the buyers a lever with which to work. In other lines of staple cottons so far there have been no open changes, although according to the buyers they expect them daily. Brown sheetings and drills reflect the characteristics of the past two weeks. The home demand is dull and there is little doing for export. The general tone is inclined to be easy. Bleached cottons are quiet and so far show no actual change in either demand or price. Coarse colored cottons are quiet and fairly steady in tone, although in some directions it is evident that special contracts are likely to receive special concessions.

Prints and Gingham—The print division of the market has been quiet all the week. There have been few buyers doing any business and even they have made but small selections. There has, however, been some increase in the mail order business, although not of any great consequence. Fancy prints have been purchased in very small quantities. Some reorders are coming to hand for special finishes and full standard grades, but for other lines there has been little business. Staple indigos, reds, etc., have shown a moderate amount of orders and the leading makes of mourning prints are said to be well sold up and steady. Gingham is firm throughout on account of the small supply, which at present does not meet the demand.

Linings—The market for cotton linings has been quiet this week in all directions, less business being transacted it is reported than the recent average. Kid-finished cambrics have been one of the lines to show open reductions, although these have been quoted in several instances. Silesias and percalines are quiet and somewhat irregular and offers on more favorable terms have been made to buyers but without bringing practical results. The clothing trade have bought sparingly of lines that interest them and prices show no change.

Wool Goods—The past week has not served to materially change conditions in the initial wool and worsted dress goods market. The business that has come forward has consisted for the most part of modest reorders for cheap and medium-priced staples, with a fair sprinkling of fancies for skirt and suit uses. The initial market has not served to draw many buyers, either of the cutting up or the jobbing fraternities, and such as have put in an appearance have operated along careful and well-beaten lines. The reorders that are coming forward from jobbers are simply of a filling-in character and may be taken to indicate along which lines the retailer has so far pursued his purchases in a fair manner. The jobber shows little disposition to make any great provision at this time for the reorder business that he hopes to secure, but is simply operating with a view to keeping his stock good. There is no special feature to the jobber's business on wool and worsted goods at this time. While he is

continually working off goods the outlet, he finds, is not a large one and seemingly will not assume larger proportions until things begin to crystallize in the fall retail market.

Underwear—Business has been excellent and has shown that the public were guided by the calendar rather than the thermometer. The few very warm days early in spring were enough to make this business comparatively lively, and although it cooled off again it was thought that this summer would be a pretty warm one. The fact that stocks are not large is well borne out by the few "sales" of underwear that are announced in the various parts of the country. In a like manner the jobbing trade has shown much less inclination than usual to hold cut price sales. The cool summer, however, is undoubtedly the cause of the slower movement of the new spring goods. Some buyers have undoubtedly purchased practically all of their spring 1903 lines and further purchases on their part will be only for small lots here and there to fill in styles and sizes or because particularly attractive prices are offered; still, the expectation is that the season will be a rather long one and the buying pretty evenly distributed over a good period. Buyers who are in town have complained a number of times about being disappointed in regard to deliveries last spring, but many of these complaints were caused by the orders being placed with irresponsible parties, those who took contracts at almost any price, and when it came to delivering the goods, they filled orders on which they secured the best terms first and let the others come in as they could, sometimes not delivering them at all. The last two or three seasons have shown that buyers have taken more care in placing their orders on this account, and this season the result will be even more marked than before. Those who have failed to live up to agreements in the past season, will undoubtedly find that prices alone will induce a very small complement of orders. They may get some orders, and they doubtless will, but those who place orders with them will duplicate the orders with other houses on which they can depend. If both contracts are filled they will get a portion of the goods at very small price. If they are not filled they will not suffer for it. Of course there is always another reason for late deliveries, and that is naturally the fault of the buyers, who wait and wait to see if they can not make a little better deal until they finally place their orders so late that it is next to impossible to get them at anywhere near the time wanted, but this certainly should be no cause for complaint. There has been a big business on the cheap balbriggans, which was the case a year ago, and to some extent at the expense of ribbed goods. Nevertheless ribbed goods have received a fair quantity of orders. There are small assortments of fancies to be seen almost everywhere, but they are not considered as likely to be great factors in the spring business. Medium and lower grades are much scarcer than the fine grades.

Hosiery—Hosiery buyers in town, while they have placed a fair number of orders for next spring, are undoubtedly fighting shy of the market in general. This section of the market will be a slow one. Many of the buyers who come to town to look over the lines and place small orders have now returned to their homes and will do the largest part of the business by mail. They ex-

Attention

We hereby call Special Attention to our stock of goods for fall trade.

Each department of our house will be found well equipped with complete lines of goods selected with the greatest care, many of them under our exclusive control.

Our facilities for serving the trade are now unsurpassed.

P. Steketee & Sons,

Wholesale Dry Goods, Grand Rapids, Mich.

It's not a bluff but a fact

We can show you as good an assortment of Sweaters as you care to look at—all "top notchers" for value. Prices as follows:

Men's, per dozen,

\$4.50	\$9.00
\$15.00	\$22.50
\$24.00	\$36.00



Boys', per dozen,

\$4.50	\$7.00
	\$12.00

Also a line for the little fellows at \$6.00 per dozen, sizes 16 to 24.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

Formerly Voigt, Herpolsheimer & Co.

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.

pect to, and certainly will, place more orders because they have not purchased anywhere near enough to supply their trade. Two or three lines of hosiery claim to be sold up, but several are sold ahead in a way that will keep the factories running for some little time. Most of the prices quoted for next spring are on last year's level, but the same irregularity does not exist. Sellers are firm in their present quotations and prefer to wait further developments rather than accept lower prices. Fancies are evidently taking a strong position again for the spring, particularly in open-work effects, both for women and men. Embroidered half hose are expected to be good factors, judging from the orders which they received.

Carpets—The carpet trade continues active, with no immediate prospects of any sudden change. The mills have business on their books now that will take many weeks to fill, and it is no unusual case where the entire season's production has been contracted for. In Kensington and other Philadelphia carpet mill centers the looms are working more than the full quota of time and the same can be said of the large Eastern mills. The carpet trade has doubtless seldom seen a more prosperous condition of things than they are experiencing at the present time. Help, especially female help, in the large cities, has become scarce, owing to the good times. The male members of the family are all at work earning good wages, which does not make it necessary for the other sex to find employment. In the mill sections of Philadelphia it is not unusual now to see notices posted at the doors of nearly every mill asking for female help for nearly all departments in which they are usually employed. Mill owners are making a general complaint in relation to this and are quoted as saying that as soon as dull times make their appearance again, one can find all the help needed. In jobbing circles the demand for carpets is beginning to increase. Retailers and other dealers are laying in their fall supply to quite a large extent. Traveling men report that "things are coming their way" and that it takes little effort to get their trade to an interested and even a buying point. The retailers' stocks are in a pretty fair condition and the left-over pieces, it is thought, are not of a very heavy volume. The advanced prices so far have been received with little protest and the buying movement has not been visibly affected by the increase in market values. Good orders for the three-quarter goods have been obtained, not only in the East, but also in the South and West, as well. Tapestries and Brussels seem to be the leaders thus far, although the Axminsters are not far behind. Wiltons and the five-frame body Brussels are receiving their share of the business, but it is plainly seen that the spring season saw a larger demand for these fine goods than is the case at the present time. While as a general thing the market is more active now than then, the tendency of the demand has been towards a slightly cheaper article. Some of the cheaper lines contain some very attractive looking fabrics, which naturally attract attention, but nevertheless the best policy in all cases is to buy the best that one's purse can afford. In ingrain the business thus far placed in the jobbers' hands has been of a very satisfactory nature. The Philadelphia weavers are running their mills at full capacity. Weavers are now able to get fairly satisfactory rates, but there is no telling

how long it will be when another advance in values will be necessary. With the shortage in deliveries which the yarn trade is experiencing to-day still better prices are likely to be seen if the present situation continues for any length of time.

Rugs—The rug weavers in and about Philadelphia continue to feel the effects of the labor troubles. Efforts were made to settle the controversies and in fact some of the mills were able to run for a day, but now things are in as bad a position as ever. The mill men continue to hold out and they say that they will not grant any further concessions.

A Modern Vacation.

Inclination,
Deliberation,
Consultation,
Investigation,
Hesitation.

Anticipation,
Recreation,
Navigation,
Piscation,
Balneation.

Confabulation,
Communication,
Information,
Calculation,
Computation,
Exclamation,
Expostulation,
Indignation,
Lachrymation,
Explanation,
Capitulation,
Reconciliation,
Osculation.

Preparation,
Elation,
Exhilaration,
Alteration,
Procrastination,
Obfuscation,
Vexation,
Reconsideration,
Disputation,
Arbitration,
Propitiation,
Revocation,
Humiliation,
Exultation,
Negotiation,
Resignation.

Embarkation,
Destination,
Realization,
Perambulation,
Exploration,
Disapprobation,
Consternation,
Lamentation,
Mortification,
Tribulation,
Interrogation,
Equivocation,
Denunciation,
Gesticulation,
Placation,
Perspiration,
Deprecation,
Prevarication,
Desperation,
Determination,
Renunciation,
Liquidation,
Vociferation,
Imprecation.

Re-embarkation,
Termination,
Vacation.



How About Fur Overcoats?

If you do not carry them in stock we think it would be a good investment for you.

They are the most satisfactory garment for out-of-door wear.

Brown & Sehler
Grand Rapids, Mich.

The "Imperial"

100 CANDLE POWER
GRAVITY GASOLINE
LIGHT

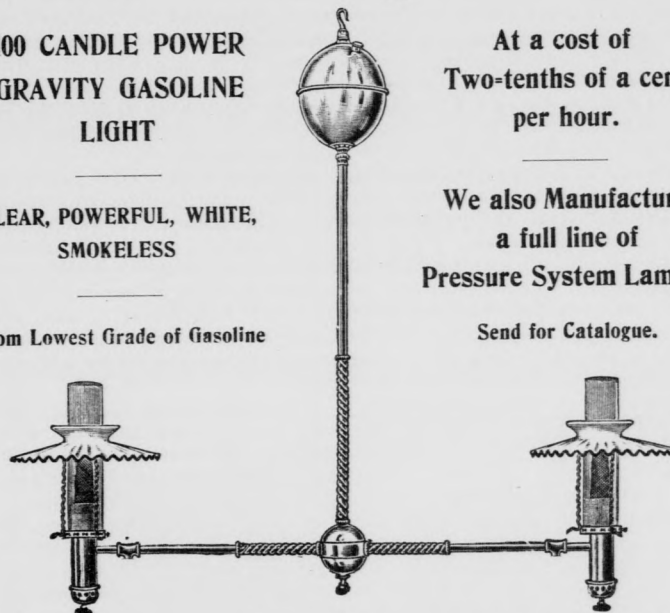
CLEAR, POWERFUL, WHITE,
SMOKELESS

From Lowest Grade of Gasoline

At a cost of
Two-tenths of a cent
per hour.

We also Manufacture
a full line of
Pressure System Lamps.

Send for Catalogue.



The Imperial Gas Lamp Co.

210 Kinzie St., Chicago, Ill.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

FREIGHT TRACERS

One copy for R. R. Co., one for your customer, one for yourself, all written at one time—50 CENTS PER BOOK of 100 full triplicate leaves.

BARLOW BROS.,

GRAND RAPIDS, MICH.

Hardware

Possible and Probable Effects of Mercantile Consolidation.

A mercantile consolidation is oftentimes confounded with the so-called associations, combinations and trusts, which have many times been formed and to no great good. While it may be one and all of these, it is not necessarily so. The latter exist oftentimes because of agreement only; the interests and units of which they are composed, while temporarily adherent, are not necessarily coherent and unified, as they should be. I am dealing solely with mercantile consolidations, which means in plain English many concerns made into one; and in the course of my remarks I shall not give the feature of over-capitalization more than a passing notice. I fully realize the danger therefrom and that we must expect more or less serious results; still if consolidations of this nature are to play an important part in the commercial history of the future, as I believe they are, the fact that they were over-capitalized at the outset will be merely an incident.

For the past 100 years or more every department of commerce and industry has been undergoing an evolution; within the past decade the changes have come so thick and fast that it has required all the ingenuity, brains, foresight and nerve energy of the present-day American to keep pace with them; in every mine, in every mill, in every work-shop the processes are continually changing and everywhere, per man and per machine, our product is far in advance of what it has ever been before.

While carrying out this economic policy in our departments of production, which we have raised to a higher standard of efficiency than was ever dreamed of in the past, we have neglected, so to speak, to inaugurate an equally economic and satisfactory policy in our methods of distribution. We have been studying to produce wisely and well. We have not taken the precaution to fortify ourselves in the field. I do not mean that our selling departments have been inefficient; I do not mean that we have not put forth every energy to place our product in the markets of the world; I do not mean that we have left a single stone unturned whereby we might have been able to further our interests in this direction; but I do mean that the underlying principles are entirely wrong.

We have been in the habit of adopting a cut-throat policy, so to speak, with our competitors. We have deviated entirely too far from the live and let live plan. We have not been satisfied with our share, but have been determined to get the other fellow's share as well; and, with the first weakening of the market, with the first signs of a business depression, there has been a wild scramble for trade; prices have been slaughtered, lines have been unwarrantably extended, previously unproductive territory has been ransacked, and the markets glutted regardless of price.

From the effects of this demoralization it has taken years to rally, and the deadly fear of its recurrence has continually retarded our recovery. These periods of depression have invariably been followed by periods of prosperity and, while experience should have taught us the lesson so thoroughly that our commercial and industrial equilibrium might have been preserved, it has

so far failed to do so. Now, to-day, in the early dawn of the twentieth century, which, could it have been depicted to our forefathers, would have appeared little short of a miracle to them, and while riding on the crest of a wave of prosperity the like of which has never before touched American shores, is it to be supposed that we should be content to let well enough alone and not endeavor at least to guard against a possible re-currence of the dangers and disasters which have so often followed our prosperous eras in the past? Most certainly not.

We are facing to-day peculiar conditions and the aggressive policy of the American producer is astonishing the world. Everywhere are old factories being doubled and new factories being built, assortments are being broadened, new lines brought out, and this great mass of energy has wrought itself into a mighty dynamo of human activity, the sparks from which have penetrated every nook and corner of the globe.

The policy of aggression has gone on by leaps and bounds; our avenues of distribution have been multiplied, until every city, town and hamlet has been canvassed and recanvassed, over and over again; we have poured millions into advertising matter and scattered it all over the world; we have spent money with a free hand in order that the American producer and his wares might not for one moment be lost sight of. Now, while not questioning this policy of aggression and dissemination under such conditions as now exist, it is sometimes difficult to draw the line between wisdom and extravagance. For the present alone, perhaps, it matters not; the world is busy and the ceaseless hum has tuned itself to one of universal harmony. It is only when the discord comes and the little waves do beat against themselves and throw the whole world out of tune that we shall need to stop and ponder well.

Do not we often wonder why the same economic policies which are carried out in our departments of production are not extended to our distributing bureaus? It is easy to imagine where so many traveling salesmen come from, and, if I have heard it once, I have heard it a thousand times in the last five years, "How do so many retail dealers exist?"

It is in the distribution of our product more than anywhere else that there is room for improvement. The economic evolution which is everywhere so marked is hardly noticeable here. We are spending dollars where we used to spend cents, and even our percentages have increased. Is it then more than natural that, in looking around for an anchor well to windward, the wisest heads of our country and of the world should have decided to inaugurate these great consolidations, hoping thereby not only to eliminate evil tendencies but to effect economies which would not otherwise be possible?

I am told, gentlemen, that in the city of Brooklyn, in a single block wherein live fifty-two families, the total consumption of milk per day is fifty-eight quarts and it takes forty-two milkmen to deliver it.

Now if twenty men are doing to-day the work that could be accomplished by one, let us save it. If twenty tons of advertising matter are distributed and accomplish only the results, which would be accomplished by one ton of advertising matter properly distributed, let us save that also. Let us, while con-

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.

tinuing our policy of aggression, steer clear of the shoals of extravagance.

The old theory that the introduction of labor-saving methods and machinery would necessarily mean labor unemployed is a pure fallacy. There is not labor enough in this country to-day, and what would we do if it was not for the labor-saving machinery, much of which has been installed during the past twenty-five years under more or less protest? Let us not allow ourselves to be blinded by the popular clamor and led to believe that mercantile consolidations are made entirely for evil. They are not. They are but the natural evolution of our old system of distribution, and although still in their infancy I believe in their growth and development they will assume shapes and proportions not conceived of to-day, and although because of the lack of wisdom on the part of those who dictate and direct their policy they may meet with public disfavor on every hand, and if the surplus water which goes to make up their capitalization may have to evaporate or be drawn off, and if in individual and perhaps in common cases they may rise only to fall, it is my sincere belief that through them, by them, or because of them, we shall have so mastered the situation that a plan will be evolved whereby our commercial equilibrium can be preserved for much longer periods in the future than it has been in the past.

Right is might to-day as much as it was a thousand years ago. A policy formulated and carried out on any other line by an individual, firm, corporation or consolidation is bound to totter and fall. An unfair, grasping, dictatorial policy may temporarily succeed, but its success can not continue indefinitely. Whether it works an injustice to an individual, to a community, to a state or to a nation, a way will be found by which the evil can be eliminated.

On the other hand, the economic value of a consolidation properly managed, and which would be able to attain a degree of efficiency beyond the reach of the rank and file of destructive competition, would work as a vast power for good not only to itself but to the users and the manufacturers as well.

The unit of all wealth is labor, the crude raw material is of little value until molded into shape. The trees in the forest and the ore in the mine are comparatively nothing except as labor units necessary to make them articles of commerce; the labor is always at hand. There never was a time in our most depressed period when the labor units could not be had. The problem which then confronts us, however, is the ability to turn them into cash. The distribution of our product based on these labor units is a serious problem, not perhaps at the present moment, when orders are plenty and goods are scarce, but a problem nevertheless which demands our attention, and however efficient our present system may be, it is plain to every one that there is still room for improvement.

The manifest evils are not hard to find. Destructive competition, unwarrantable production and the excessive multiplication of the avenues of distribution give grave cause for alarm, and there is no surer way to put a stop to these abuses than by a plan in which the unity of interests makes the welfare of the one so closely connected and allied to the welfare of all that temptations, even of an evil nature, shall be eliminated.

It is not to be expected that we can reach in the present decade the long-looked-for millennium, or that such a state of affairs will come to pass during the lifetime of the present generation; but the world and everything in it must move on and improve or deteriorate and decay. There is no stopping; there is no holding on to any particular position. It is either forward or backward. With the conditions of the present times so vastly different from those which existed even a dozen years ago, we must not be content to rest until some policy shall be inaugurated whereby we may eliminate a portion, at least, of the evils which have worked themselves into our distributing policy and plan.

The old-time adage of the survival of the fittest must not be considered in a narrow light. Those who destroy what they can not obtain are not necessarily the best fitted to survive. Competition should not be wiped out. A strong, healthy competition is the best possible commercial invigorator. On the other hand, a destructive competition not only injures those who are directly connected with it, but in an indirect manner it does grievous injury to our whole commercial fabric, and our old commercial system, the system which we have been following for the past fifty years, needs protection from this kind of a thing to-day as much as ever our infant industries needed the assistance of a protective tariff.

It is impossible to legislate against evils of this character. It is equally impossible to suggest, formulate or dictate the policy of any organization and be able to carry that policy into effect unless that organization is absolutely controlled. A combination without a consolidation is not in a position to do this work well. In this as in a trust agreement there is not a unity of interests. Over and over again have these things been tried. Way back in 1855 they formed a shoe peg trust, one of the first, I believe, that was formed in this country; how long did it last? Perhaps a year. Why did it go to pieces? Simply because the interests were so scattered and despite their agreement, a feeling of distrust overcame everything else, and different interests were continually knitting each other behind the scenes.

It is only in absolute consolidation; with a perfect unity of interests that can formulate, adopt and carry into effect an economic conciliatory policy, combined with a high degree of efficiency, that we can fortify our mercantile interests as they ought to be fortified; to be sure these consolidations will control a vast power, but it stands within their province to use this power wisely and well—it not only stands within their province to do so, but it behooves them to do it, otherwise the purpose for which they were created will not be accomplished and the law of evolution will wipe them out.

It is to be expected that these great consolidations will entirely drive out competition. It is not to be desired that such a thing should come to pass, but it is hoped that they will in a measure control the situation. We do not want to see the feature of competition completely eliminated. We do not want to have new industries throttled. We do not believe that our present commercial interests should be hampered in their growth. But a wise, temperate policy will work the greatest good in the long run, and the good will of the public can be secured by returning to the people,

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.

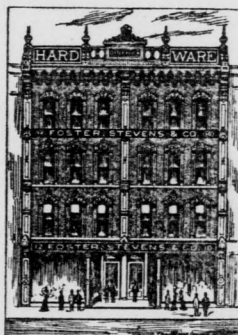
Buckeye Paint & Varnish Co.

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.

so to speak, a portion of their tribute in the way of a reduced cost to the consumer, because of the economy effected in the distribution of goods.

A consolidation of commercial interests is no monstrosity, unless an unwise policy makes it so. They have a power, we will admit, but that power must be for good or it will be taken away and the guardians of our country, holding forth in the Nation's capital, will see to it that laws are inaugurated which will prevent, in a great measure, the carrying into effect of any policy which shall not be fair to all concerned.

In this connection it is well to give due credit to those national and state organizations which have done so much for the hardware trade of the United States during the years which they have existed. They have done more perhaps than any other one thing to eliminate bad feeling between competitors and stimulate good feeling between different branches of the trade.

What this has accomplished not only for the dealers themselves but for the manufacturers and consumers also, is too plainly apparent to need mentioning. I believe the time has come when we can go a step further, and although that consolidation in which we have taken a vital interest has for the present at least been abandoned, I believe it is sure to come and that the great consolidations which have been made and which will be made in the future, just as soon as they get their bearings and their machinery into action, will be able to improve still further our conditions as a whole.

The word "hardware" has a warm place in our hearts. This particular branch of industry is perhaps nearer to us than any other. In its ranks will be found as grand a set of men as have ever lived; men who have been accustomed to fight the battle of life from their birth; men who have for many years kept their shoulders diligently to the wheel; men who have risen from the most menial positions to the highest; men who from knowing how to labor themselves appreciate to a full degree the cost and value of labor.

It is a business which must be thoroughly mastered and understood if it is to be handled successfully, and the hardware trade are to be congratulated upon this fact. Following up a mere whim, an individual firm or corporation can not engage in the hardware business and make a success of it; they must pay their tribute in labor before they can hope for reward. Notwithstanding all this they have made their mistakes, and without being personal I believe it is no exaggeration, when speaking as a class, to say that until perhaps three years ago the hardware jobbers of the United States never realized that the interests of the hardware manufacturers were almost akin to their own.

There was too much tendency in many localities to break down the manufacturer's prices and ignore his goods. Some of our good friends were driven to the retail trade, and some of them were driven out of business, and for quite a considerable period the markets were flooded with no end of cheap trash, for which this mistake was directly responsible.

The mercantile consolidations of today are mere fledglings, although they belong to the large species; they have a mission to fulfill, and I believe they will fulfill it. Difficulties, not facilities, make men and make nations. Certainly, the paths which our consolidations

will have to travel at the outset will have few roses and many thorns. It will be necessary to learn how to control and govern them and then find able men who are capable of doing it; but I believe they will play a large and important part in our future commercial history, and although the mistakes of those who are responsible for their creation will, in a measure, retard their growth and development, their overcapitalization is but an incident, and although of grave moment—an incident nevertheless—and a setback, for this and other causes are to be expected and looked for, still I believe they will be in a better position to cope with the conditions which confront us now and which will confront us in the future than individual and scattered interests.

W. M. Pratt.

Taking No Chances.

I was expecting a letter at a Dakota postoffice, and when I went to enquire for it I found the postmaster to be doubtful of my identity.

"Sure you're the man?" he asked.

"Of course."

"Willing to make affidavit to it?"

"I am."

"Not after any one else's letters?"

"No sir."

"Willing to swear and sign your name?"

"I told you I was."

"Where would the letter be from?" he continued.

"Boston, perhaps."

"And written to you?"

"Certainly. You seem to be over-particular here."

"Yes, mebbe I am, but being as nobody here has got a letter for the last month, and being as there is none for you, and not likely to be, I thought I wouldn't take any chances, you know."

A. E. White.

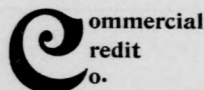


A Postal Card

Will get you prices on the best store stools made.

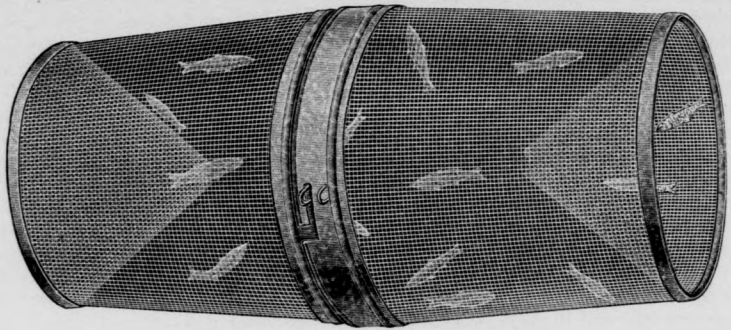
BRYAN PLOW CO., Bryan, Ohio
Manufacturers

Before you set up that stove in the house of the purchaser, obtain a special report on the paying capacity of your customer from the



It is possible that detailed information of this character will satisfy you that a new stove in your store is preferable to a second-hand stove in the possession of a man who does not pay.

"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.

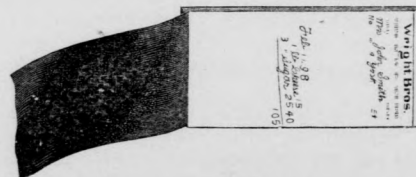
Chas. A. Coye, 11 and 9 Pearl St., Grand Rapids, Michigan

S.C.W.

The more you blow
The larger we grow



Duplicating Order Pads



Counter Check Books

Simplify your work. Avoid mistakes. Please your customers. Samples and prices gladly submitted.

The Simple Account File Co.

500 Whittlesey St.,

Fremont, Ohio

American Shoe Stores in Germany.

Not content with shipping American shoes abroad, Americans are beginning to sell them at retail as well. American sales and advertising methods are proving very powerful when used in connection with goods of home manufacture, and the growth of the tendency is to be looked for in the future.

Early last year a typical American shoe store was opened in Berlin. It has proved so profitable that the same management has opened a similar establishment in Frankfort, and is preparing to open another at Hamburg in September. According to Dean M. Mason, our vice and deputy consul at Berlin, this prompt and noteworthy success has been due to the fact that, in addition to the merits of the shoes offered, the manager, Mr. Barthmann, began in the right way by opening an exclusively American shoe store, so spacious, handsome and characteristic in its appointments as to form an attraction on one of the most thronged streets of the German capital.

Not only the entire stock of shoes, but the fixtures and the show windows, the shelving, and the whole method of conducting the business are typically American. The goods offered represent the product of two leading American manufacturers, one of whom makes men's shoes of every kind, the other shoes in large variety for women, and every pair of shoes in the store is retailed at the uniform price of 18 marks (equal to \$4.28 in United States currency.) Prior to the opening of this real American store, shoes of American manufacture had been sold in Germany at prices about equal to those of the higher grades of native custom made footwear. The \$3 and \$3.50 shoes from Lynn or Newark or Brockton were treated as a luxury by the German dealer and retailed at from 24 to 28 marks (\$5.11 to \$6.66) per pair prices which put them beyond the reach of all but the well-to-do class of purchasers. The effect of the enterprise above cited has been to reduce by from \$2 to \$2.50 the cost of a pair of good American shoes in Berlin. The number of persons who will pay extra prices for the name of a shop or for something slightly better than the standard article is relatively small. "The German, as a rule, is a careful buyer," says Mr. Mason, "and it is the salesman who can sell a foreign-made article superior in value to the home product, at a slightly advanced or equal price, who will capture the valuable trade of the German middle classes. Not only will the sale of American shoes be promoted in Germany by the lower prices that are likely to be introduced by the establishment of American shoe stores, but these stores will be able to handle the trade better than has been done before."

The German has been in the habit of going several times to have his shoes tried on by his shoemakers. He has had to wait a couple of weeks and then the shoes were not always what he wanted. He now goes to the American stores, gets a pair of shoes fitted in a couple of minutes or so, and finds them satisfactory in every respect.

The duty on a pair of shoes coming into Germany is at present from 10 to 15 cents, according to weight, and, after deducting charges for freight and duty, there remains, undoubtedly, a generous profit over the amount paid by the retailer on the shoes which he sells at 18 marks (\$4.28). Mr. Davis believes that there is not only a good opening for American shoe stores in Dresden,

Munich and other cities of approximately the same size, but that there would also be room for a large wholesale house, which would be in a position to supply German retailers with the different sizes and qualities of American shoes, as the purchase of footwear in America by German retailers is attended with many inevitable delays and vexations.

One Hundred and Sixty-Three Dead in Iowa.

A recent count showed 163 separate brands of baking powder (or mixtures called baking powder) unsalable, dead stock upon the shelves of the grocers in Iowa. Yet every one of these was sold to the grocer with a plausible story as to its quality and ready sale.

It would seem as if the grocers would tire of holding the bag continuously for every Tom Dick of a manufacturer who comes along. These 163 brands of dead stock should be an object lesson to them. There is probably not a grocer in this State who can not count a good part of his capital in fly-blown stock, new brands put in at the solicitation of a plausible salesman, upon which he will never realize a cent. This State is at this time being raided by an outside baking powder at a high price, while grocers in the East are advertising the same brand at 20 cents a pound to close it out.

Grocers should learn that the profit of their business is in the sale of staple brands—goods that have had the market made for them by advertising by their makers and by their high quality—and decline to put their good capital in every new thing that is offered them.—Commercial Tribune, Denver.

Crows along the lake shore make part of their meals of clam which they dig out of the sand, then, flying up in the air, drop them on a rock and quickly descend and eat them out of the broken shell.



Imported
HIOGO
JAPAN RICE

Guardians

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

The Michigan Trust Co.
Grand Rapids, Mich.

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.

The Flame of Expense

In artificial lighting has been turned to its faintest glow by the method involved in operating the Safety Gas Light Machine.

A Shock

Will be felt when you learn that instead of paying 2c an hour for a 32 candle power light you can have 1000 candle power at 2c per hour—no more, no less.

On Your Own Ground

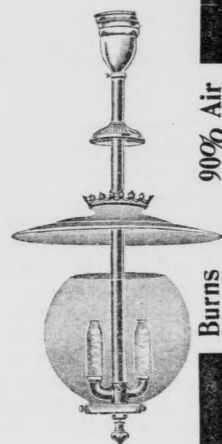
Your bill for light will meet you three-quarters of the way. Come! call up your better judgment, delay no longer—send for free descriptive matter—catalogue and price list. Thus will you be convinced of the economy resulting from the adoption of an individual lighting plant that generates and burns the gas of gasoline. Absolutely safe, clean and odorless. For stores, hotels, churches, lodges, restaurants, etc.

The Perfection Lighting Co.

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

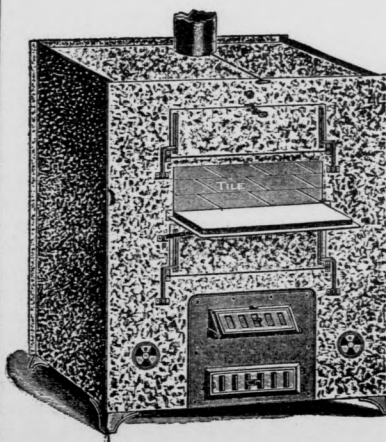
Both Phones 2090. Long Distance.

CHAS. C. WILMOT, Manager.



90% Air

Burns

**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

Woman's World

Problems Presented in the Education of Daughters.

This is the time of year when the average woman begins to lie awake nights trying to decide the school problem for her daughters, and when she thinks a trifle enviously of the good old days when a girl's education consisted in learning to write a fine, copperplate chirography and to make hair flowers.

Those halcyon times are, indeed, of the past. Nobody denies a girl's right to an education now or questions her need for one, and so the matter resolves itself into a problem of ways and means and a consideration of the relative merits of public schools and private schools, of tutors and governesses at home and colleges abroad.

A mother does well to ponder this subject long and deeply, for selecting a husband for a girl is not a more delicate task, one requiring a finer discrimination of her needs or one that will affect her whole future happiness and usefulness more. A girl's school days are the formative and impressionable ones of her life. Her teachers form her ideals and her school makes her traditions and sets its ineffaceable seal upon her.

Many things should enter into the choice of a school for a girl. Her wealth and social position, her bent of mind, whether she is to be a professional woman or not, whether her education is to be a grace and an accomplishment or a tool to work with, must all be taken into consideration. Generally speaking, it is a terrible mistake to try to educate girls out of the station in life to which it has pleased heaven to call them. It is an unintentional cruelty, but a cruelty none the less, to cultivate in a girl tastes and habits and aspirations that she will have no means of gratifying, and no spectacle is sadder than that of poor but foolishly ambitious parents who sacrifice themselves in order to send their daughters to fashionable schools.

Here the girl without money is thrown with the girl who, in the slang of the day, has money to burn. Here the beggar maid, whose duty it is to walk through life, learns that it is better to be born dead than not to be born in an automobile; that society is the ultimate end of human ambition and that the chief object of life is to wear Paris frocks and outdress your neighbor. That is very well for little Miss Millionaire, to whom society is going to be a career and a business. It is even important that she should spend much time learning the fine art of dinner-giving, the knack of getting in and out of a carriage, and the latest fad in cotillion leading; but no education could be more demoralizing to a poor girl.

It teaches the poor girl that luxury is a necessity, to look with contempt upon the poverty of her home and to despise her hard-worked parents. More than that, she must be either continually mortified by the plainness of her clothes or else by her extravagance she must add fresh burdens and more hardships to her mother and father. She must either withdraw from the camaraderie of school life and seem niggardly and mean by not paying her part in school affairs, or else, by participating in pleasures where some one else settles the bill, become a parasite and dead-beat. The inevitable result of such a life must be to make her either anarchistic, hating the rich girl who has more than she

has, or else a sycophant who fawns and flatters in the hopes of holding onto the skirts of the wealthy.

Nor is this the end of the disaster. No matter how intimate the poor girl and rich girl have been in school, the poor girl finds that the relationship ends at the school gate. If the rich girl is good natured, there may be a few invitations extended the poor girl to quiet affairs, and when they meet there is a suspicious warmth of protestation on the rich girl's part, but their paths lie in different directions and school friendship is not strong enough to bridge over the chasm that lies between the mansion on the avenue and the shabby cottage on the back street.

But for the poor girl the tragedy is complete. She has been made dissatisfied with her own home and friends and has been given no other. She has learned to despise the honest young mechanic or clerk who would marry her and there is no fairy prince looming up on the horizon on a milk-white steed for her. She yearns for society and the nearest she ever gets to it is reading in the papers the accounts of balls and parties to which she is never asked. She has been given a champagne taste and she has only cistern water to quench it.

So, I say, send your daughter to a school where she will be thrown with girls of her own class, where she will learn the things that will sweeten and not embitter her, where she will acquire practical knowledge that will be of use to her instead of frills that will be in her way. Do not believe for one minute that a fashionable education will open the doors of society for a girl. Such an investment is a ticket that always draws a blank in the lottery of life.

If a girl has a talent, send her to a school where she can develop it, but for pity's sake do not force her into trying to be something that God and nature never intended her to be. Chief among the noble army of martyrs are the millions of little girls with no more gift for music than a rabbit, who have been forced to spend hours of torture drumming scales in the vain effort of their conscientious mammas to make them musicians. They tell me that the profession of the music teacher is one that is passing almost out of existence except in its very highest branches, and I know of no other fact so comforting and that indicates such progress in civilization. No teacher can make a child a musician unless heaven made it one first, but it is only of late that we have got intelligence enough to recognize that.

Time was when every house had its piano and every miserable little girl had to be sacrificed upon it, a poor, little, helpless victim to her parents' mistaken belief that anybody could learn to play it.

Nothing on earth is a greater waste of good money than that which is fooled away on the so-called accomplishments of girls. In every household where there are daughters enough money is spent in enabling them to murder the "Maiden's Prayer" to provide them with good concert tickets for life, while the money the average girl spends in learning to do dauby china painting and commit color crimes on canvas would buy her an old master. Amateur music and amateur art are gratuitous inflictions that no one has a right to saddle on the world, and unless a girl has displayed talent of the most marked description, her parents are simply throwing away

E. C. Adams
L. C. Wann

Our travelers
in your section

Oscar Kroppf
W. P. Baillie

Are now out with their trunks filled with Holiday Goods. Every article they carry is a good seller, and remember they are in a position to give you as low or a little lower price than any one else. They are carrying salads, cake plates, chop dishes, cracker jars, odd plates, plates in sets, cups and saucers, brush and comb trays, pin trays, ash trays, bric-a-brac, lamps and brass goods, glass vases, etc. You must not fail to look over their line. They can please you.

GEO. H. WHEELOCK & CO.,

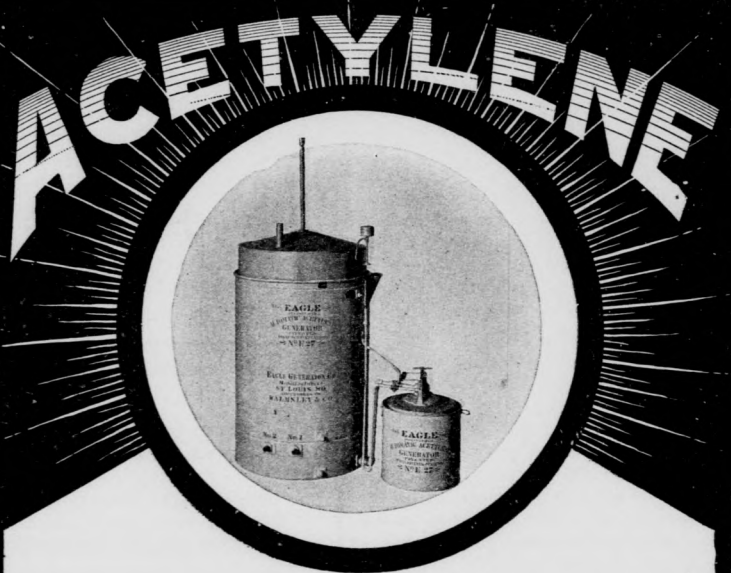
113 AND 115 WEST WASHINGTON STREET, SOUTH BEND, IND.

The Favorite Chips

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.



Does your store suffer by comparison

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

ACETYLENE

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

Acetylene Apparatus Manufacturing Co.

157 Michigan Ave., Chicago.

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

their money in having her take lessons in either.

Another mistake that I think parents frequently make is in forcing children to go to school to teachers whom they do not like, and to school where they are not interested. This may be valuable as discipline, but it is disastrous as education. When school is a bore, when a child takes no interest in the studies and never speaks of them at home, it is almost invariably the teacher's fault. Any child, especially any girl—for girls have quick imaginations and are easily aroused to enthusiasm—can be interested if the teacher is not too dull or too lazy to do it. Teachers are like poets—they are born, not made; and it is one of the misfortunes of society that the calling which should be as sacred a mission as the priesthood is followed as a mere profession. If you have a girl whom you had to force to school last year, send her to another school this. Change, and keep on changing, until you find somebody who has the heart and spirit and intelligence to fire the little mind with the love of learning.

The question of whether it is best to send girls off to school or keep them at home is another problem that vexes the soul of many fond mothers. Personally, I am an ardent advocate of the boarding school. To my mind it is not only a merciful dispensation of Providence for the correction and regeneration of the spoiled American small girl, but the greatest missionary of sweetness and light.

For one thing, it supplies that atmosphere of study that all brain workers find necessary to their best accomplishments, and a girl in a boarding school will do twice as much work as she would at home. She is away from the distraction of parties and balls and theaters that occupy her attention, whether she is allowed to go or merely enviously looks on. She hears nothing but books, her horizon is bounded by school achievements and the heroes of her little world whom she is inspired to emulate have been the medalists and scholars of bygone days.

For another reason, the boarding school gives the petted and indulged girl the discipline that she ought to have gotten at home. There is no other democracy like a school, no critic so merciless and unsparing as school girls. At home Maud's temper was euphoni-ously referred to as "nerves," and Maud's selfishness and ill manners as Maud's "ways." At school Maud does not get petted when she sulks. She is ostracized and people do not overlook her peculiarities. They laugh at them. I once heard a woman who had been a petted daughter say that as a child she had the disgusting habit of eating with her knife. Her mother had tried in vain to break her, but one meal at a boarding school did it. She overheard one girl say to another, "What sort of a girl is the new girl?" "Oh," was the frank response, "she's common; she eats with her knife." And that settled that girl's table manners for time and eternity.

As a general thing the boarding school is the foster mother of health. I have seen pale, thin, anaemic girls, who had been allowed to sit up late and live on candy and olives, who were transfigured by three or four years of regular life and school gymnastics. They went in virtual invalids; they came away strong, healthy, robust women—the ideal of the sane mind in

the sound body—to bless the world with their presence.

Another argument for the boarding school not strictly scholastic, but pertinent in most households, is that the boarding school safely carries mother and daughter past the hobbledehoy stage of a girl's life—that bad quarter of an hour between girlhood and womanhood when a girl is most impatient of all restraint and needs most a firm hand on the bridle. In the mother's opinion the girl is still a mere baby who should not be permitted the slightest liberty. In her own esteem the girl is a Solomon capable of deciding anything, from the Philippine question up and down. Out of this difference of point of view grows endless friction that only too often results in a permanent estrangement between the two that should be nearest and dearest to each other. A year or so away from home at this time is almost an absolute necessity. In it the mother learns to think of the girl as grown, with a grown woman's rights; and the girl, with a wider knowledge of life and deeper experience of her own fallibility, turns to her mother for guide and counselor.

Above all, however, in selecting a school for a girl, choose one where the teachers are refined, gentle women. No brilliance of intellect, no profundity of attainment can make up in a woman for gentleness of speech and manner and refinement of thought and expression. The schooling that does not school a woman's heart as well as her mind is a curse instead of a blessing, and no matter how much book learning she may acquire the education that does not teach a girl to be a lady is a failure.

Dorothy Dix.

A Good Epidemic.

A school teacher once asked a class of children if any of them could tell what an epidemic was. No answer. "Well, let me prompt you. An epidemic is anything that spreads. Now, what's an epidemic?"

"Jam, sir," replied a boy promptly.



A Safe Place for your money

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

immediately and easily when you want to use it.

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

Our financial responsibility is

\$1,960,000

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

3% interest

Your dealings with us are perfectly confidential.

"Banking by Mail"

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

Old National Bank,

Grand Rapids, Mich.



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

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.

Fruits and Produce.

Wisconsin as a Dairy State.

The report made by the Census Bureau on the subject of the cheese, butter and condensed milk factories in the country, will be of special interest to the people of Wisconsin. No State in the Union has made so marvelous an advance in this agricultural industry during the past ten years as has Wisconsin, and the census returns show that the State now leads in the number of factories in the dairy industry, her total being 2,018, and a tremendous increase since 1890, when there were only 906 such factories in the State. New York is next in the list with 1,908 factories. The greater number of factories in Wisconsin shows the wide distribution of the business among the people of the State. In New York there is more capital invested in these factories and the total annual production of such dairy products in that State amounts to only a few million dollars' worth more than that of Wisconsin; but in the total value of such factory dairy products Wisconsin has a rank second only to New York.

The total value of product in Wisconsin is quoted at \$20,120,147 annually, or nearly double that of Illinois and \$5,000,000 worth more than Iowa. The report gives Wisconsin's capital invested in these factories at \$4,900,000, employing 1,700 hands and paying annual wages to the amount of nearly \$1,000,000. The five States leading the factory dairy business of the country—New York, Wisconsin, Iowa, Illinois and Pennsylvania—produce \$83,000,000 worth of the total of \$130,000,000 worth produced in the United States. The progress in production made by Wisconsin, amounting to an increase of 186 per cent., is pronounced by the census officials to be the greatest made by any State in this line.—A. J. Dodge in Milwaukee Sentinel.

The Helpful Hen.

The income from the sale of eggs last year was \$144,285,158. The income from chickens was \$136,891,877. The total income from the sale of wheat for 1900 was \$323,515,035. In other words the income from wheat, one of the great staple products of the country, is only 15 per cent. more than the income from poultry. If wheat does not advance in price, and the price of poultry remains as high as at present, the 15 per cent. difference will probably be wiped out this year, and we will see the income from the "helpful hen" equal to the income from wheat. Still what a row there is over wheat, which is grown by the men! But poultry is mainly taken care of by women and children, and you seldom hear the subject mentioned by them. The laugh is on the men. The moral is, encourage the poultry industry.—Atchison Globe.

The Cattle Industry.

Some of the older cattlemen feel a little dubious about the future prospects of the business when they remember the reaction from the boom times of the eighties. In all probability we shall have a slump from the present high prices, as this is an inevitable law of trade, but all farmers and cattlemen should take into consideration the important fact that conditions at the present time are very different. Twenty years ago we had thousands of square miles of grazing lands that were uncultivated; ranching at that time was com-

paratively new and high prices for beef cattle stimulated the business. Large companies were formed, and capital was drawn from all parts of the United States and many places in Europe for the purpose of stocking these lands with cattle. But conditions since that time have materially changed: our population has increased from 50,000,000 in 1880 to 75,000,000 in 1900, which has had the result of encroaching upon these cattle ranches materially, while greatly increasing our home consumption. Conditions are in this way burning the candle at both ends. In addition to this, the improved refrigerator car and refrigerator compartments in ocean-going vessels, together with our unprecedented foreign commercial expansion, has opened up an extensive trade with a great many foreign countries in different parts of the world. We may have competition in foreign markets, from Argentina and other grazing countries, but we will never again see cheap beef and mutton in the United States.

Curious Freak of an Old Hen.

From the Kalamazoo Telegraph.

A hen as the devoted mother of six kittens is one of the seven day wonders of S. O. Spier of Wheaton avenue.

Mr. Spier has an old speckled hen which has been running about his yard for the past ten years or more. Every spring this hen gets the fever and wants to hatch out the customary batch of chickens. The lovesick hen got off her nest one day this spring in search of food and when she returned she was surprised to find that the family cat had taken possession of the nest and, instead of being filled with the regulation thirteen eggs, the place was rounded out with a litter of kittens of many colors.

"Topsy," the old hen, got on her nest as usual and was a mother to both cat and kittens. After a time Tabby left the cubs in full charge of the hen, while she foraged and brought them meadow mice and other delicacies of the season. The kittens followed the old hen about the fields near the Spier homestead and learned to recognize the call of the foster mother. At night she would roost on the barn floor and hover over the kittens as though they were the real thing. It is one of the most curious freaks of nature observed in this vicinity for years and Mr. Spier says he would not sell his old speckled hen for her weight in gold.

Milk Powder.

The process of desiccating milk is now in operation in Sweden. The inventor is not prepared to make his process known at present because he has not secured all the patents he wishes to take out for his financial protection. According to reports, however, it appears to be all right and bids fair to become a valuable commercial commodity. The cost of reducing milk to a powder that will keep any reasonable length of time, is said to be about one cent per gallon, which for cooking purposes is as good as fresh skimmed milk. As considerable attention seems to be paid to this new production, both in Sweden and Germany, there may be good reason to regard it as a new commercial proposition of more than ordinary value. The inventor has signified his intention of exhibiting his machine in the United States in the near future. Dried milk in neat, fancy pasteboard packages for city consumption may become as common as breakfast foods if this process proves as valuable as it appears to be.

Why Not Try

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

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

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.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, Aug. 9—Everybody is away who can get away and we are at the height of midsummer dullness. Of course, some business has been done, but it seems to be under protest and for the next four weeks we can expect a lull. Meantime, the effect of numerous strikes is felt less in August than at almost any time, and may be they will all be settled when fall trade sets in. Heaven knows we hope they will be!

Coffee closes weak and, despite the effort to bolster up the market during the week, the tendency has been the other way. The crop movement continues large and there is no legitimate reason for any advance in the staple. In store and afloat there are 2,748,882 bags, against 1,405,031 bags at the same time last year. The actual demand from roasters and jobbers has been confined to immediate wants. At the close Rio No. 7 is quotable at 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c. In mild grades there is a quiet trade and the close shows a steady range of prices. Good Cucuta, 8 $\frac{1}{2}$ c. East India coffees are quiet and practically without change.

For the time of year the volume of trade in teas is all that could be hoped. Prices are firmly maintained and dealers look to the future with a good deal of confidence.

A firmer tone to the raw sugar market and light supplies of refined on hand lead to the expectation of a larger volume of trade than we have yet had. The week past has been fairly satisfactory, but the demand has not been heavy enough to put refineries behind in filling orders. Quotations are firmly maintained.

There is a good steady run of business in rice and dealers are well pleased with the situation. Choice to head, 5 $\frac{1}{2}$ @7c.

Pepper retains its recently-acquired strength and a fair volume of business has been transacted. Other articles in the spice line are decidedly quiet, neither buyer nor seller showing any interest in the situation.

Molasses is mighty quiet. Not an item of interest can be found. All hands are away and nothing will be done for six weeks at least.

The canned goods market in general is in good shape and a fair average trade is being done every day. Tomatoes continue to be the chief object of interest and the range for standard 3s is from 82 $\frac{1}{2}$ c for Maryland pack f. o. b. Baltimore to 95c or more for New Jersey standards here. Other vegetables are moving with about the usual midsummer spirit. Prices all around are well sustained and little complaint is heard. Salmon are selling well and red Alaska talls are worth here \$1.10 net. Pacific coast fruits are attracting considerable attention and quotations seem to be firmly held.

Prunes and raisins are very strong and the former have advanced to 6 $\frac{1}{2}$ c for 40 50 in 25 lb. boxes. The demand just at the moment is of a jobbing character, but exporters are "looking around" and it is believed that within a short time "prunes will be prunes." Raisins are firm and the whole situation seems to be just at present in favor of the seller. Currants are quiet. Uncleaned Amalias in barrels are held at 4 $\frac{1}{2}$ c.

Lemons are rather lower, although there is a fairly active trade. Fancy oranges sell well and other foreign fruits are also moving with a good degree of freedom. Sicily lemons range from \$3.25 for extra fancy 300s down to \$2 for extra choice 360s.

Receipts of really desirable grades of butter seem to be decreasing, but quotations remain as yet without change. Best Western, 20 $\frac{1}{2}$ c; seconds to firsts, 18@20c; imitation creamery, 17@17 $\frac{1}{2}$ c; factory, 15@16 $\frac{1}{2}$ c, latter for fancy stock.

The demand for cheese is light and quotations are without change in any particular. Full cream New York State, 9 $\frac{1}{2}$ c.

Desirable grades of eggs are firm at 21c for fresh-gathered Western; fair to good, 20@20 $\frac{1}{2}$ c; fancy candled and graded, 19 $\frac{1}{2}$ @20c; ungraded, 14@17 $\frac{1}{2}$ c.

New Plan a Success.

Canton, N. Y., July 28—The attempt to have all butter and cheese sold on the board of trade here instead of by private sales in the hotel lobbies and on the street seems to be working well. Saturday all sales of butter and cheese not already contracted were made at auction in this way and the buyers and salesmen were able to go home at 3. The bidding was spirited and the selling of the offered products took but a few minutes. One buyer complained that some lots were listed on the board as for sale that were already contracted when the sale commenced. This would seem to be a mistake and such lots should be checked as contracted if put on the board. The buyer said that he had trouble in squaring himself with his principals. He said that he had orders to buy a certain amount of butter and was here prepared to pay enough to get it, but said from what was already contracted there was not enough to fill his orders. The report of offerings included the contracted butter, making an amount largely in excess of his order and his principals could not understand why he could not fill their orders.

The manufacture of large cheese seems to have been practically abandoned in this section and none were offered Saturday. A buyer told the salesman of one factory that if he would change to the manufacture of large cheese he would take the entire product on contract at the same prices at which small cheese shall be sold. Considering the saving in shrinkage and other advantages this is considered a very good offer.

Now that some business is transacted on the floor of the board the meetings are well attended. At the hour of opening, the room was well filled with buyers, salesmen and spectators.—Watertown (N. Y.) Times.

Is a Frog Fish or Game?

Quebec, Aug. 2—The Canadian Department of Marine and Fisheries is wrestling with the problem as to whether a frog is fish or game.

Owing to the enormous increase in the export of frogs' legs to the United States some fear is felt that unless restrictions are placed upon the killing of Canadian frogs there will soon be none left in the country. If a frog is a fish the department at Ottawa has the power to institute a close season for it. If, however, it should be decided that the frog comes under the category of game the question of a close season must be settled by the provincial authorities.

If the law officers of the different governments interested fail to come to an agreement on the subject the matter will probably be submitted to a committee of experts. Everybody agrees that something must be done to prevent the total destruction of a valuable article of both food and commerce. If it should be decided that the frog is neither fish nor game it may be necessary, in order to secure a law for its protection, to obtain from the Imperial Parliament the passage of an amendment to the Act of British North America.

Large Apple Order.

Montreal, Aug. 8—A million barrels of apples is the order which one Belleville dealer has received from an English house, and he has started buyers out to get the goods. The significance of this can be seen when it is remembered that a million barrels of apples would in most seasons in the past equal nearly the whole of Canada's export. This order is, therefore, far and away in excess of any order ever received before by a Canadian dealer. It indicates the high value placed upon the Canadian apples and the possibilities for increasing the trade in this fruit.

G. C. Creelman, superintendent of Farmers' Institutes, who has been traveling through the province lately reports that there will be a good crop of apples in all sections.

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 3722.



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.

SHIP YOUR

BUTTER AND EGGS

—TO—

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

and be sure of getting the Highest Market Price.

The following resolution was reported by the Committee on Resolutions and unanimously adopted by the Michigan Retail Grocers' Association at its seventh annual convention.

Resolved—That we hereby express our appreciation of the prompt and thorough manner in which parties doing a fraudulent business are exposed through the columns of the Michigan Tradesman and that we recommend its continued and constant use by the members of this Association.

BUSINESS SUCCESS.

Character, Capacity and Capital the Three Essentials.

We merchants 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 struggle 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 important 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.

To be honest with himself implies a full and accurate knowledge of the details of his business affairs. He should keep his books in such a manner as to enable him at any time to show definitely what his assets and liabilities are. His books should indicate daily the amount of stock on hand at cost, the amount of his book accounts at actual value, and also the amount due his creditors. He should also have before him as a stimulus to greater effort a comparative statement of daily sales and expenses, extending over a series of years. A successful enterprise can not stand still. It must be progressive in order to be enduring, and every employee should share this commendable ambition of his employer.

In this connection I might say that it is very important that a merchant should have his stock fully protected by fire insurance. Insurance companies assume this risk for him at a reasonable compensation. It is their business to take risks of this kind and not the merchant's.

A merchant should also be honest with himself to the extent of appreciating fully what a priceless boon it is to have it known in commercial centers of the country that he is reliable and trustworthy in every transaction, that his word is synonymous with his bond, and that he is ever keenly sensitive to the necessity of preserving his good name. Without honor, integrity and manhood, a man has nothing and can have nothing. These qualities are vital to every man, whether in business or out of business, and their value can not be es-

timated on a basis of dollars and cents.

Second, a merchant should be honest with his patrons. This implies that there should be on hand a well-arranged stock of merchandise, kept in neat and attractive manner. It means, also, that it is incumbent on him to give honest value, full weights and correct measurements. It means, too, that there should be absolutely no misrepresentation. Trading stamps, chromos, prizes and other subterfuges should not be employed to secure patronage. The unreasonable complaints that arise in the life of the merchant should be met with tact and diplomacy and the patron appeased if possible, but not at the cost of principle or self-respect. A merchant should also be honest with his fellow business men. This implies that, when called upon to give his experience with regard to the standing of a certain customer, the information should be candid and reliable. This brings us face to face with the most deplorable feature of mercantile life—loss sustained through worthless accounts.

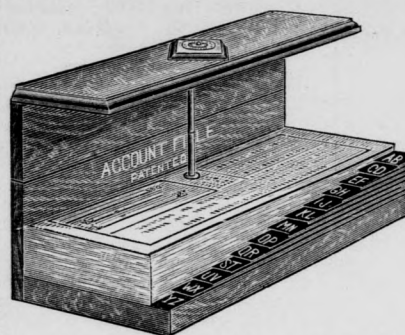
How are we to guard against excessive losses? This question comes home to every merchant. There is no serious question about the truth of the common expression that credit is too cheap, nor about the kindred saying that "credit is too freely granted." Credit should always be judiciously granted, and never indiscriminately or in a haphazard manner. A man who grants credit should be a good judge of human nature and with tact and discretion should secure proper information from the applicant for credit as to his financial and moral responsibilities, who his references are, and also whether he is disposed to comply in every respect with the terms of settlement submitted to him. There should be a distinct understanding as to the amount of the account, since every account should have its limit, and also, that the obligations contracted shall be discharged at least monthly.

You must have courage to say "no" to the unworthy applicant, and there are many of this class who apply for credit without having any basis whatever for such favors. You find competition sharp and the margin of profit necessarily small, and therefore you are not warranted in taking unreasonable financial risks. You are not warranted in taking all the possibilities of failure to pay, such as sickness, loss of situation, etc. on the part of the debtor.

Financial responsibility is not, after all, the only basis of credit. Moral responsibility, in my judgment, is quite as important and more desirable. I have infinitely more respect for, and confidence in, a person who pays from a high sense of duty than I have for a person who pays because he can not avoid payment.

In our dealings with the debtor class, we must not forget that they have some rights that we are bound to respect. We must discriminate between the reprehensible debtor who can pay, but will not, and the unfortunate debtor, who is well disposed, but, through circumstances, is unable to pay his honest obligations. The first are clearly without the pale of our sympathy, while the latter are worthy of considerate treatment and should not be numbered among disreputable debtors. We must be ever on our guard against the vicious debtor, who, with fervid eloquence and brazen assurance, goes from merchant to merchant with the studied purpose of adding another name to the long list of those whom he has already shamefully and criminally defrauded.

Daniel B. Murphy.



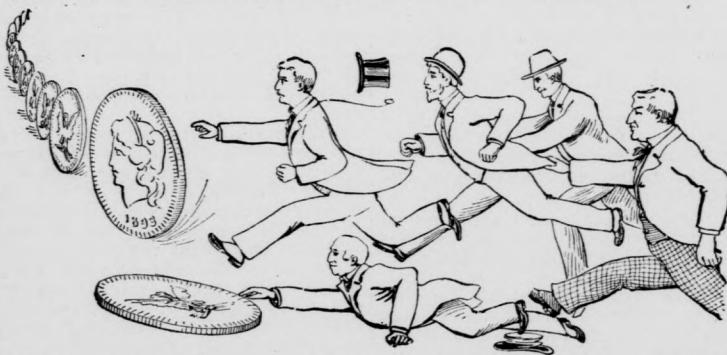
Account Files

For petty charges of the busy grocer. Different styles. Several sizes.

THE SIMPLE ACCOUNT FILE CO., Fremont, Ohio

500 WHITTLESEY STREET

EVERYBODY IS AFTER MONEY

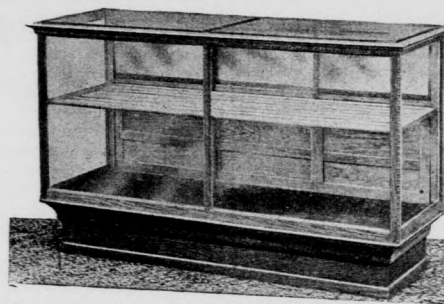


And the merchant who sells STANDARD D CRACKERS will find easy sailing because they not only sell well on account of superior quality, but they bring a fine profit. Manufactured by

E. J. KRUCZAK & CO., DETROIT, MICH.

Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

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

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

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

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.

Commercial Travelers

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

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

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

Gripsack Brigade.

Frank M. Tyler is very low at the home of his son and little hope is entertained of his recovery.

A. E. Motley (Worden Grocer Co.) is enjoying a vacation for a few weeks. His route is being covered in the meantime by Terry Barker.

J. D. Lawton (Worden Grocer Co.) is in camp with the State militia at Manistee. His route is being covered in the meantime by William Frederick Blake.

Wm. J. Townsend, formerly on the road for Geo. W. Lord, of Philadelphia, has engaged to travel for the Worden Grocer Co., covering Central Michigan.

Kalamazoo Telegraph: Edward Locher, who has been connected with the Taylor Clothing Co. for a number of years, has resigned and will take to the road in the interest of the Puritan Corset Co.

Dowagiac Republican: A. J. Cleveland, formerly proprietor of the City shoe store, has taken a position as traveling salesman with the I. P. Farum Shoe Co., of Chicago. His territory will be in Wisconsin.

Marquette Mining Journal: William Sampson, of Hurontown, has secured a position as traveling salesman for the Carpenter-Cook Co., of Menominee. Mr. Sampson will represent this wholesale grocery house in the copper country.

Geo. R. Alexander, Western Michigan representative for Merrill & Co., of Toledo, has resumed his work on the road after being laid up a couple of weeks with a sprained foot, resulting from turning over an ankle at Traverse City.

The August picnic of the members of Grand Rapids Council, No. 131, will be held at Fruitport Saturday, Aug. 23. Round trip tickets can be obtained at the interurban company's office at 50 cents apiece, good at any time during the day. The tickets will include a boat ride to Grand Haven and return. Arrangements will probably be made to visit the blast furnace at 4 o'clock to witness the conversion of moulten iron into pigs. It is expected that the turnout will be very general. Lunch baskets will be in order.

Byron S. Davenport (Olney & Judson Grocer Co.) is on the warpath again after a week's fishing trip. Before going he borrowed the Tradesman's collection of fish stories, which have been assembled from many sources and kept on file for the express use of those grocery salesmen who are piscatorially inclined. On returning the collection, Byron volunteered the statement that he had succeeded in memorizing several of the tallest yarns so that he is now able to spin them off to his customers as glibly as though he were relating his own experiences.

Battle Creek Moon: James N. Riley, formerly of the firm of Riley & Fischer, has purchased the business interest of Mr. Durant in the firm of Meade & Durant, clothing dealers and haberdashers at Jackson, and the firm will

hereafter be known as A. J. Meade & Co. Mr. Riley still retains his position as traveling salesman and will not take an active part in the management of the business. He is now spending his summer vacation in Battle Creek, which place he considers home, and which his many friends will be pleased to learn he intends making his permanent home when he retires from the road.

The Grain Market.

Wheat experienced another dull and downward market, which terminated in a decline of 2½c on cash winter and 2c on spring wheat options for September and December. Although the visible showed a decrease of 199,000 bushels, where a large increase was expected, still prices were forced down. Exports also are fair and receipts as shown by the decrease are small, but as usual on a down market, no one wants to invest so the price sagged of its own weight. Why this should be no one can say, unless it is the elevator interests at work to fill up their bins at a low price. It is one of those unaccountable freaks in the trade which is hard to reconcile with conditions. The Government crop report came in and shows the condition of spring wheat to be 89.7-10 per cent., against 92.3-10 per cent last month, which shows a loss of nearly three points, but notwithstanding all this it did not help the price of wheat; it looks to us as if it was around bottom. Some new influences will have to make their appearance in order to elevate the price.

Corn, as was expected, declined. September sold at 50½c, against 55½c one week ago, while cash is worth fully 60c. No new corn can be made available for September, besides, the weather is not favorable for the growing crop. Michigan, which is not considered a corn State, had quite a large crop last year, but this year she will have to import corn, as our corn crop is very poor owing to the cold rainy weather. Corn showed a decrease of 1,125,000 bushels, which leaves the amount available rather small. It looks as if the price of corn had been crowded below its value.

Oats are selling low and will be lower, owing to the immense crop, which, of course, had some effect on corn; but for making pork nothing is as good as corn. Prices may react to a higher level when September comes.

Rye, also, is a trifle lower, the reason having been given before. Export demand is lacking and a good harvest in Germany, as well as one in the home market, makes an over-production, especially as farmers have been sowing more rye than wheat in Michigan. Low prices may turn the tide back to wheat raising.

Beans, owing to the cold rainy weather, are held very firm in price, especially as the Secretary of State in his monthly report says beans are badly damaged and some are rotting on the ground on account of too much moisture. It looks now as if beans would stay up.

Flour has been reduced 10c per cwt., or 20c per bbl., which made an inducement for dealers to lay in quite freely. Local as well as domestic demand has been good. Mill feed is still held firm as there is no surplus as yet.

Receipts during the week have been as follows: wheat, 49 cars; corn, 10 cars; oats, 7 cars; rye, 1 car; flour, 2 cars; hay, 4 cars.

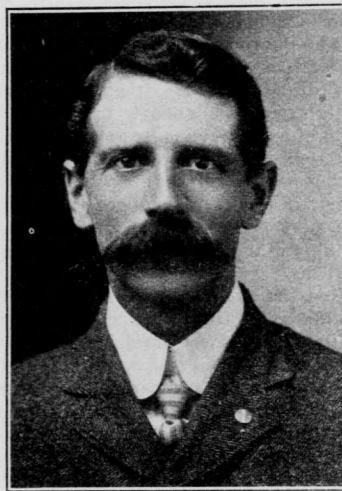
Millers are paying 64c for No. 2 red wheat. C. G. A. Voigt.

Alpena—Miss Mabel Worthington is the new saleslady in the dry goods department of I. Cohen's department store,

SUCCESSFUL SALESMEN.

A. W. Stevenson, Representing Hazeltine & Perkins Drug Co.

Augustus W. Stevenson was born at Red Creek, N. Y., Sept. 5, 1860, his antecedents being English on his father's side and Scotch on his mother's side. He lived in Red Creek and Auburn until he was 9 years of age, when his parents removed to Muskegon county, Michigan, locating at Fruitport. He attended the public school there until 15 years of age, when he entered the State Normal School at Ypsilanti, pursuing a general course for four years. He graduated from that institution at the age of 19 and took a clerkship in the drug store of Henry Hall, at Three Rivers, where he remained four years. He then removed to Muskegon and engaged in the drug trade on his own account at 558 Western avenue, which he continued seven years. He then entered the employ of Fred Brundage, spending about half of his time in the store and the other half working the city trade. Six years later he was as-



signed a regular territory for the house, which he has covered with unusual regularity for the past half dozen years. He resigned a few days ago to accept a more lucrative position with the Hazeltine & Perkins Drug Co., taking all the available towns not now visited by representatives of that house between Muskegon and Petoskey.

Mr. Stevenson was married July 2, 1884, to Miss Charlie Gray, of Three Rivers. Four boys, aged respectively 17, 14, 12 and 6 years, complete the family circle. They reside in their own home at 150 Lake street, Muskegon.

Mr. Stevenson is a member of Muskegon Lodge, No. 32, K. P., and also Uniformed Rank No. 2. He has been a Maccabee for the past fifteen years, being an honored member of Lodge No. 302. He is also a member of the Illinois Commercial Men's Association.

Mr. Stevenson attributes his success to hard work, properly directed along correct business lines. He early won the confidence of his trade, which he has retained and will evidently continue to retain by refusing to resort to claptrap methods or unfair dealing. By intelligent effort and patient industry he has built up a constituency which will be the basis of future success, because he not only considers the interest of his employer but also takes into consideration the interest of his customer as well.

Wayland—Charles Braden has been engaged as prescription clerk for the Allgeo Central drug store.

St. Johns—The F. C. Mason Co., manufacturer of cultivator points and implement supplies, has merged its business into a stock company with a capital stock of \$20,000. Thomas Bromley, Jr., is President; G. B. Treadwell is Vice-President, and F. C. Mason is Secretary and Treasurer.

Doubtless many out of office will agree with Mary Baker G. Eddy, founder of Christian Science, in the following observation: "Rotation of office promotes wisdom, quiets mad ambition, satisfies justice and crowns honest endeavors."

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.

Buyers' Excursion

to Grand Rapids, Michigan

from August 25 to September 10

On the above dates the Wholesale Merchants' Association of the Board of Trade will run an excursion from all parts of Michigan at one and one-third fare for the round trip.

Many merchants will undoubtedly visit Grand Rapids at this time who are not well acquainted with the hotel accommodations the city affords. For the benefit of those we wish to say that the

Livingston Hotel

is the best in the town for several reasons: It is in the down town district (corner Division and Fulton streets, near the head of Monroe street); it is in the jobbing district; it is near the Union depot; it is a fire-proof hotel; it sets the best table of any hotel in Michigan; it has the best rooms.

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.

"Just as Good."

Drug and medical journals and newspapers that handle the advertising of the large proprietary concerns, have lately been forced to give these protection by waging war on the substitutor and their strong denunciations of these so-called land pirates, has a tendency to impress upon the public that the generality of druggists are dishonest.

I believe where there is one druggist who degrades himself by becoming a substitutor, there are a hundred who are men of high standard and an honor to their profession. In several cases where substitution was practiced we rejoice to know that the perpetrators have been made to pay the penalty.

The "just as good" druggist or the one who persists in defrauding the deserving manufacturer and the public by dispensing some spurious preparation, instead of that ordered by the physician, or recommending some article other than that asked for by the customer, is now being bounded at such a furious rate, that he will soon be obliged to retire from business, or else undergo a complete reformation. The sooner he makes his exit from the pharmaceutical field, the better it will be for those who are a credit to their profession. Why a druggist will continue to offer to the intelligent public, something otherwise than asked for is mystifying.

He knows, or should know at least, that the people he defrauds in this manner are not all ignorant, and will soon learn to regard him as a man of dishonest dealings. We are pleased to note that these skulky practitioners of the "black art" are infinitely few as compared with the host of fair dealing pharmacists.

Druggists should realize that a proprietary medicine business is not built up in a day, and many of them have required years to bring to perfection and establish their reputation. Suppose a druggist is trying to make a sale of one of his own preparations, he would not thank an outsider to step up and suggest that the prospective customer should use something else. No, but the self-same druggist, if he is numbered among the substitutors, will, when a customer asks for a certain proprietary medicine, offer something else "just as good," and not think anything of it.

I do not blame a druggist for pushing his own goods, much more I commend him for it, provided he does it along ethical lines, but I do disapprove of his discouraging the sale of an article where the manufacturers have spent thousands of dollars in perfecting and advertising it. E. F. Powell.

Percentages to Doctors.

There is no more unethical feature of the drug trade than that indicated by the above heading.

The practice on the part of physicians

and pharmacists of forming a partnership in prescribing and dispensing on a percentage basis is a common and iniquitous one. Dishonesty barely serves to cover the meaning of the habit, as the physician who will scheme to divert his prescriptions from their ordinary channel for extra gain to which he has neither moral nor legal right, is not acting honestly, and the pharmacist who will collude with him is in no sense actuated by lofty, honorable and dignified business principles.

The patient is always the unwilling sufferer; and, fortunately for the conspirators is unaware of their connivance to make the extra sum out of him.

The physician is entitled to and ought to be satisfied with the fee he exacts as a just recompense for his services. The druggist, in like manner, is fairly deserving of a reasonable profit for his knowledge, skill and career, and the patient to just and honorable treatment by both the physician and druggist.

The physician who will ask for and receive a commission from a druggist can not well reason that he is merely receiving a share of the profit on what he turn in, as under no law or rule of ethics has he the right to turn in to any special place the prescriptions he writes, nor can he expect the druggist who will be dishonorable enough to so bargain with him, to prove to be any more philanthropic than he is himself. The physician who receives his price can not entertain true respect for the giver, and the giver can not hold a very exalted opinion of the receiver's interest in his patients.

Between the two it would be hard to decide as to the more culpable; but while the act of the physician may not hurt his own profession, the act of his partner does that of pharmacy. In honorable competition every druggist has a fair show, but in dealings from which both honor and competition have been abstracted by collusion the majority are sure to suffer, and all the more acutely because in principle the practice is unethical, unprofessional, undignified, unprincipled, ungenerous, unkind and unjust to all concerned.—Canadian Druggist.

The Drug Market.

Opium—Is firm at the primary markets, but unchanged here.

Morphine—Is steady.

Quinine—There is no change to report.

Castor Oil—Is steady at the decline reported last week.

Cocoa Butter—At the last auction sale at Amsterdam higher prices were paid. This market has advanced about 2c per pound.

Glycerine—There is a very firm undertone to this article. Crude is higher.

Dynamite Glycerin—Has advanced. There is little doubt but that prices will be higher when the fall demand starts.

Manna—Is very scarce and has advanced .5c per pound.

Balsam Fir, Canada—It is reported that the supply is a large one and that the lower prices will rule this winter, although there is no change as yet.

Oil Peppermint—Has again advanced and is very firm. It is reported that there are thousands of pounds of Japanese oil in transit. What effect this will have on the market on arrival is uncertain.

Oil Tansy—Is scarce and has been advanced.

Oil Spearmint—Is in small supply and higher.

Make Your Fountain Attractive.

If you made it attractive last year, make it more so this year. Get something new. One of the best attractions at the fountain is a decorated cake of ice. Take a large tin candy tray and set it in a convenient place on the counter near the front door. With an awl punch a hole in one corner to carry off the water, which can drip in the sink or a pail back of the counter. Place in the pan a large cake of clear ice, 100 to 200 pounds. With an ice shaver or pick chip out a large round hole in the top of the cake and set in a large crushed fruit or punch bowl. Now dig out little holes around in the ice and put in pieces of lemons or oranges cut fancy, get one or two pineapples to set on top, or cut one in two and place half on each side. Now cover up the pan around the edges with roses and leaves and chipped ice or any flowers in season. Make a crushed fruit syrup for the bowl, dipping it out with a ladle. Take one or two boxes of fresh strawberries, hull them and place in a flat bottom kettle and cover over with sugar. Mash them up and add about an equal quantity of syrup. Put this syrup in the bowl and then place on top a few pieces of orange or pineapple slices. This will make a most delicious flavor for an ice cream soda, tempting display and a trade winner—a good advertisement, one that the ladies will talk about. Crushed pineapple can be made the same way, and the pieces of fruit on top look delicious. Richard Foy.

Cleaning Compounds.

The following formulas are said to yield very efficient cleaning compounds:

1. Dissolve 12 parts of soap in 20 parts of boiling water, and, after cooling somewhat, add 3 parts of strongest ammonia water. Stir, and add, little by little, sufficient deodorized benzine to make 100 parts.

2. The best results are had by using an excess of alkali:

Common soap (shavings) 2 ozs.
 Potass. carbonate (crude) 1 oz.
 Powdered borax..... 1 oz.
 Ammonia water..... 2 ozs.
 Water to make..... 1 pt.

Heat the water to boiling, digest in it the soap, then add the borax and potassium carbonate, agitate until dissolved, and strain; when cool add the ammonia water and cork well.

3. Extract quillaja..... 1 oz.
 Borax..... 1 oz.
 Ox-gall (fresh)..... 4 ozs.
 Tallow soap..... 15 ozs.

Triturate the borax with the extract of quillaja and afterward with the ox-gall, which will cause at least partial solution. Then thoroughly incorporate with it the soap so as to produce a plastic mass, which may be moulded into sticks or put into boxes.

If no extract of soap-bark is at hand, soap-bark in shreds may be exhausted with boiling water, and the liquor evaporated on a water bath. One hundred parts of bark yield about 20 parts of extract.

Elixir of Pepsin.

Granular pepsin, U. S. P.....512 grs.
 Granular rennet (concent.).....512 grs.
 Distilled water..... 8 ozs.
 Glycerin..... 4 ozs.
 Deodorized alcohol..... 8 ozs.

Detannated muscatel wine to make..... 4 pts.
 Mix the water and glycerin, add the pepsin and rennet, and allow them to stand for three or four hours, until they are apparently dissolved. Then add the deodorized alcohol and sufficient wine to make 4 pints. Mix with one

oz. talcum, and allow to stand a week and filter.

The wine is detannated with hydrated oxide of iron. If sherry is used in place of muscatel, 30 drops of oil of orange should be added to improve the flavor. To test the finished product add 1 dr. to 2 pints of fresh milk, previously warmed to 100 deg. Fahrenheit, and stir; in fifteen minutes a firm curd should be formed.

Blackberry Cordial.

Ripe blackberries..... 1 pt.
 Blackberry root..... 1 oz.
 Mace..... 1 dr.
 Cloves..... 1 dr.
 Allspice..... 1 dr.
 Cassia..... 1 dr.
 Ginger..... 1 dr.
 Port Wine..... 4 ozs.
 Alcohol..... 2 ozs.
 Water, q. s.

Express the juice from the berries and add sufficient water through the residue to make the liquid measure 12 fluid ounces; add the wine and alcohol, mix the drugs and grind to a moderately fine powder, moisten with the liquid before mentioned, pack lightly in a percolator, soak with menstruum, macerate for 24 hours, and then percolate, passing the remainder of the liquid through the drug. Make up the required quantity with enough menstruum consisting of alcohol and water in the proportion of one of the former to four of the latter.

Prescription Sign.

An enterprising Brooklyn druggist has a sign, which greets a customer on entering his store, showing a physician handing a prescription to a patient and underneath these words:

Where will I take it?

The question often arises after you have consulted the best physician and have received his prescription.

Take it to—Pharmacy.

where they exercise the greatest care in getting the right drug, the right quantity, and make sure it is right.

We conduct our prescription department as the best druggist should. This is the answer to the question.

Where will I take it?

Gum Arabic Produced by Ants.

Walter Busse, who has been investigating the gum production of German East Africa, states that practically all secretion of gum in that country is provoked by ants. The ants perforate the bark of the acacia to gain admittance into the wood, where they lay their eggs in the excavations which are sometimes of considerable extent. The acacias with soft wood generally show few wounds of this kind; the hard wood acacias are riddled with them, each perforation being marked with a globule of gum. The ant that produces the gum makes no use of it; it is only an obstruction to her work, since it stops up the galleries she hollows out. Another species of ant, however, sometimes attacks the exuded gum before it has become completely hardened, and gives it the peculiar appearance well known to collectors.

Deception is the worst kind of business policy to be pursued by any man in any business.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

Advanced—Oil Peppermint.
Declined—Castor Oil.

[illegible]

Wholesale Merchants' Association

of the
Grand Rapids Board of Trade

Buyers' Excursion to Grand Rapids, Mich.

From August 25 to September 10, 1902, both days inclusive

At one and one-third fare for the round trip from all parts of Michigan, except from points where the regular tariff rate to Grand Rapids is less than 75 cents one way, on the certificate plan.

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

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

Our Holiday Line will be on exhibition on above dates in charge of our Mr. Dudley.

**Hazeltine & Perkins
Drug Co.**

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

Boneless Ham
Plug Tobacco

DECLINED

Galvanized Iron Pails
Lard in Tierces
Navy Beans

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AXLE GREASE

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



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

BAKING POWDER

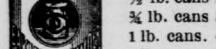
Egg.....	1/4 lb. cans, 4 doz. case.....	3 75
Chicory.....	1/4 lb. cans, 2 doz. case.....	3 75
Chocolate.....	1 lb. cans, 1 doz. case.....	3 75
Clothes Lines.....	5 lb. cans, 1/4 doz. case.....	8 00



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



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



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

BLUING

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

BATH BRICK

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

BREAKFAST FOOD

Cases, 36 packages.....	4 50
Five case lots.....	4 40

BROOMS

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

BRUSHES

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

CERA NUT FLAKES

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

SHOE

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

STOVE

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

BUTTER COLOR

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

CANDLES

Electric Light, 88.....	12
Electric Light, 168.....	12 1/2
Paraffine, 68.....	10 1/2
Paraffine, 128.....	11
Wicking.....	17

CANNED GOODS

Apples.....	1 10
Gallons, standards.....	3 35

Blackberries

Standards.....	80
----------------	----

Beans

Baked.....	1 00
Red Kidney.....	75
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
1 lb. cans.....	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
Buttons.....	22

Oysters

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

Peaches

Pie.....	85
Yellow.....	1 65

Pears

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

3

Succotash

Fair.....	95
Good.....	1 00
Fancy.....	1 25

Tomatoes

Fair.....	1 10
Good.....	1 15
Fancy.....	1 25
Gallons.....	3 00

CARBON OILS

Barrels.....	@11
Eocene.....	@10
Perfection.....	@9
Diamond White.....	@12 1/2
D. S. Gasoline.....	@10 1/2
Deodorized Naphtha.....	@29
Cylinder.....	@34
Engine.....	@22
Black, winter.....	@10 1/2

CATSUP

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

CHEESE

Aame.....	@11
Amboy.....	@11 1/2
Carson City.....	@11
Elsie.....	@12
Emblem.....	@11 1/2
Gem.....	@11 1/2
Gold Medal.....	@10 1/2
Ideal.....	@11 1/2
Jersey.....	@11
Riverside.....	@14 1/2
Edam.....	@90
Lenden.....	@17
Limburger.....	13
Pineapple.....	50
Sap Sago.....	19

CHEWING GUM

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

CHICORY

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

CHOCOLATE

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

CLOTHES LINES

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.....	

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

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

Galvanized Wire

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

COCOA

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

COCOA SHELLS

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

COFFEE

Roasted.....	
F. M. C. brands.....	30 1/2
Purity.....	28
No. 1 Hotel.....	28
Monogram.....	23
Special Hotel.....	23
Parkerhouse.....	21
Honolulu.....	17
Fancy Maracaibo.....	16
Maracaibo.....	13
Porto Rican.....	15
Marexo.....	11 1/2

4

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....

White House, 2 lb. cans.....	9 1/2
Excelstor, M. & J. 1 lb. cans.....	14
Excelstor, M. & J. 2 lb. cans.....	14
Tip Top, M. & J., 1 lb. cans.....	9
Royal Java.....	10
Royal Java and Mocha.....	10
Java and Mocha Blend.....	10
Boston Combination.....	10
Ja-Vo Blend.....	10
Ja-Mo-Ka Blend.....	10
Distributed by Olney & Judson.....	10
Gro. Co., Grand Rapids, C. El.....	10
lotti & Co., Detroit, B. Desen.....	10
berg & Co., Kalamazoo, Symons.....	10
Bros. & Co., Saginaw, Jackson.....	10
Grocer Co., Jackson, Melsel.....	10
Goeschel, Bay City, Fliebach.....	10
Co., Toledo.....	10

Telfer Coffee Co. brands

Ja-Vo Blend.....
Ja-Mo-Ka Blend.....
Distributed by Olney & Judson
Gro. Co., Grand Rapids, C. E.

6

Pearl Barley	
Common	3.00
Chester	2.75
Empire	3.65
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 1/2

German, sacks..... 3 1/2

German, broken package..... 4

Tapioa

Flake, 110 lb. sacks..... 4 1/2

Pearl, 130 lb. sacks..... 3 1/2

Pearl, 24 2 lb. packages..... 6 1/2

Wheat

Cracked, bulk..... 3 1/2

24 2 lb. packages..... 2 50

FISHING TACKLE

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

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

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

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

3 to 3 1/2 inches..... 15

3 1/2 to 4 inches..... 30

Cotton Lines

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

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

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

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

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

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

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

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

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

Linen Lines

Small..... 20

Medium..... 26

Large..... 34

Poles

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

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

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

FLAVORING EXTRACTS**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 1.35 No. 3 fan'y 1.75

COLEMAN'S

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 2 oz..... 1.24

3 oz..... 1.00 3 oz..... 1.60

6 oz..... 2.00 4 oz..... 2.00

No. 4 T. 1.52 No. 3 T. 2.08

2 oz. Assorted Flavors 75c.

Our Tropical.

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

4 oz. full measure, Lemon..... 1.50

2 oz. full measure, Vanilla..... 90

4 oz. full measure, Vanilla..... 1.80

Standard.

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

2 oz. Panel Lemon..... 60

FLY PAPER

Tanglefoot, per box..... 35

Tanglefoot, per case..... 3.20

FRESH MEATS**Beef**

Carcass..... 5 1/2 @ 9

Forequarters..... 5 @ 6 1/2

Hindquarters..... 8 @ 10

Loins..... 9 @ 14

Ribs..... 8 @ 12 1/2

Round..... 7 1/2 @ 9

Chucks..... 5 @ 6

Plates..... 5 @

Pork

Dressed..... 8 @ 8 1/2

Loins..... 12 1/2 @ 11

Boston Butts..... @ 10 1/2

Shoulders..... @ 10 1/2

Leaf Lard..... @ 12

Mutton

Carcass..... 6 @ 8

Lambs..... 7 1/2 @ 9 1/2

Veal

Carcass..... 8 1/2 @ 9

7

GELATINE	
Knox's Sparkling	1.20
Knox's Sparkling, pr gross	14.00
Knox's Acidulated	1.20
Knox's Acidulated, pr gross	14.00
Oxford	75
Plymouth Rock	1.20
Nelson's	1.50
Cox's, 2 qt size	1.61
Cox's, 1 qt size	1.10
GRAIN BAGS	
Amoskeag, 100 in bale	15 1/2
Amoskeag, less than bale	15 1/2
GRAINS AND FLOUR	
Wheat	
Wheat, Old	66
Wheat, New	64
Winter Wheat Flour	
Local Brands	
Patents	4.30
Second Patent	3.81
Straight	3.60
Second Straight	3.31
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	3.90
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
Olney & Judson's Brand	
Ceresota 1/2s	4.40
Ceresota 1/4s	4.30
Ceresota 1/8s	4.20
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	
Meal	
Bolted	3.00
Granulated	3.10
Feed and Millstuffs	
St. Car Feed, screened	28.00
No. 1 Corn and Oats	27.50
Unbolted Corn Meal	26.50
Winter Wheat Bran	18.00
Winter Wheat Middlings	22.00
Screenings	20.00
Oats	
Car lots new	33
Car lots, old	52
Less than car lots	52
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
Senna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2 and 5 lb. boxes	50
JELLY	
5 lb. palls per doz	1.85
15 lb. palls	40
30 lb. palls	80
LICORICE	
Pure	30
Calabria	23
Sicily	14
Root	10
LYE	
Condensed, 2 doz	1.20
Condensed, 4 doz	2.25
MEAT EXTRACTS	
Armour & Co.'s, 2 oz	4.45
Liebig's, 2 oz	2.75
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	28
Good	22
Half-barrels 25 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	9.00
Stuffed, 8 oz	1.45
Stuffed, 10 oz	2.30
PIPES	
Clay, No. 216	1.70
Clay, T. D., full count	65
Cob, No. 2	85

Wheat, Old

Wheat, New

Winter Wheat Flour**Local Brands**

Patents

Second Patent

Straight

Second Straight

Clear

Graham

Buckwheat

Rye

Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

Diamond 1/2s

Diamond 1/4s

Diamond 1/8s

Worden Grocer Co.'s Brand

Quaker 1/2s

Quaker 1/4s

Quaker 1/8s

Spring Wheat Flour**Clark-Jewell-Well's Co.'s Brand**

Pillsbury's Best 1/2s

Pillsbury's Best 1/4s

Pillsbury's Best 1/8s

Pillsbury's Best 1/4s paper

Pillsbury's Best 1/8s paper

Ball-Barnhart-Putman's Brand

Duluth Imperial 1/2s

Duluth Imperial 1/4s

Duluth Imperial 1/8s

Lemon & Wheeler Co.'s Brand

Wingold 1/2s

Wingold 1/4s

Wingold 1/8s

Olney & Judson's Brand

Ceresota 1/2s

Ceresota 1/4s

Ceresota 1/8s

Worden Grocer Co.'s Brand

Laurel 1/2s

Laurel 1/4s

Laurel 1/8s

Laurel 1/2s and 1/4s paper**Meal**

Bolted

Granulated

Feed and Millstuffs

St. Car Feed, screened

No. 1 Corn and Oats

Unbolted Corn Meal

Winter Wheat Bran

Winter Wheat Middlings

Screenings

Oats

Car lots new

Car lots, old

Less than car lots

Corn

Corn, car lots

Hay

No. 1 Timothy car lots

No. 1 Timothy ton lots

HERBS

Sage

Hops

Laurel Leaves

Senna Leaves

INDIGO

Madras, 5 lb. boxes

S. F., 2 and 5 lb. boxes

JELLY

5 lb. palls per doz

15 lb. palls

30 lb. palls

LICORICE

Pure

Calabria

Sicily

Root

LYE

Condensed, 2 doz

Condensed, 4 doz

MEAT EXTRACTS

Armour & Co.'s, 2 oz

Liebig's, 2 oz

MOLASSES**New Orleans**

Fancy Open Kettle

Choice

Fair

Good

Half-barrels 25 extra**MUSTARD**

Horse Radish, 1 doz

Horse Radish, 2 doz

Bayle's Celery, 1 doz

OLIVES

Bulk, 1 gal. kegs

Bulk, 3 gal. kegs

Bulk, 5 gal. kegs

Manzanilla, 7 oz

Queen, pints

Queen, 19 oz

Queen, 28 oz

Stuffed, 5 oz

Stuffed, 8 oz

Stuffed, 10 oz

PIPES

Clay, No. 216

Clay, T. D., full count

Cob, No. 2

8

PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count.....	4 50
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 25
PLAYING CARDS	
No. 90, Steamboat.....	90
No. 15, Rival, assorted....	1 20
No. 20, Rover, enameled..	1 60

12	13	14	15
Lubetsky Bros. brands L. B. 35 00 Daily Mail. 35 00 Fine Cut Cadillac. 54 Sweet Loma. 33 Hiawatha, 5 lb. pails. 6 Hiawatha, 10 lb. pails. 51 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Protection. 37 Sweet Burley. 38 Tiger. 37 Plug Red Cross. 32 Palo. 31 Kyo. 33 Hiawatha. 41 Battle Axe. 33 American Eagle. 51 Standard Navy. 35 Spear Head, 16 oz. 40 Spear Head, 8 oz. 42 Nobby Twist. 47 Jolly Tar. 35 Old Honesty. 41 Tody. 32 J. T. 35 Piper Heldsick. 60 Boot Jack. 82 Honey Dip Twist. 37 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 Smoking Sweet Core. 34 Flat Car. 34 Great Navy. 34 Warpath. 24 Bamboo, 16 oz. 24 I X L, 5 lb. 25 I X L, 16 oz. pails. 29 Honey Dew. 34 Gold Block. 34 Flagman. 37 Chips. 31 Kiln Dried. 21 Duke's Mixture. 41 Duke's Cameo. 41 Myrtle Navy. 39 Yum Yum, 1 1/2 oz. 33 Yum Yum, 1 lb. pails. 35 Cream. 35 Corn Cake, 2 1/2 oz. 22 Corn Cake, 1 lb. 20 Plow Boy, 1 1/2 oz. 37 Plow Boy, 3 1/2 oz. 35 Peerless, 3 1/2 oz. 32 Peerless, 1 1/2 oz. 34 Air Brake. 36 Cant Hook. 40 Country Club. 32-34 Forex-XXXX. 28 Good Indian. 23 Self Binder. 20-22 Silver Foam. 34 TWINE Cotton, 3 ply. 16 Cotton, 4 ply. 16 Jute, 2 ply. 12 Hemp, 6 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 7 1/2 VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 WASHING POWDER Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 50 Gold Dust, 5c. 4 00 Kirkoline, 24 1/2 lb. 3 90 Pearline. 2 75 Soapine. 4 10 Babbitt's 1776. 3 75 Roseine. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 80 Scourine. 3 50 Rub-No-More. 3 75 WICKING No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55 WOODENWARE Baskets Bushels. 85 Bushels, wide band. 1 15 Market. 30 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 5 50 Willow Clothes, medium. 5 00 Willow Clothes, small. 4 75 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gals., each. 2 40 Barrel, 10 gals., each. 2 55 Barrel, 15 gals., each. 2 70 Clothes Pins Round head, 5 gross box. 50 Round head, cartons. 75 Egg Crates Humpty Dumpty. 2 25 No. 1, complete. 29 No. 2, complete. 18	Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 65 Mop Sticks Trojan spring. 90 Eclipse patent spring. 85 No. 1 common. 75 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Ideal No. 7. 90 Pails 2-hoop Standard. 1 50 3-hoop Standard. 1 65 2-wire, Cable. 1 60 3-wire, Cable. 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 40 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 50 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 Tubs 20-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 16-inch, Standard, No. 3. 5 00 20-inch, Cable, No. 1. 7 50 18-inch, Cable, No. 2. 6 50 16-inch, Cable, No. 3. 5 50 No. 1 Fibre. 9 45 No. 2 Fibre. 7 95 No. 3 Fibre. 7 20 Wash Boards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 3 25 Single Peerless. 2 50 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter. 75 13 in. Butter. 1 10 15 in. Butter. 1 75 17 in. Butter. 2 75 19 in. Butter. 4 00 Assorted 12-15-17. 1 75 Assorted 15-17-19. 2 50 WRAPPING PAPER Common Straw. 1 1/4 Fiber Manila, white. 3 1/4 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 Butcher's Manila. 2 1/4 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15 YEAST CAKE Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH Per lb. White fish. 92 Trout. 9 Black Bass. 10 11 Halibut. 16 Cliscoes or Herring. 2 5 Bluefish. 12 Live Lobster. 20 Boiled Lobster. 22 Cod. 11 Haddock. 10 No. 1 Pickrel. 7 Pike. 7 Perch. 5 Smoked White. 10 Red Snapper. 10 Col River Salmon. 12 1/2 Macarel. 13 HIDES AND PELTS Hides Green No. 1. 7 Green No. 2. 6 Cured No. 1. 9 Cured No. 2. 8 Calfskins, green No. 1. 9 1/4 Calfskins, green No. 2. 8 Calfskins, cured No. 1. 10 1/4 Calfskins, cured No. 2. 9 Pelts Old Wool. 50 1/2 50 Lamb. 30 1/2 50 Shearings. 30 1/2 40 Tallow No. 1. 6 No. 2. 5 Wool Washed, fine. 23 Washed, medium. 22 Unwashed, fine. 21 1/2 Unwashed, medium. 16 1/2 CANDIES Stick Candy Standard. 7 Standard H. H. 7 Standard Twist. 8 Cut Leaf. 9 Jumbo, 32 lb. Extra H. H. 7 1/4 Boston Cream. 10 Beet Root. 8	Mixed Candy Grocers. 6 Competition. 7 Special. 7 1/4 Conserve. 7 1/2 Royal. 8 1/2 Ribbon. 9 Broken. 8 Cut Leaf. 8 1/2 English Rock. 9 Kindergarten. 9 Bon Ton Cream. 8 1/2 French Cream. 9 Dandy Pan. 10 Hand Made Cream. 14 1/4 Crystal Cream mix. 13 Fancy-In Pails Champ. Crys. Gums. 8 1/2 Pony Hearts. 12 Fairy Cream Squares. 12 Fudge Squares. 9 Peanut Squares. 12 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 Lozenges, plain. 9 Lozenges, printed. 10 Choc. Drops. 11 Eclipse Chocolates. 13 1/4 Quintette Choc. 12 Victoria Chocolate. 15 Gum Drops. 5 1/2 Moss Drops. 9 Lemon Sours. 9 Imperial. 9 Ital. Cream Opera. 12 Ital. Cream Bonbons. 11 20 lb. pails. 11 Molasses Chews, 15 lb. pails. 13 Golden Waffles. 12 Fancy-In 5 lb. Boxes Lemon Sours. 25 Peppermint Drops. 25 Chocolate Drops. 25 H. M. Choc. Drops. 25 H. M. Choc. Lt. and Dk. No. 12. 21 00 Gum Drops. 25 Licorice Drops. 25 Lozenges, plain. 25 Lozenges, printed. 25 Imperial. 25 Molasses. 25 Cream Bar. 25 Molasses Bar. 25 Hand Made Creams. 25 Cream Buttons, Pep. and Wint. 25 String Rock. 25 Wintergreen Berries. 25 Caramels Clipper, 20 lb. pails. 8 1/4 Perfection, 20 lb. pls Amazon, Choc Cov'd Korker 2 for 1c pr bx Big 3, 3 for 1c pr bx. 12 1/4 Dukes, 2 for 1c pr bx Favorite, 4 for 1c, 3b AA Cream Car's 3lb. 15 FRUITS Oranges Florida Russett. 2 Florida Bright. 2 Fancy Navel. 2 Extra Choice. 2 Late Valencia. 5 50 26 00 Seedlings. 2 Med. Sweets. 2 Jamaicas. 2 Rodi. 2 Lemons Verdell, ex foy 300. 2 Verdell, foy 300. 2 Verdell, ex cho 300. 2 Verdell, foy 300. 2 Call Lemons, 300. 2 40 Messinas 300. 4 00 5 00 Messinas 300. 4 00 5 00 Bananas Medium bunches. 1 50 22 00 Large bunches. 1 50 22 00 Foreign Dried Fruits California, Fancy. 2 Cal. pkg. 10 lb. boxes. 2 Extra Choice, Turk. 2 10 lb. boxes. 2 Fancy, Turk., 12 lb. boxes. 2 Pulled, 6 lb. boxes. 2 Naturals, in bags. 2 Figs Fards in 10 lb. boxes. 2 6 1/2 Fards in 60 lb. cases. 2 Hallow. 5 5 1/4 lb. cases, new. 2 Sairs, 6 lb. cases. 2 NUTS Almonds, Tarragona. 2 16 Almonds, Ivica. 2 Almonds, California, soft shelled. 15 1/2 16 Brazil. 10 Filberts. 13 Walnuts, Grenobles. 13 Walnuts, soft shelled. 13 California No. 1. 12 1/2 13 1/4 Table Nuts, fancy. 13 1/4 Pecans, Med. 10 Pecans, Ex. Large. 13 Pecans, Jumbos. 14 Hickory Nuts per bu. Ohio, new. 23 50 Cocoanuts, in sacks. 23 50 Chestnuts, per bu. 2 Fancy, H. P., Suns. 5 1/2 6 1/4 Fancy, H. P., Suns. Roasted. 6 1/2 7 1/2 Choice, H. P., Jumbo. 7 1/4 Choice, H. P., Jumbo Roasted. 9 1/4 Sp. Shld No. 1 w. 6 7	STONEWARE Butters 1/2 gal., per doz. 48 1 to 6 gal., per gal. 5 1/4 8 gal. each. 48 10 gal. each. 60 12 gal. each. 72 15 gal. meat-tubs, each. 1 12 20 gal. meat-tubs, each. 1 50 25 gal. meat-tubs, each. 2 12 30 gal. meat-tubs, each. 2 56 Churns 2 to 6 gal., per gal. 6 Churn Dashers, per doz. 84 Milkpans 1/2 gal. flat or rd. bot., per doz. 48 1 gal. nat or rd. bot., each. 5 1/4 Fine Glazed Milkpans 1/2 gal. flat or rd. bot., per doz. 60 1 gal. flat or rd. bot., each. 6 Stewpans 1/2 gal. fireproof, ball, per doz. 85 1 gal. fireproof, ball, per doz. 1 10 Jugs 1/2 gal. per doz. 56 1/4 gal. per doz. 42 1 to 5 gal., per gal. 7 Sealing Wax 5 lbs. in package, per lb. 2 LAMP BURNERS No. 0 Sun. 35 No. 1 Sun. 36 No. 2 Sun. 48 No. 3 Sun. 56 Tubular. 50 Nutmeg. 50 LAMP CHIMNEYS—Seconds Per box of 6 doz. No. 0 Sun. 1 50 No. 1 Sun. 1 72 No. 2 Sun. 2 42 Anchor Carton Chimneys Each chimney in corrugated carton. No. 0 Crimp. 1 62 No. 1 Crimp. 1 95 No. 2 Crimp. 2 66 First Quality No. 0 Sun, crimp top, wrapped & lab. 1 85 No. 1 Sun, crimp top, wrapped & lab. 2 00 No. 2 Sun, crimp top, wrapped & lab. 2 90 XXX Flint No. 1 Sun, crimp top, wrapped & lab. 2 75 No. 2 Sun, crimp top, wrapped & lab. 3 75 No. 2 Sun, hinge, wrapped & lab. 4 00 Pearl Top No. 1 Sun, wrapped and labeled. 4 00 No. 2 Sun, wrapped and labeled. 5 00 No. 2 hinge, wrapped and labeled. 5 10 No. 2 Sun, "Small Bulb," for Globe Lamps. 80 La Bastie No. 1 Sun, plain bulb, per doz. 1 00 No. 2 Sun, plain bulb, per doz. 1 25 No. 1 Crimp, per doz. 1 35 No. 2 Crimp, per doz. 1 60 Rochester No. 1 Lime (55c doz) 3 50 No. 2 Lime (75c doz) 4 00 No. 2 Flint (80c doz) 4 60 Electric No. 2 Lime (70c doz) 4 00 No. 2 Flint (80c doz) 4 60 OIL CANS 1 gal. tin cans with spout, per doz. 1 35 1 gal. galv. iron with spout, per doz. 1 60 1 gal. galv. iron with spout, per doz. 2 95 3 gal. galv. iron with spout, per doz. 3 50 5 gal. galv. iron with spout, per doz. 4 80 3 gal. galv. iron with faucet, per doz. 3 85 5 gal. galv. iron with faucet, per doz. 5 20 5 gal. Tilted cans. 7 00 5 gal. galv. iron Nacefas. 9 00 LANTERNS No. 0 Tubular, side lift. 4 75 No. 1 B Tubular. 7 25 No. 15 Tubular, dash. 7 25 No. 1 Tubular, glass fountain. 7 50 No. 12 Tubular, side lamp. 13 50 No. 3 Street lamp, each. 3 60 LANTERN GLOBES No. 0 Tub., cases 1 doz. each, box, 10c. 45 No. 0 Tub., cases 2 doz. each, box, 15c. 45 No. 0 Tub., bbls 5 doz. each, per bbl. 1 75 No. 0 Tub., Bull's eye, cases 1 doz. each. 1 25 BEST WHITE COTTON WICKS Roll contains 32 yards in one piece. No. 0, 3/4-inch wide, per gross or roll. 18 No. 1, 1/2-inch wide, per gross or roll. 24 No. 2, 1/4-inch wide, per gross or roll. 31 No. 3, 1/4-inch wide, per gross or roll. 53 COUPON BOOKS 50 books, any denomination. 1 50 100 books, any denomination. 2 50 500 books, any denomination. 11 50 1,000 books, any denomination. 20 00 Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge. Coupon Pass Books Can be made to represent any denomination from \$10 down. 50 books. 1 50 100 books. 2 50 500 books. 11 50 1,000 books. 20 00 Credit Checks 500, any one denomination. 2 00 1,000, any one denomination. 3 00 2,000, any one denomination. 5 00 Steel punch. 75

F. M. C. COFFEES

are always
Fresh Roasted

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.

Our Catalogue is "Our Drummer"

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

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

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

It has but one price and that is the lowest.

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

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

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

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

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

Butler Brothers

230 to 240 Adams St.,
Chicago

We Sell at Wholesale only.

Some Valid Reasons Why Hardware Dealers Must Co-operate.*

Organizations are almost as old as time and can be traced back to the early history of man. The ancient uncivilized and semi-civilized peoples were organized into tribes and had strict rules and regulations for the government of their members and later, for the government of the people and the regulation and protection of society, governments have been instituted among men; and whenever any set of people within these governments desired to accomplish any great reform or carry out any purpose for the betterment of mankind, they found it necessary to organize themselves into associations, so that they could work together for the common good.

The hardware men throughout the country have been and are still confronted with a condition of things which is ruinous to their trade—a condition which greatly handicaps them in their struggle with illegitimate competition. Commercial salesmen will call upon the druggist, jeweler and dry goods merchant and sell revolvers and cutlery; the tinware trade has been ruined by the common practice of selling to grocers and bazaars; stoves are handled by furniture and department stores; almost all the jobbing houses have special salesmen who call upon the factories, mill men, blacksmiths and contractors and are instructed to keep out of sight of the regular dealers; co-operative stores are being organized. These, with mail order and catalogue houses, curtail and limit the trade of hardware men generally. Hence the necessity for the organization of retail hardware dealers into an association, having for its object the correction of these evils, and I firmly believe that through our united efforts much good can be and has been accomplished. Manufacturers are already beginning to see that it is best to sell their output through the regular channels of trade and, through the influence of our National Association, certain lines of axes, saws, ice cream freezers, stoves, etc., are not sold to these demoralizers of trade; in fact, manufacturers and jobbers, generally, are advertising that they do not sell these people.

Having accomplished this much during our brief existence, we ought to feel encouraged to go on and continue the good work. I am, therefore, convinced that not alone our State, but our National organization should receive the hearty support of every retail hardware dealer in the country. Not only should we have state and National associations, but the dealers in every city and hamlet in our land should have a local organization. If there are but two dealers in a town, those two should meet together often and talk over business matters, compare views and thus become friends instead of bitter enemies, as many competitors are.

My experience has convinced me that one of the greatest evils we have to contend with to-day is the ruinous price cutting of competitors in trade. The best way to cure this evil is to organize locally, hold regular monthly meetings, rub against each other, get new ideas and thus become more friendly and have a better understanding as to the best way to deal with the evils of trade and maintain prices at a legitimate profit. To keep hardware business within hardware channels and call a halt to this

*Paper read at annual convention Michigan Retail Hardware Dealers' Association by A. Harshaw, of Delray.

ruinous cutting of prices ought to be the chief object of our organization. Therefore, our State and National organization should receive our individual efforts to increase our membership, until at least 75 per cent. of the retail hardware dealers of the United States are enrolled as members and thus become co-workers with us in the good cause. When we shall have reached that stage, we shall then be in a position to dictate to the manufacturers and jobbers such terms of protection as we are justly entitled to as retail dealers. This can and will be accomplished by careful and systematic work of our members.

In conclusion I would say that our achievements may seem small to some, yet enough has been done to appeal to every intelligent hardware dealer in our State to convince him that his own personal and business interests demand that he should put his shoulder to the wheel and become a working member of our organization. I firmly believe that the Michigan Retail Hardware Dealers' Association is destined to become one of the most energetic and progressive of our times.

Plenty of His Favorite Drink.

There was a big religious revival going on in a Texas town, conducted by Sam Jones, and he was stirring things up in that section of the world. The town was wrought up over his sayings. One day he found himself in possession of a bottle of good old wine, which had been sent to him as an evidence of good faith in a profession made by some man who had decided to quit the rum habit. Sam Jones had no use for the wine. In a jocular way he presented the wine to the newspaper crowd, telling the boys they might manage to get a little inspiration out of it. One of the boys, in writing a little skit about the thing, said Mr. Jones had given the wine to the boys of the press and had incidentally mentioned the fact that buttermilk was his favorite drink. The little town was the hub of the buttermilk belt. Enough milk was produced in that part of Texas to float the American navy. The newspaper notice had a marvelous effect. It brought forth the buttermilk, and it came in all sorts of quantities to the hotel where the evangelist was stopping. Buckets, bottles and cans and utensils of almost every kind were left at the eating place for the Georgian. Milk bells were ringing and milk wagons were rolling up to the place during all the day. I never saw so much buttermilk in my life. Sam Jones, if he had lived to be as old as Methuselah, could not have consumed the quantity of milk which had been hauled, carried and "toted" to the hotel by Texans who read the little squib in the newspaper about buttermilk being the favorite drink of the evangelist. Sam Jones was somewhat annoyed by the thing at first, but the funny part of the situation dawned on him, and, appreciating the good spirit of the offering, he got a good deal of fun out of it all.

Very Simple.

A rather simple looking lad halted before a blacksmith's shop on his way home from school, and eyed the doings of the proprietor with much interest.

The brawny smith, dissatisfied with the boy's curiosity, held a piece of red hot iron suddenly under the youngster's nose, hoping to make him beat a hasty retreat.

"If you'll give me half a dollar I'll lick it," said the lad.

The smith took from his pocket half a dollar and held it out.

The simple looking youngster took the coin, licked it, and slowly walked away whistling.

Certainly Had.

Wife—How could you give that cook a recommend after she drank up all your best whisky?

Husband—I merely said that she had a great deal that was good in her.

The Old, Old Story.

From the White Pigeon Journal.

Not long ago a shrewd traveling salesman, representing a wholesale grocery firm in Dayton, Ohio, arrived in town and at once began soliciting among farmers orders for groceries, claiming he sold nothing but first-class goods at wholesale prices, and that if the goods, upon arrival in carload lots, were not according to samples, they need not take them.

With this understanding some of our most well-to-do farmers invested quite freely. Orders sufficient for a carload of groceries solicited, the wily salesman set out for new fields of commerce. In due time, July 16, the carload for White Pigeon arrived. The people for miles around gathered about the car waiting impatiently for their turn to consummate, it seemed for the time being, the greatest bargain of their lives. But they did not get to the car in time enough to avoid the rush. Consequently they did not have sufficient time to inspect the goods as had been agreed upon by the advance agent. Everything was with a hurry and scurry; hurrah and hurrah—no time for anything except to exchange money for goods and hardly time to make the necessary change. And what do you think was the result of this hasty and imprudent way of doing business? Why, some of our best financiers paid 64 cents a pound for tea they can buy in White Pigeon for 30 cents a pound, and paid 38 cents for spices they can buy in this place at 30 cents a pound.

But this is not all: A food inspector has been here, and has sent some of these goods of an inferior quality to Lansing to have them analyzed, believing that some of these goods have been sent into this State in violation of our pure food laws, and that the arrest of the perpetrators will yet take place.

Heroic Measures.

Dr. Pills—How did you manage to collect the bill that Closefist owed you?

Dr. Squills—I told him that if he didn't pay, I would advise his wife to go to Europe for her health.

Not Worth While.

The Agent—I think you will like the house, madam, when you see it. There is a clothes press or wardrobe in almost every room.

Madam—No, I guess 'tain't worth while. Clothes presses and wardrobes are good enough in their way, I suppose; but, after all, what is a house without closets?

Equine Marvels.

"I saw an account in the paper the other day of a horse that eats meat."

"Well, I never saw a horse eat meat, but I have seen one running for a stake."

You ought to sell

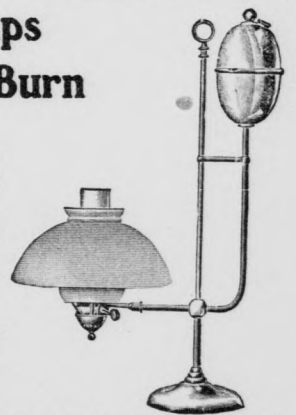
LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

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.

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.

The Good Food

Cera Nut Flakes

Is not recommended to CURE consumption, rheumatism, toothache, etc., but the people who use it soon recover from all their ailments. Made from nuts and wheat—Nature's true food.

National Pure Food Co., Ltd.

Grand Rapids, Mich.

ANOTHER FRAUD.

Edward Fay & Co., of Detroit, in the Swindlers' Column.

The Tradesman is in receipt of the following letter from a valued subscription patron:

Thanks for your kind favor of Aug. 4. Although I had gotten posted about the Crystal Creamery Co., my thanks are due you. There is, however, a firm, or professed firm, in Detroit that may be a relative of the Crystal Creamery Co.—Edward Fay & Co., 387 Russell street. They sent me a circular dated July 11, wanting dairy butter—No. 1 at 18c, No. 2 at 16c, off grades at 14c. I answered their circular and they phoned me and bargained for some butter at 15½c cash. I sent them 8 tubs, amounting to \$76.06 and, although I have written them several times since I sent the bill, I don't get any reply. Yesterday I made a draft on them for the amount. Their circular came about a week before the Crystal Creamery Co.'s card. Is there some connection?

The Tradesman has no means of ascertaining whether there is any connection between the Crystal Creamery Co. and Edward Fay & Co. The latter firm is evidently quite as dangerous as the former, judging by the record of the house and the man who is in charge of the business.

The firm of Edward Fay & Co. is reported to be composed of Edward Fay and George White, neither of whom have any considerable amount of money invested in the business. Fay appears to be a new man in Detroit, his name appearing for the first time in the 1902 directory. Parties next door to his place of business do not know of ever having seen a man by the name of Fay, and it is possible that both Fay and White are creatures of the imagination, invented in the fertile brain of Samuel M. Tucker, who has been repeatedly exposed by the Tradesman as a swindler and who appears to bob up serenely at frequent intervals under assumed names and cognomens. It will be remembered by readers of the Tradesman that Tucker has done business under the style of the Crawford Produce Co., the Union Fruit & Grain Co., the Manhattan Fruit & Grain Co., the German-American Fruit & Grain Co., the Tucker Produce Co. and the A. B. Clark Co.

There are about a dozen unsatisfied judgments recorded against him in the Justice Court of Detroit, and his business methods have long been the subject of criticism. At the present time he is said to be under bond for misuse of the mails.

In addition to being exposed repeatedly by the Tradesman as a swindler, Tucker has had considerable trouble with the police department of Detroit on account of his crooked dealings, and it is not an unusual thing for him to be taken on a body execution for debt. It is unfortunate that the legitimate commission merchants of Detroit do not take up the matter as a body and rid the city of a scoundrel who has brought disrepute on the market so many years and subjected the shippers of Michigan to so much loss and annoyance. The Tradesman believes that it is a duty they owe their market to do this.

Since the last issue of the Tradesman, two letters have been received relating to the exposure of the Crystal Creamery Co., as follows:

Aug. 9.—I will have to plead guilty to being one of the suckers that bit on the quotation from the Crystal Creamery Co. to the tune of \$52.80. I had been informed by a party, who claimed to know them, that they were all right, but found that they were not the parties he

took them to be. Thanks for your trouble.

Aug. 11.—I wish to add my testimony to those who are commending the Tradesman for its courage and energy in warning the country shippers of the State to beware of the Crystal Creamery Co. It is one thing to be in possession of information and disseminate it when called upon to do so and another thing to publish the information so promptly that it will be to the monetary advantage of the recipient. That's why I like the Tradesman's way of handling fraudulent schemes. Instead of waiting until after the losses are sustained and the swindlers have evaporated, it comes out boldly at the very inception of the scheme, warning its customers in plenty of time to profit by the exposure. I confess I have sometimes wondered whether the Tradesman is not a little too fast to condemn a house on slight provocation, but the fact that the parties either skip out or find themselves behind prison bars on charges preferred by the Tradesman convinces me that the Tradesman's judgment is better than my own in these matters and that when the Tradesman warns the trade against a house I will be money ahead if I let it alone. If I had some one to post me on whom to credit and whom to refuse credit who is as incapable of making a mistake as the Tradesman appears to be, I would feel that business was a pleasure and life one grand gala day.

The Boys Behind the Counter.

Port Huron—Albert Van Loven is now connected with Davis Bros.' grocery store.

Quincy—Ed. Howe has taken a position as clerk in Branch & Co.'s store, at Coldwater.

Manistee—Geo. Woodrow and Wm. Tracy have been engaged to clerk in the new clothing store to be opened under the management of E. E. Bidleman.

Boyne Falls—E. L. Sargent has been engaged by L. A. Moon to manage the drug store he will open here about Sept. 20.

Stockbridge—Elnathan Skidmore is clerking for the Fletcher & Hall Co. Henry Heying has resigned his position, to which Cassie Cain has succeeded.

Port Huron—A. J. Robinson has resigned his position in the office of the Boyce hardware store.

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.

BARGAIN—BAKERY, GROCERY, ICE cream and soda business in a good town of 700; store building, living rooms, well, cistern, ice house, etc.; pays well; write Box 192, Waldron, Mich. 670

FOR SALE—ONE NEW NATIONAL CASH register, latest improved style. Will sell at a bargain now. Address Zo-a-Phora Company, Kalamazoo, Mich. 669

FOR SALE—CLEAN STOCK OF JEWELRY, fixtures and tools, aggregating \$2,500, in growing town in rich farming district. Established trade, mostly cash. Terms reasonable. If you mean business, write for particulars. Address No. 661, care Michigan Tradesman. 661

FOR SALE—A GOOD PAYING DRUG store in a growing town of 1,000 population in North Central Indiana; one other drug store; cash sales in 1901, \$8,335; stock and fixtures will invoice about \$2,500; only soda fountain in town; will sell for invoice; a good chance. Address No. 676, care Michigan Tradesman. 676

FOR SALE—MY GENERAL STORE stock and fixtures for \$2,000 cash. Did \$15,000 worth of business last year. Best of reasons for selling. This is certainly the best bargain in the State. Call or write at once. J. E. C. Farnsworth, Wexford county, Mich. 663

FOR SALE—A CLEAN \$6,500 STOCK of staple dry goods, ladies' and gents' furnishings and children's clothing; also store fixtures; stock only one year old. Best location in town. Long lease. Want cash or good paper. Address Max M. Savian, Petoskey, Mich. 667

WANTED—GOOD LOCATION FOR hardware. Address 434 Lockwood St., Alpena, Mich. 666

FOR SALE—ESTABLISHED CASH grocery business in hustling town of 1,200. Stock inventories about \$1,200. Owner has other business and must sell at once. Address No. 663, care Michigan Tradesman. 663

FOR SALE—DRUG STORE, MAIN street; fine location; large trade; owner in feeble health. Druggist, Box 255, Madison, Ind. 662

FOR SALE—A \$1,600 STOCK OF BAZAAR and dry goods; a great chance; live Central Michigan town of 1,500 inhabitants; best location; 3 year lease; a cash bargain. Address No. 665, care Michigan Tradesman. 665

FOR SALE—MARBLE AND GRANITE business in a growing Michigan City of 4,000 inhabitants; only stock in city; satisfactory reasons for selling. Address No. 660, care Michigan Tradesman. 660

FOR SALE—FARM, 300 ACRES, 240 under cultivation, one-half cash, one-half general merchandise, smooth valley land; two frame dwellings, outbuildings, wells, cisterns, ponds, apple, peach trees—a farm home—1½ miles from railroad station; \$65 per acre. Address I. N. Becker, Conway, Mo. 659

FOR SALE—MEAT MARKET AND GROCERY; nice business; good town; good reason for selling; invoice \$2,000; also an up-to-date restaurant and bakery; only one in town. J. H. Graham, Fremont, Ind. 658

WANTED—STOCKS OF GENERAL MER-chandise, for which I will pay spot cash. Must be cheap enough to enable me to move them. F. L. Orcutt, Beulah, Mich. 657

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—BAKERY, CONFECTIONERY and ice cream business with new brick building; good chance for right man; satisfactory reason for selling. Address Box 560, Howell, Mich. 652

FOR SALE—BRICK STORE BUILDING, 22 x60 feet, with frame addition on back, 22x40 feet, two stories, with living rooms above. For particulars address J. L. Farnham, Mancelona, Mich. 640

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 900; 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, \$9,986. 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 BUSI-ness, 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; reason for selling, trade mostly cash; reason for selling, all 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

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—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 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 FIX-tures; stock will invoice about \$600. Will take \$1,000 if sold soon. Address 623, care Michigan Tradesman. 623

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—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 unencumbered real estate in Grand Rapids. Address No. 634, care Michigan Tradesman. 634

HELLO, BROTHER GROCER AND EVERY-body 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 \$1,500; located in live town on railroad in good farming locality; must be good section for farm produce, such as hay, grain, live stock and poultry. Address No. 635, care Michigan Tradesman. 635

FOR SALE—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

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

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

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

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

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

THREE VACANT LOTS IN GRAND Rapids, free of incumbrance, to exchange for drug, grocery or notion stock. Address No. 485, care Michigan Tradesman. 485

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

FOR SALE—COUNTRY STORE AND dwelling combined; general merchandise stock, barn, custom saw mill and feed mill, with good patronage; Citizens local and long distance telephones in store; bargain for cash. Reason for selling, must retire. For particulars call on or address Eli Runnels, Corning, Mich. 474

FOR SALE—MOSLER, BAHMANN & CO. fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—16½ inches high, 14 inches wide and 10 inches deep. Will sell for \$50 cash. Tradesman Company, Grand Rapids. 368

FOR SALE CHEAP—SECONDHAND NO. 4 Bar Lock typewriter, in good condition. Specimen of work done on machine on application. Tradesman Company, Grand Rapids. 465

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

MISCELLANEOUS

WANTED—DRUG CLERK; REGISTERED assistant preferred. Reburn, Druggist, Main and Rose, Kalamazoo, Mich. 664

WANTED—EXPERIENCED DRY GOODS saleslady; references required; state salary wanted. Address Kohlenstein Bros., Otsego, Mich. 660

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

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