

# MICHIGAN TRADESMAN

Nineteenth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 20, 1902.

Number 987

## 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

## Commercial Credit Co., Ltd.

Widdicombe Building, Grand Rapids  
Detroit Opera House Block, Detroit

Good but slow debtors pay  
upon receipt of our direct de-  
mand letters. Send all other  
accounts to our offices for collec-  
tion.

## Tradesman Coupons

### IMPORTANT FEATURES.

Page.

2. Eighth Annual Meeting Michigan Re-  
tail Hardware Dealers' Association.
4. Around the State.
5. Grand Rapids Gossip.
2. Getting the People.
8. Editorial.
9. Cultivate the Consumer.
12. Shoes and Rubbers.
14. Dry Goods.
15. Another Swindle.
16. Butter and Eggs.
17. Fruits and Produce.
19. The New York Market.
20. Woman's World.
22. Clothing.
24. Clerks' Corner.
25. Commercial Travelers.
26. Drugs and Chemicals.
27. Drug Price Current.
28. Grocery Price Current.
29. Grocery Price Current.
30. Grocery Price Current.
31. Mutual Insurance.
32. Meeting Pharmaceutical Association.

### THE MERCANTILE PICNIC.

The merchants' picnic which the  
grocers, butchers and other storekeepers  
of Grand Rapids, Kalamazoo, Grand  
Haven, Muskegon and other Michigan  
cities have been in the habit of holding  
nearly every year have a wider signifi-  
cance and greater usefulness than those  
with which they are ordinarily credited.  
To many people the merchants' picnic  
is merely a day off, a gala day with no  
after effects but a few headaches and  
many tired feet.

But such a day is more than a holi-  
day and freighted with greater good to  
the particular community in which it  
occurs than even its projectors often  
dream. Its benefit is greater to the par-  
ticular locality in which it takes place  
than any other day in the year. There  
are no exceptions. New Year's day  
prompts serious thoughts of the future  
and of future actions. Washington's  
birthday instills in our minds a desire  
to follow a glorious example. Independ-  
ence day carries much good under its  
glamor and artificial patriotism.

These, however, are national holi-  
days, celebrated the same everywhere  
in every clime where the stars and  
stripes float and the English, yea, the  
American, language is spoken. But  
when the merchant closes his doors and  
says, "This day I will let the race for  
commercial gain sweep by while I pause  
and enjoy this wealth of greater riches  
that God has given me out in the green  
woods, under the bright sky and beside  
the blue waters;" when the manufac-  
turer, at the merchant's invitation,  
checks his busy engines and stops his  
revolving wheels and joins with the  
merchant in his day of recreation, then  
the effect on the community is much  
more profound than on the ordinary  
holiday.

The one criticism that foreigners have  
been able to make concerning the  
American people—and make it stick—is  
that we are too commercial. They say  
we worship the Almighty Dollar. Wor-  
ship is hardly the word, for, when a  
man worships, he falls down and no  
American ever fell down in the presence  
of a dollar, unless he was a professional  
aeronaut. The most peculiar feature of  
this race for coin characteristic of the

American people is that we want it for  
the very opposite purpose from that  
with which the foreigner credits us  
when he sees us engaged in the great  
American free-for-all for money. We  
want it to spend. The American peo-  
ple are among the best spenders in the  
world. No race of people, unless it is  
the French, spend a larger percentage  
of their earnings.

Taking into consideration the dispo-  
sition of the American to get busy in  
the pursuit of the dollar, one sees the  
first effect of the merchants' picnic.  
The manufacturer, the artisan, the pro-  
fessional man suddenly discover that  
there is one class of men willing to  
make some sacrifice to give their em-  
ployes a holiday, to mingle with their  
neighbors and to spend a summer day  
with their families. Their respect for  
the merchant is suddenly increased.  
"Here," they think to themselves, and  
therefore deeply, "is one man who is  
not so wrapped up in the commercial  
race but that he is willing to sacrifice  
the chance of making a few dollars to  
help himself and his men and us to a  
greater enjoyment of life."

It has a greater effect than mere ex-  
ample, however. The merchant does  
not let it rest at that. He goes to the  
manufacturer, the artisan and the pro-  
fessional man. He says to the manu-  
facturer, "Stop your busy wheels;" to  
the artisan, "Lay aside your tools," and  
to the professional man, "Put away  
your book and pen and let us go out  
into the fields together." If the mer-  
chant went to the manufacturer and  
said, "Let us have a holiday. You  
shut down your mill, but I will keep  
open my doors and gather in the shekels  
of the idle men of your mill that will  
be turned upon the street," his propo-  
sition would not be received with great  
favor. But he leads, not directs. The  
others catch his spirit. The merchant  
makes the manufacturer realize that he  
can shut down for a day without finan-  
cial disaster, the artisan that his handi-  
work can wait a day and be the better  
for refreshed nerves and the profes-  
sional man that, while the arm grows  
tired and the legs weary with outdoor  
exercise, the brain rests.

We speak of the merchants' picnic  
in its idealistic form. We have pic-  
nics; but not always do the manufac-  
turer and the others join with us. They  
are coming more and more to do so,  
however, and it serves to illustrate the  
value of the day to its particular com-  
munity. The season of picnics is pass-  
ing and advice is tardy now, but when  
you get up your picnic next year, mer-  
chant friends, do not content yourselves  
with merely closing your own doors.  
Send a good aggressive committee to  
the men who own the mills and the  
factories and tell them that this is not  
your day merely, that it is for the whole  
town, and that you want them to stop  
their engines that the people may join  
with you in a day of pleasure. You  
will not get them all on your list next  
year, but you will get some of them,  
and the next year you will get more. In  
time your merchants' picnic day will

come to be the day of the year in your  
town.

The importance of the merchant in  
the community is increased by these  
events. During the year, unless a mer-  
chant gets mixed up in a lawsuit,  
which is expensive amusement and poor  
advertising, the public is apt to forget  
that he is anything more than a living  
cash register with a white apron on. We  
say it with no disparagement to adver-  
tising that the more he advertises the  
more this idea becomes prevalent. The  
public comes to be more interested in  
Smith's prices than in his opinions and  
gradually to get the idea that Smith  
himself is more interested in Smith's  
prices than Smith's principles. They  
will begin to think that he does not  
bother himself with problems of com-  
munity interest, but rather more with  
how to get the trade. In fact, they  
will think he is absorbed entirely with  
this race for commercial gain to which  
reference has already been made.

The merchants' picnic disabuses the  
public mind of this idea. The public  
suddenly discover that the merchant is  
a living, breathing person like its indi-  
vidual self and its respect for and inter-  
est in the merchant are accordingly in-  
creased. No one likes to think of him-  
self as considered by his neighbors as  
something on the outer fringe of the  
community life—a something to supply  
its temporal needs in exchange for  
money, but little interested in it aside  
from its commercial possibilities. The  
merchants' picnic, although in itself a  
frolic, serves to clothe the merchant  
with more dignity as a factor in the  
community and to bring to him those  
associations with other people that in  
a large degree form our happiness in  
life.

A charge frequently made nowadays  
against ministers is that they do not get  
in touch with the people. A minister  
residing in Carthage, Mo., does not in-  
tend that this criticism should apply  
to him. He is spending his vacation  
working in a railroad construction gang.  
One day he mows weeds, the next he  
drives a mule team, hauling stones, and  
so on. If no partiality is shown him,  
his touch with the working classes by  
the end of his vacation should be very  
close indeed. It may be remarked that  
his remuneration will be about the same  
as he would have received from his  
church, judging from the average wage  
paid ministers in these times.

Summarized reports of the annual  
meetings of the State associations of  
druggists and hardware dealers appear  
in this week's paper. Both meetings  
seem to have been fairly well at-  
tended, yet the reports of the officers  
show that less than 10 per cent. of the  
merchants who are benefited by such  
organizations maintain membership  
therein. One of the most discouraging  
features connected with organized effort  
among retail dealers is the apathy of a  
large percentage of the men who should  
be most actively identified with local  
and state organizations.



## EIGHTH ANNUAL MEETING

## Of the Michigan Retail Hardware Dealers' Association.

The eighth annual convention of the Michigan Retail Hardware Dealers' Association was called to order by President Minnie at the Hotel Cadillac, Detroit, Wednesday morning, August 13.

The following committees were appointed:

Credentials—C. E. Pipp, Otsego; A. J. Scott, Marine City; Chas. Harris, Detroit.

Resolutions—J. J. Potter, Alpena; Frank McLean, Jackson; E. D. Foote, Flint.

Constitution and By-laws—E. S. Roe, Buchanan; J. B. Sperry, Port Huron; F. Brockett, Battle Creek.

Question Box—A. Harshaw, Delray; Walter Bates, Lenox; Chas. Webber, Ionia.

Resolutions on the death of Senator McMillan—Henry C. Weber, Detroit; G. E. Bishop, Dowagiac; T. F. Ireland, Belding.

A letter was read from the Detroit Hardware Jobbers' Association, inviting the members to join with them on a trip up the St. Clair River Friday afternoon and to partake of supper at the Old Home Club. This invitation was enthusiastically accepted by the members.

## Wednesday Afternoon.

At the opening of the afternoon session the committee appointed to draft suitable resolutions on the death of Senator McMillan reported as follows:

Whereas—Death has taken from us Hon. James McMillan, who was at one time a hardware merchant and later a manufacturer, ship and railroad owner in the city of Detroit and U. S. Senator from Michigan; therefore be it

Resolved—By the Michigan Retail Hardware Dealers' Association in convention assembled that by this death Michigan has lost one of the most enterprising and foremost citizens, commendable to all. We bow to the inevitable and offer our deepest sympathy to country, State and city he served so well, and to his family in their bereavement.

The report was adopted.

President Minnie then read his annual address, which was replete with observations and suggestions pertinent to the trade.

The annual report of the Treasurer showed a balance on hand of \$350.06.

The report of Secretary Weber was a review of the work of the organization since he undertook the duties of the office. The suggestions were timely and pertinent.

A. Harshaw, of Delray, then read a paper on the advantages of organization in the hardware trade, which was published verbatim in last week's issue of the Tradesman.

John Popp, of Saginaw, read a paper on Mutual Fire Insurance, which is published elsewhere in this week's paper.

H. C. Weber addressed the convention at some length, setting forth the concessions which have been secured through organization and describing the moral advantages of unity of action in the following terms:

Organization has raised the standard of the hardware business. Imbued with the spirit of expansion that has taken hold of the people of our country, it has aroused in hardware men a purpose to expand their ideas of life, of business and of methods. Each dealer has learned from his fellow members something that has made him conduct his business on better lines. It has taken him from his own rut and carried him into broader channels. It has made the unenterprising more aggressive, and the imprudently venturesome more con-

servative. It has fostered in its members a high regard for the interests of the customer, and has helped him to study his wants. It has taught, not only as a sound principle of morality, but as an essential to honest success, that it is of the utmost importance for the dealers always to bear in mind the customer's side of the transaction. It has educated the hardware man to displace cheap and trashy goods entirely by higher quality and standard of manufacture; to leave low and condemned grades to be handled only by peddlers and cheap department stores and to appeal for the trade of those patrons whose minds have been trained rather to the highest ideas of economy and merit than to quantity and cheapness.

Mr. Weber vigorously opposed the project of organizing a mutual fire insurance company among the hardware trade and his ideas were just as vigorously combatted by I. A. Sibley, of South Bend, A. R. Barrett, of Union City, and H. G. McCormick, of Centralia, Ill.

J. H. Whitney, of Merrill, was down on the programme to deliver a paper on the subject, My Faults in Business as Others See Them. Mr. Whitney informed the Secretary that, on account of the serious illness of his wife, he would be unable to be present, but enclosed his paper on the above subject, asking that it be read by some delegate to the convention. T. Frank Ireland delivered the paper, which will be published verbatim in next week's issue of the Tradesman.

## Thursday Forenoon.

Hon. Wm. Alden Smith addressed the meeting at some length in his usual eloquent manner.

Robert G. Chandler, of Coldwater, read a paper on the Best Methods of Conducting a Retail Hardware Store, which will be published next week.

B. F. Schumacher, of Ann Arbor, read a paper on the Retailer's View of a Jobber Who Retail, which will appear in next week's paper.

I. A. Sibley, of South Bend, complimented the speaker and said that it was the most practical paper he had ever listened to, stating that the subject dealt with was the most important subject now before the hardware trade. A lengthy discussion resulted and many delegates reported that they were experiencing much difficulty in dealing with this pernicious practice which is employed by some jobbers.

In some towns retailers have gotten together and have refused to buy of jobbers whose travelers sold to others than to the retail trade. Wherever this had been done jobbers had come to time and had respected the rights of the retail merchant by refusing to sell to any but the legitimate hardware trade.

John Popp, of Saginaw, said that through their local organization the jobbers had been brought to respect the rights of the retailer and no goods were sold by them except to the retail trade in the city, whereas before the formation of their organization jobbers had secured one-third of the retail business of the city.

A. Harshaw, of Delray, moved that the Executive Committee draft a circular to the jobbers of the United States who sell in this territory, asking them to respect the rights of the retailer and threatening to withdraw the patronage of the members of this Association from any concern which in the future is caught selling goods to anybody but a legitimate hardware dealer. The motion was carried.

R. G. Chandler, of Coldwater, stated that before he joined the organization

he thought that it was for social purposes merely, but that since his connection with the Michigan Association he had begun to realize the practical benefits which the members derive from their membership.

## Thursday Afternoon.

President Minnie appointed the following Nominating Committee: John Popp, Saginaw; J. B. Sperry, Port Huron; J. J. Potter, Alpena; G. E. Bishop, Dowagiac; L. Whittenack, Tecumseh.

H. G. Cormick, President of the National Association of Retail Hardware Dealers, was then called upon and read a paper setting forth the aims and objects of his organization.

Hon. B. A. Nevins, of Otsego, read a paper on Consumer vs. Retailer, which is published in full on the ninth, tenth and eleventh pages of this week's paper.

The Committee on Constitution and By-laws recommended certain amendments, which were adopted.

The following resolution was unanimously adopted:

Whereas—There is pending before Congress a bill for the establishment of a parcels post, we, the Michigan Retail Hardware Dealers' Association, believing that this measure is detrimental to the legitimate trade of the country, desire to place ourselves on record as opposed to such bill; therefore be it

Resolved—That we enter our earnest protest against the passage of said bill.

Resolved—That a copy of this resolution be sent to our representatives in Congress, urging them to use their best endeavor to prevent the passage of said bill.

The Question Box was then opened and the following are some of the subjects discussed by the members:

1. Does this Association consider the advance in stoves warranted?

The opinion of the members was that it made little difference what they thought about the matter; the higher prices had come and were here to stay.

2. Can a cash business be successfully conducted in a small town?

Opinions were very much diversified on this question, some being positive that it could be done, while others were equally positive that it could not.

3. What benefits does the retailer receive from the State Association?

The many benefits spoken of in the Secretary's report and in Mr. Cormick's paper were referred to in answer to this question.

4. Can a city enforce an ordinance exacting a fee from peddlers or from parties taking orders for future delivery?

The member who asked this question stated that representatives were peddling a special line of sad irons in his town for future delivery at \$1.98. Another delegate stated for the benefit of the questioner that when these peddlers had come to his town he had secured a supply of sad irons as near as possible like those sold by the peddler and had advertised them at \$1.25. The peddlers had immediately left the city as a result of this action.

5. Do the hardware dealers believe that any benefits are derived from trading stamps?

Those who have had experience with trading stamps stated that they were not at all satisfactory, as they brought very little new business, but amounted to a discount of 5 per cent. on all goods sold.

6. How can we prevent the jobbers of glass from selling direct to consumers?

As this subject was fully discussed on

Thursday morning no further discussion was indulged in.

7. Is there any disadvantage in closing at 7 p. m. or in early closing?

All the members who spoke on this subject except the questioner stated that since inaugurating a policy of closing early, say 6 o'clock, 6:30 or 7, they found that their trade was entirely satisfied and no business was lost as a result of the early closing.

The Nominating Committee recommended the following as officers for the ensuing year:

President—T. Frank Ireland, Belding.

Vice-President—John Popp, Saginaw. Secretary—A. J. Scott, Marine City. Treasurer—H. C. Weber, Detroit.

Executive Committee—J. B. Sperry, Port Huron; F. A. Turner, Caro; F. S. Carleton, Calumet; J. G. Patterson and Seth Hunt, Detroit.

The report of the Nominating Committee was received and accepted and the Secretary was instructed to cast a ballot on behalf of the Association for each of the nominees. This was done and the above list of officers were duly declared elected.

The new officers were escorted to their positions and each thanked the Association for the honor conferred upon them.

As there was no further business to be transacted, the convention adjourned, but before doing so, by a rising vote, the members present requested the Executive Committee to arrange to hold the next convention at Detroit, and this will probably be done.

The meeting adjourned until 2 p. m. Friday, when the delegates accepted the invitation of the Detroit Hardware Jobbers' Association and took a trip up the St. Clair River by special steamer, enjoying a vaudeville entertainment on the boat and an excellent supper at the Old Club, returning to the city at 10:30, at which time they separated, every one acknowledging that the eighth annual convention of the Michigan Retail Hardware Dealers' Association was one of the most helpful and practical meetings ever held by the Association.

## Pistols Rented For Ten Years.

Spartanburg, S. C., Aug. 15—Dealers throughout the State have hit upon an ingenious way of evading the new pistol law which went into effect on July 1. By a recent act of the Legislature it is against the law to sell or offer for sale a pistol less than twenty inches in length or of weight less than three pounds, which meant in the original purpose the non-sale of the firearm. But dealers have taken advantage of the fact that the statute says nothing concerning the leasing of a pistol to any one who may be desirous of possessing the weapon. The following advertisement appears in one of the papers of Spartanburg:

"The new pistol law prohibits the sale of pistols. Call at my store and I will rent you one for any length of time."

The time for which a weapon is leased or rented is ten years, which amounts to practically a sale. A pistol worth \$8 is transferred to the lessee for eight years. There seems to be a consciousness on the part of the buyer that the pistol is not to be retransferred even at the expiration of the lease and that the transaction settles the matter.

## Removing Temptation.

Mother—Gracious! Stop that noise up there, Willie, didn't I tell you not to pull that cat's tail again?

Willie—I ain't pullin' it, ma.

Mother—You must be, or the cat wouldn't scream so.

Willie—No, I ain't. I'm jest cuttin' its tail off short, so I can't pull it any more.

# Royal Baking Powder

## ABSOLUTELY PURE

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

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



## Around the State

### Movements of Merchants.

Freeland—Touff Bros. succeed Rutowitz & Touff in general trade.

Adrian—Kipp & Knight have purchased the meat market of R. J. Clegg.

Shelby—Mrs. D. DeGroot has purchased the millinery stock of Mrs. C. E. Abraham.

Union City—The Union Grocery Co. continues the grocery and meat business of W. E. Clifford.

Detroit—Louis Goldstein has removed his stock of men's furnishings and dry goods to St. Clair.

Jackson—M. M. Griffin will succeed Griffin & Co. Sept. 1 in the cloak, mitten and hosiery business.

Pinconning—Louis Landsberg has sold his stock of dry goods, clothing and shoes to N. Newman & Co.

Jackson—Carl G. Trumble has doubled the capacity of his drug store by enlarging his floor space.

Mt. Clemens—Richard G. McMillan is succeeded by R. G. McMillan, Limited, in the furniture business.

West Branch—Edward H. McGowan, the hardware and implement dealer, has begun the erection of a block of four stores.

Dowagiac—Tobias Bros. is the new style under which the mercantile business of Michael Tobias will be continued.

Saranac—Glen B. Flemming has purchased the Manly store business at Dilline and has placed Archie Lyle in charge.

Alma—C. E. Trescott has engaged in the handling of country produce under the style of the Alma Fruit and Produce Co.

Butternut—Wamsley & Mason have purchased the store building of Joseph D. Van Sickle and will occupy it with their grocery stock.

St. Charles—G. Goodrich has sold his jewelry stock and store building to J. M. Mertz. He will continue the undertaking business.

Winn—W. C. Perkins has sold his drug stock to A. E. Stickley, who has clerked the past year for L. D. Mills, the Coopersville druggist.

Vicksburg—C. M. Beebe has purchased the interest of J. A. Smith in the feed store and mill business of Van Tassel & Smith. Mr. Smith will remove to Battle Creek.

Tekonsha—H. B. Williams has sold his grocery stock to Wolf & Clark, who will remove it to the rear of their dry goods store as soon as a 20x39 foot annex can be made thereto.

Owosso—The Johnson Grocery Co. has purchased the shoe stock of J. T. Walsh, which is situated next door to the grocery. The business will be continued at the same location.

Bay City—For the second time within a year the Harry N. Hammond Seed Co. has reorganized, increasing its capital stock to meet the demands of its business from \$40,000 to \$100,000.

Hastings—Wm. H. Goodyear writes the Tradesman that the contemplated sale of his drug store to the Maywood Drug Co. was not consummated and that the old hand is still at the helm.

Port Huron—The proprietors of 260 stores, factories and manufacturing industries agreed to close up to-day, the date of the annual outing of the Merchants & Manufacturers' Association.

Durand—Local merchants have organized and resolved to advertise in newspapers only. Heretofore, like some

other merchants, they advertised in opera house programmes, fence corners, or any old scheme, but now they are after the trade and will advertise in newspapers only.

Hastings—Phin Smith, one of the oldest and most prominent business men of this place, has sold his general merchandise stock to George C., Walter and Jack Wright, who will continue the business under the style of Wright Bros.

Houghton—Frank Siller has purchased the interest of his brother, Edward, in the grocery business of Siller Bros., and will continue the business in his own name. The retiring partner has been selected as manager of the new hotel at Freda.

Constantine—H. B. Sykes & Co., of Elkhart, Ind., are remodeling the store building adjoining their present location, thus giving them a frontage of three stores and larger floor capacity for the better display and arrangement of their dry goods business.

Owosso—G. M. D. Legg, of Boston, who for the past two years has conducted the poultry business on Corunna avenue, has purchased the Thomas cidemill property and transformed it into a model building. Frank Pond is in charge of the business at this place.

Manton—The Williams Bros. Co. has decided to close out its merchandise stock and discontinue in the merchandise trade under the present organization. It is the intention, however, to reorganize and continue the business under a different firm name.

Detroit—The stockholders of the Preston National Bank have received circulars to the effect that a dividend of 20 per cent. on the capital stock of \$700,000 will be paid on Aug. 20. This will amount to about \$140,000. It is expected that this dividend will be followed by another within a comparatively short time.

Detroit—Geo. H. Caswell, for fifteen years manager of the men's furnishing department for J. L. Hudson and for the past four years in a similar capacity with R. H. Traver, will open a men's furnishing goods store about October 1 at 11 Wilcox street, University building, just off Woodward avenue, immediately in the rear of Gray & Worcester's drug store.

Vicksburg—O. B. Dunning has presented his son with a half interest in his drug business, which will hereafter be conducted under the style of O. B. Dunning & Son. The junior partner, Fred R. Dunning, has managed the drug store of Susie A. Martin, at Holland, for the past three years, where he made a record as a close buyer and conscientious prescriptionist.

Kalamazoo—O. A. Nichols, a Battle Creek druggist, committed suicide at the American House here Aug. 17 by inhaling chloroform. On the way to his room he joked with the clerk and seemed in the best of spirits. At noon the next day Nichols was found in his room dead. Pressed closely to his nostrils was a plain linen handkerchief, upon which he had poured several ounces of chloroform. He had been employed by Amberg & Murphy, at Battle Creek, but left their employ about a week ago. Nichols was addicted to the liquor habit and frequently while under the influence of intoxicants would take small quantities of chloroform. Last spring he was found in a room at the Arlington Hotel in this city nearly dead from the effects of an overdose of the drug.

### Manufacturing Matters.

Hillsdale—The Hillsdale Fence Co. is considering removal to Saginaw.

Jackson—The Jackson Sleigh Co. has increased its capital stock from \$10,000 to \$50,000.

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

Crystal Falls—The capital stock of the Crystal Falls Woodenware Co. has been increased from \$10,000 to \$40,000.

Port Huron—The stockholders of the Aikman Bakery Co. have voted to increase the capital stock from \$30,000 to \$50,000.

Cassopolis—The Cassopolis Manufacturing Co., manufacturer of grain drills, has increased its capital stock from \$50,000 to \$60,000.

Carson City—Geo. M. Jones & Co. have sold their grist mill and milling business to Lyon & Daniels who will continue the business.

Port Huron—The Port Huron Salt Co. now has a monthly output of 50,000 barrels of salt. The business has doubled under the new management.

Thompsonville—The International Chemical Co. has purchased the F. C. Desmond coal kilns south of town. Additional kilns will be erected by the new proprietor.

Detroit—F. E. Wadsworth is practically the sole owner of the Michigan Steel Boat Co., having purchased the stock held by C. G. and L. H. Bullard and A. E. Chambers. He will build a large addition to the plant.

Houghton—F. R. Steele, of St. Louis, has undertaken the establishment of a creamery at this place. It is estimated that there are 200 farmers in this section of the country who would contract for the supply of milk with this creamery.

Battle Creek—The Selby Vance Co., Limited, has been organized with a capital stock of \$75,000 to engage in the manufacture of "Queen of Tarts." The officers of the new concern are Bernard J. Onen, Chairman; H. Selby Vance, Secretary; Dr. Henry W. Harvey, Treasurer.

Bay City—The Bay City Knitting Co. has purchased from the First National Bank the John N. McDonald mill property, corner of First and Water streets. The frame structure on the property will be immediately torn down and an addition will be built to the brick portion, to be used as a boiler room and finishing department.

Battle Creek—L. W. Wilson, proprietor of the Michigan Rug Co., has purchased a site on Madison street, between the Kalamazoo River and the Union Steam Pump Co.'s property, and has begun the erection of a 30x40, two-story and basement factory building, which will be completed in two months. Between fifteen and twenty men will be given employment.

Muskegon—The Fox Desk Co. has been organized here to do a mail order business in desks, selling by catalogue. The new company will open offices in the Lyman block in about a week. The new company is composed of Earl J. Fox and L. Vern Fox, brothers, now employed as clerks in the local freight office of the Pere Marquette. The brothers came here from Bradley, the former having been here a year and the latter two and a half years.

Caro—A temporary injunction has been issued by Judge Beach in pursuance of a bill in chancery filed by Wm. A. Heartt, restraining the village President, Treasurer and Trustees from

paying a bonus to the Lacey Shoe Co. The company was organized some months ago, nearly all the stock being taken by local capitalists, and the construction of a large factory is now in progress. At the time negotiations were pending the village council, by unanimous resolution, offered a bonus of \$6,000. Public sentiment was in accord with the offer and the first discordant note was heard when the injunction was issued. Heartt is a heavy taxpayer of the village and one of the largest land owners in the county. He is the Prohibition candidate for Lieutenant Governor. It is reported on good authority that no attorney in Tuscola county would file the bill. His counsel is Charles D. Thompson, of Bad Axe. A long legal fight is anticipated.

### The Grain Market.

Wheat has been very steady, with a slight advance of 2c per bushel for both cash and futures. Exports are fair. Receipts at initial points have not been burdensome, as shown by the visible decrease of 1,500,000 bushels. Europe has less than the usual amount in granaries, but reports of such a large crop in the United States deter the foreign buyers from making large purchases, as they think by holding off they can buy still cheaper, which we doubt, as prices are lower now than they were last year, when the outlook was far better than it is this year, especially for good wheat. The Argentine is out of the export business, at least for the present, as her new crop will not be available until next January, so the United States will be called upon for any deficiency until then. Prices may sag a little, but not much.

Corn, owing to the prospective immense crop, is holding its own for spot. Futures for December are 10c under September. With good weather, this country will have plenty of corn and one of the largest crops on record.

Oats are weak. For reasons stated before, prices will go lower.

Rye seems to be stronger and about 2c up. The advance is only temporary, however, because the rye crop is very large.

Beans are about 8c lower. They are still high, as in previous years they have been considerably lower.

Flour remains steady at present prices.

Mill feed, owing to the good pasturage and plenty of hay, is down about \$1 to \$1.50 per ton. More mills are now running, which has had its effect on the scarcity. At least there is more offered and the mills are getting their orders all filled.

Receipts of grain during the week have been rather small, being as follows: wheat, 41 cars; corn, 4 cars; oats, 7 cars; flour, 4 cars; hay, 2 cars; straw, 2 cars.

Mills are paying 66c for No. 2 red wheat.

C. G. A. Voigt.

### Grain

#### Must Be Threshed

And you ought to prepare for the threshing season by annexing a stock of our supplies. We are jobbers in Tank Pumps, Suction Hose, Endless Thresher Belts, Automatic Injectors, Engine Trimmings, Etc. Send for our new catalogue and be in touch with what we carry.

Grand Rapids Supply Co.

20 Pearl St., Grand Rapids, Mich.



## Grand Rapids Gossip

Peter Salm has sold his meat market at 477 South East street to S. H. Wilson.

Frank Pulte, formerly of Gast & Pulte, succeeds Julius Pulte in the hide business at 42 South Jefferson street.

F. A. Benedict & Co. have purchased the grocery stock of John C. Clement at 495 South Division street.

Wm. Logie left Monday for Boston, where he will spend a week or ten days selecting his samples for spring trade.

M. Bagdonis has engaged in the grocery business at the corner of Quarry and Myrtle streets. The Worden Grocer Co. furnished the stock.

Fred W. Fuller, President of the Grand Rapids Retail Grocers' Association, is spending the week at his cottage on Spring Lake.

Gast & Pulte, manufacturers of soap at 42 and 44 South Jefferson street, have dissolved partnership. The business is continued by Peter Gast.

O. A. Ball, President of the Michigan Wholesale Grocers' Association, is spending a couple of days among the wholesale grocers of Saginaw and Bay City.

Daniel C. Steketee left Saturday for New York, where he will remain about ten days, making selections of spring goods. He is accompanied by Wm. F. Dornink.

Anyone having accounts and judgments against Ananias J. Mulder, butter and egg dealer at 474 Logan street, is requested to communicate with the Tradesman.

John Moran, who is to take charge of the Soo house of the Musselman Grocer Co. branch of the National Grocer Co., is in town for the purpose of posting himself on the details of the business, preparatory to taking charge of the new institution.

The Tradesman extends a cordial invitation to the merchants who visit Grand Rapids on the occasion of the trade excursion arranged by the Board of Trade to call at the office and inspect the establishment. They are at liberty to make the office their headquarters while in the city.

The half holiday to-morrow will be rendered memorable by a matched game of base ball between the retail grocers and butchers, to be played on the grounds at Reed's Lake. The last half holiday of the season, which occurs on Aug. 28, will be spent at Ottawa Beach, where a matched game of ball will be played by the Grand Rapids and Holland grocers.

Indications point to a large influx of merchandise buyers during the reduced rate period of August 25 to Sept. 10. The jobbing houses are receiving a large number of letters from their customers, announcing their intention of coming to market during the week of Aug. 25 and many will arrange to remain in the city until the fore part of September. Some of the jobbing houses will keep their traveling men in the week of Aug. 25 to wait on and entertain their customers.

The Grand Rapids, Traverse City, Bay City, Saginaw and Jackson, wholesale grocery houses included in the National Grocer Co. have been

transferred to the new organization and are now part and parcel of it. The Detroit house will probably complete the formal transfer this week. Business will be conducted by each house as a branch of the National Grocer Co. The purchasing of goods will be done mainly in Chicago through the medium of the Western Brokerage Co. Aside from these changes, it is announced that the general policy of each house will be continued without interruption.

### The Produce Market.

Apples—Duchess, \$2@2.75 per bbl.; Pound Royal, \$2.50; 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.

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; 75c per bu. for garden grown.

Eggs—Receipts are liberal, considering the season of the year. Local dealers pay 14½@15½c for case count and 16@17c for candled.

Egg Plant—\$1.25 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; Messinas, \$4.25@4.75. Maioras and Verdelas, \$4.75.

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; Illinois Rockfords, \$1.25 per crate;

Michigan 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—Early Michigans, 60@75c per bu.; Crane's Early (yellow), \$1 per bu.

Pears—Sugar, \$1 per bu.; Flemish Beauties, \$1.10 per bu.

Peppers—75c per bu. for green.

Pieplant—2c per lb.

Plums—Abundance, \$1.50 per bu.; Burbanks, \$1.50 per bu.; Bradshaws and Blue Damsons, \$1.75 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@55c and squabs at \$1.20@1.25. Spring broilers, 10@11c; chickens, 8@9c; small hens, 7@8c; large hens, 6@7c; turkey hens, 10½@11½c; gobblers, 9@10c; white spring ducks, 8@9c.

Radishes—10c per doz.

Squash—Summer fetches 40c per basket.

Tomatoes—\$1.50 per bu.

Turnips—60c 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.

### Lost Legal Tender.

Aunt Hannah—Well, Charles, did you lose your heart to any of the girls at the summer resort?

Charles—No danger of that, aunt. Hearts don't pay for carriage drives, steamboat fares and such things. What I lost was legal tender everywhere we went.

### The Grocery Market.

Sugar—The raw sugar market is quiet, with a somewhat lower trend to prices. Offerings are quite liberal, but refiners have sufficient stocks for their present needs and are not ready buyers. The first of the week there was a greatly improved demand for refined sugar and some soft grades were advanced 5 to 10 points. No change was made, however, on fine granulated. The demand has eased off a little the last two or three days, but still is of very satisfactory volume. The biggest consumption is yet to come and consequently no lower prices are in prospect.

Canned Goods—There has been another flurry in the tomato market during the past few days and, in consequence, there has been a slight advance in prices. There are some foundation and reason for an improvement in the value of tomatoes because of the rapid advance in the price of the raw material and the exaggerated reports concerning the crop. Buying continues for immediate wants only, but, as a whole, assumes moderate proportions and is very satisfactory. Gallon tomatoes show an advance also and are very scarce. It is claimed that very few packers will put up any gallons unless there is a glut of the raw material. The situation in corn continues very discouraging as to the crop conditions, and some packers have issued circulars to the effect that they can take no more orders for futures. Buying is light and mainly for small lots for immediate use. Fancy peas are firmer and some advance is noted in extra fancy grades. There continues a good demand for the small fruits, but as the pack was light, it is difficult to find any large lots of any one variety. Gallon apples are very firm and in good demand, but these goods are practically cleaned up and it is almost impossible to find any. Salmon continues very firm, with good demand, which is expected to continue, as the summer and early fall are the time for a heavy consumption of this article. Sardines are firm and in fair demand.

Dried Fruits—Trade in dried fruits is of fair volume for this season of the year. Orders are mostly for small lots, as is usual during the warm weather. The spot prune market claims the chief attention, the market showing an upward tendency on all sizes. Stocks are light and are firmly held. Sizes 40-50s and 50 60s are in good demand. It is rumored that stocks on the coast are well reduced and the carry-over will be very light. For raisins the situation rules very firm for both loose muscatels and seeded. Stocks are moderate and are being rapidly reduced under a steady consumptive demand. Apricots are in light request and a very quiet market rules at unchanged prices. Peaches are also quiet, but with no change in price. Currants are in moderate demand, but with rather an unsettled feeling. Quotations, however, show no change yet. The crop prospects are reported favorable and some disposition is shown by buyers to hold off for further developments. In dates spot stocks are very light and are strongly held at quotations. Some business has been done in futures on a speculative basis and prices are said to be below last year's opening figures. Figs are firm and are closely cleaned up. It is reported that the crop of Smyrna figs this year is going to be very light and prices will be high. There is considerable demand for early fall evaporated apples, but the fall crop of apples has

proved very disappointing and practically none have been evaporated. It will probably be about Sept. 1 before there will be any evaporated apples in the market.

Rice—The rice market is very firm, with moderate demand, which is expected to materially increase with the advent of cooler weather. Under the steady movement and small receipts, stocks throughout the country are gradually depleting. The weather continues favorable for the crop and, under favorable conditions from now until the middle of September, it is expected that the outcome will be large and of excellent quality.

Molasses—Continued warm weather holds the molasses market in check. Prices, however, are firm and dealers having only moderate supplies on hand show no special desire to urge business, they expecting better prices when the regular fall demand sets in. Sugar syrup, however, is in good demand at full quoted prices.

Fish—Codfish shows no change in price, but meets with the usual fair demand.

Nuts—The situation in nuts shows a strong market on all descriptions. In Tarragona almonds there is an advance of ¼c noted and filberts show some advance, also. Brazils show a rising trend and an advance is looked for very soon. Walnuts are in fair request and some firmness is displayed. Peanuts continue firm and in moderate demand.

Rolled Oats—There is no change in the rolled oats situation, millers still refusing orders for any bulk goods whatever and offering but very few case goods.

### The Boston Egg and Butter Market.

Boston, August 18—Receipts of eggs continue extremely heavy and the market is dull in everything but the finest quality. There is not quite so wide a margin between the best and ordinary stock, owing to dry weather the past week. Candled Michigans and Indianas are selling at 20c; uncandled goods all the way from 15@18c.

Receipts of butter continue extremely heavy and receipts in this city for the last week are about 4,000 packages more than the same week last year. The market is extremely dull. Finest Northern creamery, 20½c; firsts and seconds, 17@19½c; dairies, 15½@18½c; packing stock, 13½@15c.

Smith, McFarland Co.

On receipt of the letter signed One of Them, which appears on page 15 of this week's edition, the Tradesman immediately wrote the Postmaster and several leading business men of Adrian, enquiring as to the identity of George Todd, who claimed to reside in that city. All the replies were to the effect that no man by that name was known in Adrian, which affords additional proof of the fraudulent character of the man and his adroit scheme for drawing dollars from his too trustful victims.

The prompt sentence of Frank Andrews, the Detroit bank wrecker, to fifteen years imprisonment at hard labor naturally suggests the enquiry as to why that other convicted criminal, Thomas F. McGarry, is allowed to roam around at large, cursing the judge and jury who convicted him. Between the two men there is, apparently, very little difference. One wrecked two banks and the other undertook to wreck a municipality by corrupting public officials.

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



## Getting the People

The Circular as a Colleague of the Newspaper.

It is natural that advertising critics and commentators, whose vehicle of publicity is the newspaper or trade journal, should give the greatest prominence to the periodical press as the vehicle of publicity. It is properly the consensus of opinion that the principal reliance must be upon the public journal, but it does not necessarily follow that there are no auxiliaries, although the natural tendency to defer to the interest of publishers minimizes other vehicles. The publisher is not interested in the exploiting of anything outside his own columns. This policy is often a mistake, for sometimes the lack of co-operation in other branches of the work proves the means of failure in all.

To attempt to reach the public by cheaper methods than the press is a mistake. The public mind looks for information in the natural channels. A century or two ago the natural way of reaching the people was through the voice of the bellman. To-day the employment of such means would excite curiosity, but would not sell goods. The public has been educated to look to the newspapers. These have become so naturally the source of information that the value of the bellman would depend upon the novelty, which the papers must explain.

The circular is made to serve a valuable purpose in the hands of those who make its use a careful study. It can not be depended upon alone, or at random, for, as a rule, it fails to gain the attention. To have it do this it must relate to that which is already in the mind. At rare intervals there may be a possibility of the circular acting as the initiative in gaining the mind, but these are too rare to make the method valuable alone. Let the circular relate to something in which there is already an interest and it stands a fair chance of surviving the wastebasket.

A tendency deprecated in all forms of advertising is the lack of continuity. The experimenter tries for a short time with the understanding that he will quit if it does not pay. Often it occurs that the end of the experiment just precedes the evidence that success is near and so it becomes a failure. It is the same in circularizing: an attempt or two, with no other means to aid, demonstrates to the experimenter that circularizing is a failure.

As a happy example of systematic circularizing I have headed the list of advertising samples with a specimen of the work of Heman Barlow, of the Olney & Judson Grocer Co. This circular is a very clear, artistic example of Mr. Barlow's work. Every one he sends out is an evidence of the same careful, painstaking thought. There is an object to be gained and the admission of a careless word or slipshod phrase might hazard the attainment of that object, so that with the apparent ease of manner and humorous expressions there is in reality the most carefully-studied and clearly-expressed business proposition. The most striking feature of the circular to the eye is necessarily lost in the engraving: the circle in the center is printed in a bright red, all the rest being black. This is characteristic of Mr. Barlow's work—to make a salient feature of some kind which can not fail to gain attention, provided there is interest enough to look at it. In this in-

# — 15 —

It would not in our opinion take more than a ten acre lot to stow away comfortably all the grocers in Michigan who really and truly hanker after the delightful and exhilarating recreation of grinding coffee. Recognizing this painful fact we have conceived the idea of hypnotizing the unsuspecting coffee drinkers into grinding their own coffee. Not entirely for the benefit the exercise will give them though that is cated, but because both its strength much better ing than after quently will give satisfaction if Now in order to happy condition, and incidentally to increase the sale of "B.B.B." coffee we will for a limited time only pack in every pound a coupon; fifteen of these coupons will completely hypnotize the victim and entitle him to a first class coffee mill. We will pack sufficient mills in each case to enable you to redeem the coupons. Do you grasp it? Are you with us? If so lets have a liberal order quick as we cannot keep this pace up long.

Yours truly,

Olney & Judson Grocer Co.

Grand Rapids, Aug. 15th, 1902.

**365**  
**3**  
**1,095**

Meals, is what the average housewife prepares in one year. Quite a task to think up something different for each meal. We can help you. Call on us. Our clerks are at your service to show you through our thousands of good things for the table. Attention is called to our Leader Teas at 60c and 60c the lb., also to "Our Mother Purdy," a delicious and healthful breakfast food.

**... Quality Up Prices Down**

**WINSTON GROCERY CO.,**  
THE CASH GROCERS  
413 Howard St., Petoskey, Michigan.

## The Seasons Now Meet

and the broken and depleted remains of a Tremendous Spring and Summer trade are now offered at Unheard-of Prices.

What remains of our \$1.00 and \$1.25 Shirt Waists go at.....	<b>50c</b>	All 12 1-2c Wash Goods, go at, per yard.....	<b>7½c</b>
The remainder of our \$1.00 and \$1.25 Calico Wrappers go at.....	<b>63c</b>	<b>All Other Wash Goods In Proportion.</b>	

**A number of tailor-made suits at ⅓ off, and a number of Jackets at ½ off.**

Just the garments for fall weather and are now being picked up.

The Advance Shipments of our

**MAMMOTH AND IMPOSING FALL STOCK**

are beginning to arrive and within the next thirty days the most Complete and Elaborate Stock of

**Dry Goods, Cloaks & Furs**

ever shown in Belding will occupy every available foot in our large and commodious store.

# SPENCER & LLOYD

## Excellent Sponges.

You may shop all about, but please note how oval and symmetrical, close meshed, fine fibered, and tough these Sponges of our's are. They come in a late shipment, and are especially desirable. Practically, every one is an excellent sponge, and a rare value.

**Swartwout & Swartwout, Central Druggists.**

**School Books**  
All the new books for introduction now on hand, old books taken in exchange. A complete stock of Second Hand Books at low prices. We have an "up to date" line of Tablets, also Pens, Pencils, Paper Boxes, Slates, etc., in fact everything you will need in school. Blotters, Rulers, etc. free to customers.

**F. J. Chamberlin, Dist.**

stance it will be noted that this is only one of a long series of circulars on the same specialty, and not only this, the advertising by this method is auxiliary to long and careful exploitation through the press. The circular is valuable when there is a subject of mutual interest. It is then read and has its weight. Before this stage is reached there is more value in a personal letter.

\* \* \*

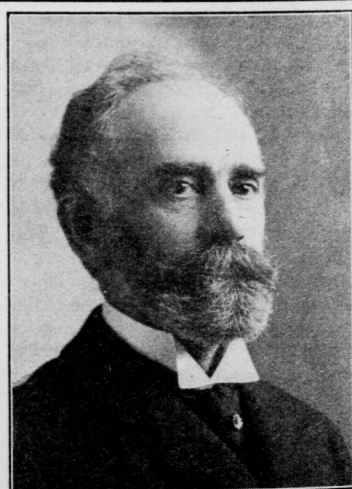
The mathematical proposition constituting the principal feature of the Winston Grocery Co. display is one calculated to gain the attention and interest of those having charge of the dietary problem. The fact so forcibly brought out that there are over a thousand meals prepared in every household is one which strikes the average reader with surprise. The only suggestion I will offer is that if the first word "meals" were given display it would increase the number of those who would have a curiosity as to the meaning of the figures. The border and use of white space are exceptionally good and the general treatment is businesslike and effective.

A strong between seasons advertisement of dry goods is that of Spencer & Lloyd. There is in the introduction convincing reason why the sales must be urged. It would seem to me that this way of getting at the matter is better than the more formal special sale for which so large a portion of the buying public is being educated to wait. The price features are good so far as they go. The arrangement of the display is good, but it could be improved by the use of one or two less styles of type.

F. J. Chamberlin has a modest, businesslike school book advertisement which is well handled by the printer. It would have been improved by putting the first line in the same Gothic as the signature.

Bay City Sanitary Milk Co. makes a display of all the features of its trade. This the printer has treated in the style of the old hodgepodge days of display. Had this been confined to one style of type, the "and" and the unnecessary punctuation stricken out, the advertisement would be a good one.

Women would soon tire of men if men were as good as they think men should be.



**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



## The Putnam Candy Co.

Manufacturers of the



### Chocolates and Candies

for the finest retail trade

Grand Rapids, Michigan

# S.C.W.

The more you blow  
The larger we grow



## THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

August 20, 1902.

MR. MERCHANT,

Dear Sir:

Our Mr. Jackson will be at the Vincent Hotel, Saginaw, until Sept. 6th, with our complete line of

HOLIDAY GOODS.

He will also have on display MACAULEY BROS.' complete line of Books, Games, Calendars, Etc.

A trip to Saginaw to look these lines over is sure to be of benefit to you.

We make a liberal allowance for Expenses.

Drop "Dick" a line telling him when to expect you.

Yours truly,

THE FRANK B. TAYLOR COMPANY.

## Don't Be a Dead One

Don't buy a line of goods which are unknown to you and your customers. Buy a brand that has a reputation for quality.

Standard D Crackers

have such a reputation and will bring you a desirable class of customers. Manufactured by

E. J. Kruce & Co.

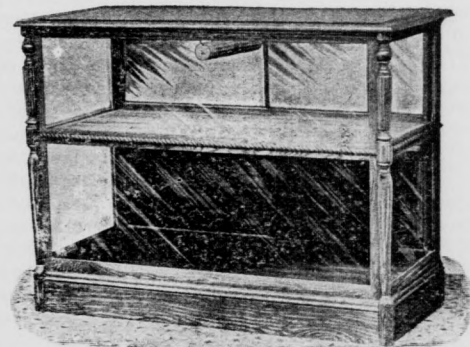
Detroit, Mich.



## Grand Rapids Fixtures Co.

One of our  
Leaders  
in  
Cigar  
Cases

Write us  
for  
Catalogue  
and  
Prices



Shipped  
Knocked  
Down

Takes  
First Class  
Freight  
Rate

No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

## Safety Gaslight Co.

Manufacturers of

### INDIVIDUAL LIGHTING PLANTS

Office and Factory, 72 La Salle Avenue

Chicago, Ill., U. S. A., July 19, 1902.

Tradesman Company,  
Grand Rapids, Mich.

Gentlemen: The results obtained from our advertising in the Michigan Tradesman have been highly satisfactory and we wish to express our appreciation for the services rendered us. As an advertising medium, we cheerfully recommend the Michigan Tradesman and can truthfully say that we have obtained better results from it than from any other journal we have advertised in.

Respectfully yours,

Safety Gaslight Co.,

*M. M. Ricker* Sec'y.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - AUGUST 20, 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 13, 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 sixteenth day of August, 1902.

Henry B. Fairchild,

Notary Public in and for Kent County, Mich.

#### DOMESTIC SCIENCE.

For some time past it has been recognized that everything pertaining to the skillful management of the household comes properly within the scope of a woman's education, and attempts have been made to introduce instruction upon this subject into women's seminaries as well as into the girls' classes of the public schools. Unfortunately, all of these efforts have been limited to training in a few simple tasks and to the achievements of culinary feats. It would perhaps be too harsh a comment to say that this sort of instruction has been superfluous or wholly wasted, but it certainly is a great pity that no broader conception of what is really most needed in the way of domestic training should ever have found lodgement in the brains of educators. Most women have a natural knack for cookery and for performing that mysterious process known as "setting a house to rights." It is probable that, given the essential materials and hungry mouths to feed, housewives, from the day of our first cave ancestresses, have succeeded with little preparation in the way of preliminary training in making ready savory meals and in getting rid of the rubbish which daily accumulates in the best ordered home, be it rock-hewn cavern or twentieth century home. But it is also probable that their methods are essentially the same, and this is the pity of it.

In every other department of civilized life economic processes have been applied, saving time and labor. Invention is fast eliminating drudgery in manufacture; disagreeable tasks are being eliminated, and machinery is making the wheels of industrial organization run smoothly. In the home, which every other department of civilization is being conducted to support, there is little change from year to year except it may be that more elaborate customs and bills of fare make greater demands upon the housewife. House-

keeping is more of a tyranny to-day than it was a hundred years ago and the few reliefs which invention has brought to it do not suffice to balance its accumulated burdens. What though the loom and the spinning wheel have been banished to the drawing-room as bric-a-brac? Custom's exactions of a varied wardrobe and constantly changing styles impose demands which make of the sewing machine which promised to emancipate woman from the needle, but a sterner taskmaster. The modern range seems to have pointed the way to so much extra endeavor in the way of choice cuisine that its advantages over the fireplace and the Dutch oven seem dubious, and its younger sister, the gas range, is giving it a point or two in prodding the overtaxed mistress of the home to new accomplishment. These useful inventions for the home, which are indubitable blessings in themselves, whatever their false application, stand almost alone. The kitchen, in particular, remains for the average housewife in the average condition of life the same scene of exhaustive effort and agitation when a meal is in the process of preparation, or when its remnants and debris are being cleared away. It is the absence of scientific organization of the home and the absence of scientific appliances which rob children of their mother's society and cast a shadow of depression over the average home circle. Pleasant surroundings, tempting meals, bodily comforts, are robbed of their charm when purchased at the expense of a mother's happiness, and perchance of her health.

The only efficient remedy for the drudgery which blights the home is, first of all, to carry into it that spirit of enlightenment which will open its doors to every appliance which may lessen the labor of housekeeping. While it is true that invention has busied itself little with the kitchen, there is reason for this in the fact that the kitchen is usually barred to its benefits. While this is in part due to the prejudices of ignorant servants, who turn up their noses at patent sifters and chopping machines, who disdain self-wringing mops and standing dustpans as devices of him with the cloven hoofs and horns, and who pride themselves upon doing their work in "the old-fashioned way," it is also in part attributable to the attitude of the master of the house, who usually holds the purse strings. The man who would scorn anything but the best-tempered steel in his tools and who equips himself with every device which may enable him to perform his own work better or observe the most perfect system in his business, will grumble or look askance at the wife who desires some household convenience which will rest her weary back, save her hands from scars and soil, or enable her to accomplish in a few minutes what it would take her hours to do by primitive methods. It was ignorant "help," assisted by the tacit approval of the master, that so routed the inventor of the one efficient dish-washing machine ever invented that he was compelled to cease its manufacture or go into bankruptcy. Intelligent women everywhere are praying for relief in the home. They will lend their heartiest support to a movement which shall advance domestic labor to the level of a science, where it should long have been placed, and having done this, seek in all practical ways to ease its processes while eliminating from its duties the wasted energy which might be applied to better uses.

#### SUCCESS THAT IS CERTAIN.

Any man of the world of the average sort will say that what all men work for is personal success. Men want money, power, popularity, influence, personal advancement and pleasure. The man of the world of the average sort will say: Moralize all you please, it is the selfish motive that turns the wheels of all enterprise. They also who are not men of the average sort discover that to get good men to do good work they must pay the price. Men love life and the good things that make life pleasurable and give to the worker a sense of satisfaction.

Money is power. He who affects to despise it is weak in mind, if he be not a hypocrite. Power is an attribute of strength and wisdom. Under the control of right principles, it is a gift to be desired and cherished. The exercise of power is exhilarating to those who have worthy ambitions. He who affects to despise the exercise of power is a weakling, if he be not a hypocrite.

All right-minded men and women who are well developed in mind and body, who have cultivated their powers and have discovered opportunities for their exercise, rejoice in the ability to make plans and to carry them into execution. When they fail in carrying out their individual plans and special purposes, the disappointment is often bitter and sometimes heartbreaking. And yet the man of the world of the average sort knows that there are those who win his highest admiration but who have not succeeded in winning for themselves wealth and power and who have not been able to carry out the specific plans into which they had thrown all their energies. Everybody knows, and would be ashamed of himself if he did not know and at the proper time acknowledge, that no man or woman of the highest order is ever to be judged by the success of specific plans and the fulfillment of personal ambitions. Columbus failed in most of the things that he tried for. He made a bad mistake in his reckonings. He never knew that he had not reached Asia. He looked for gold, but he died in poverty. He did better, without knowing it, than to find India. He found a home for liberty, and that is better than finding gold mines. Indeed, the most thrilling episodes in all history are stories of men who tried to do certain great things but seemed to fail, and only afterward did the world see that they had done something vastly more important and other than they expected.

There are plans that can not fail. There is a success that is always certain. It comes both to those who win and to those who do not win money, power, influence and personal pleasure. But both they who win and they who lose regard their personal gains and honors as merely incidental to their main purpose. Several Presidents of the United States might be mentioned who, judged by any standard except the highest, had won personal success in larger measure than Abraham Lincoln. He, the greatest man of modern times, seldom succeeded in any undertaking until he became President. He had scarcely a happy day in his laborious life. He bore the burdens of his country with scarcely a word of praise and died before he could see the fruits of his patience and his toil. There are scores of living men who might be mentioned who have attained to all that goes to make up success as it is commonly estimated. They have wealth, social and political

influence and popularity; they have everything that heart can wish, and yet the man of the world of the average sort would not for a moment admit that their success is to be compared with that of the man who has lost everything yet has served his country as a patriot, has made the foundations of the state a little stronger, the life of the common people a little sweeter and happier, has given to his family and his friends an example of unspotted rectitude, and in doing these things has missed personal advancement and pleasure.

#### GENERAL TRADE REVIEW.

When the demand for ready money to carry on some part of the constantly varying rush of industrial activity makes unusual drafts on the great financial centers there must necessarily be disturbance in speculative trade. Such disturbances are occurring every few days so that every advance is followed by a short period of decline. There is not enough of the bear opportunity to keep up a campaign, each slight reaction being followed by recovery which scores new high records for many leading properties. The most promising outlook is in the transportation division, many leading roads being slated for material advances in stock values as the heavy crop movement begins to have influence. It was expected that the ability to take advantage of the midsummer vacation would exert an unusual influence in the customary midsummer dullness. It is therefore a surprise that the clearing house payments exceed the heavy ones of the same period last year. Current retail trade continues heavy in volume and healthy in tone in spite of the efforts of labor agitators to interfere with the tide of prosperity. In the preparation of the season for the needs of future business there is an air of confidence and assurance that predicts continued activity if there is not some unexpected misfortune.

Interference in the steel and iron production through the fuel strikes is no doubt an important factor, but the hindrance is not enough to prevent an output considerably in excess of the heavy one of last year. Structural work and railway equipment are progressing at an unparalleled rate, but many enterprises are still hindered by the impossibility of obtaining material. Textile markets show unexpected activity, many mills being sold to the limit of their output. The high price of leather is a serious problem with those who have not a supply, but the others cannot fail to find profit in the present activity.

The Tradesman bespeaks for the annual convention of the Michigan Retail Grocers' Association, which will be held in this city next week, the attendance and co-operation of all grocers who cherish the belief that tangible results can be secured through organized effort. The membership of the organization has never been large, but it is thoroughly representative of the great interest whose aims and aspirations it undertakes to further in all legitimate ways. The preliminary programme prepared for the convention appears elsewhere in this week's paper.

The Tradesman sees no reason to revise its opinion of the Union Dairy Co., of Toledo, because that house persistently refuses to make any disclosures regarding its antecedents and ownership.

If at first some women don't succeed they marry a second time.



## CULTIVATE THE CONSUMER.

## How the Retail Dealer May Strengthen His Position.\*

Much has been written for trade journals at various times, and many long and animated discussions have taken place at conventions and annual meetings of the different associations, regarding the relations existing between the manufacturer and jobber and between the jobber and retailer, and much good has come from such agitation, by bringing the manufacturer, jobber and retailer into closer touch, making each to better understand the other and the circumstances and environments which surround each; but I have seen but little discussion and little consideration given in such gatherings as this to the conditions which exist between the retail dealer and consumer.

Possibly this phase of trade has been neglected for the reason that each retail dealer has thought that the conditions which surround his trade were so different from that of his fellow dealer that they had nothing in common to discuss or consider; or had no evils to cure common to all; or, perhaps, the dealers in annual convention have thought that, when they have placed their goods upon the shelves at the lowest possible cost, they were licensed to plunder the consumer to a greater or less extent, just as the conditions seemed to warrant.

To my mind, it is a great mistake that more is not done to bring the consumer into closer touch, greater harmony and stronger sympathy with the retail dealer, for thereby hangs the success or failure of every dealer in any line.

When you think that the consumer is an indifferent, careless, thoughtless, short memory individual, who forgets in a few days the last transaction at your store, you are reckoning without your host.

The consumer has his ideas of justice and fair treatment at the hands of the retailer, and regards those qualities when he finds them in a dealer as jealously and as sacredly as do the jobber and retail dealer as between themselves and the manufacturer; and, more than that, he (the consumer) knows full well that from the raw material in the manufacturer's hands, down through all the devious ways of trade and bewildering price lists and incomprehensible discounts upon discount sheets, he pays all the freight, manufacturer's profit, jobber's commission, retailer's margin, freight and cartage. He knows that all these items are represented in what he is asked to pay for any article.

No wonder, then, at times of rapidly advancing prices and great demand in certain lines of goods, where the consumer may be ignorant of the causes for or conditions which have produced the advance in price, that he sometimes gets sour, cross-grained and dissatisfied, especially if his products or his labor are on the down side of the market. He very naturally concludes that one of two things has occurred—manufacturer, jobber and retailer have all combined to squeeze him or else the retailer alone is trying to rob him of more than a legitimate margin upon the article.

This is a day of literature and of widely diffused intelligence and education and the consumer knows full well of all the meetings of manufacturers of different articles, the meetings of jobbers in any line of trade, when and where railroad managers meet to fix

rates and classifications. He knows you are in session here to-day and it is a common expression to hear the consumer say, "Well, the magnates met at Detroit and coal, lumber, hardware or freight rates will soon go up to rob us of a little more, to contribute to their coffers." With this condition existing, much depends upon the retailer in his line to correct wrong ideas in the mind of the consumer, to let him know the exact truth and all the truth and, by so doing, get his confidence and hold him as an esteemed friend and constant customer. To my mind this is the retailer's salvation.

With the present great mediums of advertising and communicating intelligence; with the whole country flooded with newspapers, catalogues and circulars, with falling railway fares, interurban car systems, phones and express competition and the rural free delivery mail service, bringing consumer in close touch with the great markets of the country and in close contact with the manufacturer and jobber, the retailer is becoming more of a convenience than a necessity and the retailer is no longer master of the situation as once was his lot in a community; and you need not wince or be too skeptical when I say there will soon come a struggle as to the existence of the retailer or jobber; one or the other may have to go in the older and thickly settled portion of the country. The wholesale and retail houses of the larger towns are fast encroaching upon the legitimate trade and territory of the local retailer and the latter must ever be on the alert or his trade will be vanishing like the dew before the morning sun. Hence the necessity of the retailer's closer friendship and confidence of the consumer.

The average consumer is a fair-minded individual and willing the retailer shall have a legitimate living profit upon his goods, but unless he is satisfied by a knowledge of the cost of goods to the retailer, you can not bank upon his trade beyond each transaction. To illustrate this point, I once knew a small manufacturer in a small town engaged in a wood working business. He went to a retailer and offered 10 per cent. margin straight through on everything, which included nails by the keg, bolts by the hundreds and often 1,000 of one kind in an order, tacks in bulk, screws in ten to fifty gross lots, lath yarn by the bale and strap iron by the bundle, to say nothing of the tools, etc., to carry on a shop with twenty to thirty men. But 10 per cent. net was not enough for the retailer and so he permitted \$800 to \$1,000 per year cash trade to go out of town to wholesale and retail houses in a neighboring city. What was true in this instance is only a fair illustration of the consumer's position. This retailer no doubt felt he would get the trade anyway at his own figures of profit and lost it all.

Again, the consumer in a majority of cases knows what he wants and wants that thing; and the day has gone by when it is of much use for the retailer to try and sell him something else on the plea that it will do just as well.

Mr. Retailer, anticipate if you can the wants of your customer and let him find what he is looking after at your store and at a fair price and he will soon be there again. If, perchance, you haven't it, get it for him as soon as possible, even if without profit to yourself, and you have made a steady customer of that consumer in all the lines you may carry.

There never has been a time when the retailer had as much to do to hold trade as he has to-day and there never was a time when the consumer was so much of an independent buyer as he is to-day.

Within my memory I can recall commercial and financial conditions existing which practically assured any retail dealer of the trade in his line within certain territorial limits. It was bound to come to him sooner or later and he knew it. This, in a measure, made him independent—sometimes arrogant. It fostered a sort of indifference on the part of the retailer toward the consumer, with the idea that eventually the consumer within a certain area would have to cast his shadow through the retailer's doorway. Many of you well remember when that condition of things was true in many lines of trade. But how different now! Territorial lines of limit in trade are wiped out of existence; miles are only measured by seconds or minutes in the business world, instead of by hours or days as then; the consumer needs but "touch the button" to-day and the manufacturer or jobber lays down at his door to-morrow the article needed to meet his wants; and if that process saves the consumer any money the retailer will be ignored in the transaction.

Three things, I believe, are the causes of this changed condition surrounding the retail dealer which he must meet and cope with if he is to be successful:

1. Increased circulation per capita with the increased diversity of products and labor from which to obtain his resources has made the consumer more independent.
2. Widespread diffusion of general knowledge, information and intelligence regarding production, supply and demand, together with prices current, which in years gone by in the old way of trade were only in possession of the dealer, now in the hands of the consumer as well, has given him confidence and strength of action not possessed before.
3. Rapid transit, with electric phones and wires; contiguous territory belonging to any one store or town is past; limits to trade are abolished.

Again, I repeat, the retailer is coming to be regarded more as a convenience than a necessity, and as the manufacturer and jobber come closer to the consumer, the more it becomes evident to me that in the near future in many lines it will become a struggle of "the survival of the fittest," as between the wholesaler and the retailer, and I fully agree with C. H. Williams, in his address before the Illinois Retail Hardware Dealers' Association in 1901, when he said, "The jobber is in greater danger of annihilation than the retailer." The causes which have led up to this condition are traceable to both retailer and consumer; the former by his old and supposedly secure methods of doing business, with very satisfactory profits, while the consumer was chafing under the burden of paying two or three times as much for an article as he knew it cost to produce it. I here quote somewhat from the address of C. H. Williams, before referred to, as it covers the ground I had in view:

Buying our daily requirements, with you, with me, with everybody, is not a matter of sentiment. It is only a cold blooded proposition of getting the best value and service for our money, regardless of whom it helps or injures.

Nothing comes into existence and becomes an enduring factor in the com-

mercial world unless there is a demand for it and somebody is benefited by it. The same causes produce the large city department store that did the mail order catalogue house. What were they?

The established manufacturer was selling his goods through a commercial agent to a jobber; he, in turn, to a retailer, who added more profit than you or I would willingly pay—everybody was prospering—and often an article that netted the manufacturer one dollar cost the consumer three dollars.

Some of the employees of this factory start an opposition plant and try to get it into the market. Mr. Jobber is satisfied with his arrangements and won't touch the goods. Mr. Retailer owes Mr. Jobber and only buys a quarter of a dozen at a time anyway, and Mr. New Manufacturer runs across Mr. Catalogue House, who will take his whole output at 85 cents and sell it at \$1.50, and to inspire confidence gets some of Mr. Established Manufacturer's goods as cheap as he can and sells them at the same price. Mr. Consumer gets the catalogue and sees that he can buy for \$1.50 what Mr. Retailer asks him \$3 for. The consumer, with this patent fact before him, began to seek to better his condition, if possible, and the wide awake merchant of the great cities sought to get next to the consumer, and this brought out the idea of the great department stores and the catalogue houses.

The nervous resident of a great city has not the patience to study a catalogue, buy a draft and write an order, and the great department store, with its attractive leaders, offers convenience in furnishing all his requirements in one place.

I believe that the prosperous retailer of the past, who bought at high prices and sold at excessive profits, was a great factor in the creation of the catalogue house and its twin sister.

The economic plan of these institutions minimizing the number of profits from producer to consumer, no credit losses, has enabled them to make great inroads in the trade of every community.

Thus the steps that have led up to present relations between retailer and consumer are: (1) the manufacturer dealing direct with the catalogue house and they in turn direct to the consumer; (2) great department stores supplying as many of the consumers' wants at one point and at one time as is possible; (3) the idea thoroughly advertised and impressed upon the consumer—whether true or not—that he saves half his money by sending off for his goods. These existing facts, not theories, are upon us and must be met by the local retailer and can not be ignored.

Many ways to meet and overcome the obstacles have been suggested, such as: Pay cash for everything you buy; sell all goods on a cash basis; sell on installments if the conditions are favorable, but at a price that will admit of liberal cash discount; and, for the party who asks credit, make the universal rule of interest after thirty days. The retailer will have to be content with less margins. He may have to make concessions to cash customers. Why not? You discount your bills. Why should not the man who pays cash get his discount?

Another remedy suggested is careful buying. Let the retailer buy his goods as cheaply as the catalogue house and the latter would hardly survive. Upon this point I desire to say, from my investigations as to the quality and kinds of goods handled, that the retailer can buy the same grade of stuff and sell it at the same price that the catalogue house offers it and make a margin besides. This, of course, necessitates purchasing direct from the manufacturer and dropping the jobber out of consideration.

While the jobber is a great factor in

\*Paper read at annual convention Michigan Retail Hardware Dealers' Association by Hon. B. A. Nevins, of Otsego.



the commercial world to-day, controlling many factories exclusively, and many of the wealthiest manufacturers look upon him as the best method of distributing goods, the fact is ever before us that the catalogue house got into the race by getting direct to the manufacturer. The larger retail trade men to-day are working more and more away from the jobber and buying in larger quantities direct from the manufacturer, and true it is that many of the great trusts of the country protect the jobber, but deal with the catalogue house so liberally that we are forced to think that they look upon the retailer of to-day as in about the same class comparatively that the aristocracy of Europe look upon their peasant tenants, as a useful article, but born poor and must be kept so for convenience. Yet while this is true in many cases, the seemingly inevitable trend for the past fifteen years has been towards manufacturer and retailer coming in touch, without the aid of the jobber, with a corresponding advantage to the consumer.

Co-operative buying is also argued as the retailer's source of recoupment. If a few merchants situated so this is practicable should resort to this method, no doubt they could buy for less money, as the orders would be large; it would represent their combined capital and also they would get the benefit of combined experience in buying and thereby save in first cost, discounts and freights. That this is practicable and profitable I need only to direct attention to methods used by grange organizations with their "trade contracts," saving thousands upon thousands of dollars to the farmers of Michigan upon twine, plow repairs and agricultural implements of all kinds. This method is tending all the way to put the jobber out of commission.

We are in the midst of a great evolutionary period in the industrial and commercial history of our country. What the final outcome will be no one can safely predict, and its solution may be somewhat distant; but that the great consolidations of industrial capital and its manipulations by its managers to control output and prices are affecting the retailer and consumer no one will attempt to deny, and there is little room to doubt that the mammoth trust corporations, in their differences with their employees, by the shutting down of factories, rolling mills, mines and furnaces, add increasing obstacles in the pathway of the retailer to satisfy and meet the demands of his customers.

Trusts and combinations of industrial enterprises have for the past twelve years, and especially during the last five years, been a very disturbing factor to the retailer, leaving him wholly uncertain as to prices and whether he would get any goods or not; and equally as great a bugbear to the consumer, as he constantly expected prices to go so high, in order to satisfy the maw of the trust, that he could not afford even some of his necessities. But through reliable statistics lately compiled both retailer and consumer have much to rejoice over. From 1890 to 1901, inclusive, it appears that new capitalizations and consolidated corporations aggregated \$6,474,000,000, in which there was over \$2,000,000,000 of common spurious watered stock, leaving only \$4,500,000,000 true capitalization. And a significant fact is this, that in the process of amalgamation of these pre-existing corporations, the amount of bona fide new capital thrown into the mergment did

not exceed \$300,000,000. From this it follows that the process of consolidating our industrial units into trusts has not been in any appreciable degree responsive to the national expanding demand for industrial capital. The limit of such accretions to old companies was only 6½ per cent. in twelve years.

Consolidations, therefore, notwithstanding their imposing exhibition of mammoth establishments, with watered stock and alluring advertisements, have added little or nothing to productive resources. Instead, therefore, of interpreting the new movement as representing a new method of enlarging our productive capacity, it is rather to be regarded as an expedient for shielding pre-existing capital against the natural workings of competition. Whether within this narrow sphere the "trust" is destined to prove a success remains to be seen.

Now for the real industrial expansion. From reliable data we find that within the past two and one-half years, outside of consolidated trust capitalization, independent, national industrial capital to the amount of \$5,000,000,000 has entered the field of production aside from transportation facilities. This surprising development of independent corporate enterprise affords much food for reflection. As first shown, it took twelve years to rehabilitate industrial capital fairly estimated at four and one-half billions with a view to shielding industry from the natural law of competition; while these reconstructions made insignificant additions to their original capitals. Within one eighth of that time five billions of independent industrial capital has entered the field of legitimate competition.

Reflect upon the significance of this comparison and see what it teaches (1) That, imposing as the expansion of the trusts may seem, that of the independent industries is immeasurably greater; (2) that our minor millionaires and substantial business men have reached the conclusion that well-managed corporations, with moderate capitals, have nothing to fear from competition and the supposed superior advantages of the trusts; (3) that the independent industries are gaining so rapidly upon the trust forces that the hopes of the monopolistic organizations seem to be already foredoomed; (4) that the process of consolidating capitals for the past twelve years has released an army of well-trained principals of successful corporations, who are now vesting their means and experience in the ranks of competition. Thus the effort to create monopolies proves self-defeating.

The foregoing consideration may be regarded as largely accounting for such facts as the following: That the independent concerns are finding no difficulty in competing with the trusts; that a very noteworthy proportion of monopoly claimed by certain trusts in their respective trades has been reduced; for instance, the United States Steel Co. began by controlling 80 per cent. of the national output and now only claims 67 per cent. on steel and 45 per cent. on pig iron, while the sugar trust has reduced its claim from 90 per cent. to 50 per cent.

Another symptom of decadence is that, notwithstanding the extraordinary prosperity of trade, not a few of the trusts are falling far behind their early promises of large per cents. of net earnings; great expectations of economies are failing to materialize and, in several notable cases, the consolidated



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.

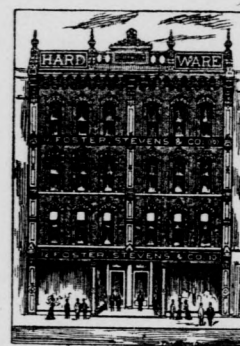
## Buckeye Paint & Varnish Co.

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.

## Standard and Sisal Binder Twine

For Prompt Shipment.

### Pat. Silver Binder Twine

Insect and mildew proof. Can ship immediately. ¾, ¾, 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



concerns have disbanded, while others appear ready to follow suit or to reorganize upon a more conservative basis.

I have indulged in a presentation of the foregoing facts at the risk of trying your patience, because to me they foreshadow the impending outcome of the new movement, in the midst of which we are now living and which has much in common of equal interest to retailer and consumer. The origin of this new movement was based upon a misconception of the laws that inevitably control the movements of industry and commerce; and its issue can only be failure and return to natural competition; and that, possibly, with greater severity, and a lower range of prices than have heretofore been experienced. Some of these new-fashioned structures seeking to control the avenues of commerce in their respective trades may be able to weather the trial, after unloading their watered stock and reconstructing their finances upon a sound basis. For the others, it can only be that a reckoning awaits them, proportioned to their reckless ignoring the laws of sound finance and their folly in imagining that they can hold the enterprise of this, the greatest of all nations, in unjust restraint. The inevitable is in sight to men of sound vision, but the event may prove to be comparatively distant.

There may be a solution to it in one of two other ways: First, by a strong bond of union between the manufacturer, the jobber and the retailer, each respecting and protecting what they may determine to be the rights of the other in handling their goods in a regular way of trade. It would take a stronger organization than has yet been maintained. It would be offensive to and fought by the consumer and boycotted if it were possible. For the idea of the manufacturer and jobber and retailer combining to compel goods to go through just that channel to get to the consumer would arouse the wrath of all consumers, who now complain loudly that there are too many percentages between cost of production and consumption; and chief among the complaints is that against transportation charges by our common carriers.

The second method of solution, and by far the most likely to succeed with good results to the retailer, is a closer bond of union with the consumer, which can only be brought about by the individual effort of the retailer himself. How, do you say? Well, that should be the study of every retail merchant, for thereby hangs the secret of his success, and his relationship with the consumers will largely determine how long he stays in business or gives way to some other fellow who may be a better student of human nature.

The work of a good local business men's organization in any town can do much to reach the consumer and make him feel that the retailer is interested in his welfare. It may be the local association's influence to get township authorities to gravel a poor and impassable piece of road over which the consumer hauls his products to the town. It may be the establishment of a public watering trough for his thirsty animals. It may be the Saturday night open air band concert at the expense of the business men for the entertainment of their customers. It may be a little useful article gratuitously sent on your part to the customer's wife or children whom you have never seen—any of these things which will tend to remove from

the consumer's mind that all you care for him is what the margins of his purchases are worth to you. There will be money and time well spent by any retailer.

Do not be so absorbed in your business that you have not time for public affairs. If you are, you soon get the reputation of knowing nothing and caring nothing but for your business and afraid you will lose a cent if you go to a school meeting, a caucus, or close your store and join your fellows in observing legal or memorial day exercises.

Touch your fellowman's heart with sympathy in his hours of trouble, with rejoicings in his successes, with good counsel in his perplexity, and you have gotten into his inner self, and he becomes your friend, not merely your customer, and lo, he is always with you and bringeth his neighbor also.

#### The Shirt Waist.

I have seen shirt waists constructed  
In a thousand different ways,  
And been thoroughly instructed  
In the fashion's waisty maze;  
I have seen them long and bobtailed,  
I have seen them short and stout;  
I have seen them cut with bias,  
I have seen them without;  
I have seen them done up glossy,  
I have seen them in the rough;  
And I've seen them thin and flossy,  
And I've seen them thick and tough;  
I have seen them high in collar,  
And so low they made me laugh;  
I have seen them worth a dollar  
Or that didn't cost a half;  
I have seen them tucked and plaited,  
I have seen them finished plain;  
I have seen them, when completed,  
Ripped apart and made again;  
I have seen them in repose and  
I have seen them on parade—  
I have seen more, I suppose, than  
Any mortal ever made.

#### The Modern Machiavelli.

"What is your opinion of oratory in modern politics?"

"It may be made very useful," answered Senator Sorghum. "Very frequently, for instance, a good strong speech against monopolies in general may divert suspicion from you and enable you to do a good turn for a corporation without risk of embarrassment."

People who use religion as a cloak in this world will doubtless manage to keep warm in the next without a cloak.

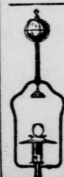
The surest way to get good flour is to get it under a good brand.

### Ceresota

has stood the test and proved its reliability. Confidence in Ceresota grows with each sack used, because the quality never varies. It is good every day as it is any day, and as good any day as the best flour produced in the United States.

Northwestern Consolidated  
Milling Co., Minneapolis, Minn.

Olney & Judson Grocer Co.,  
Distributors for  
Western Michigan

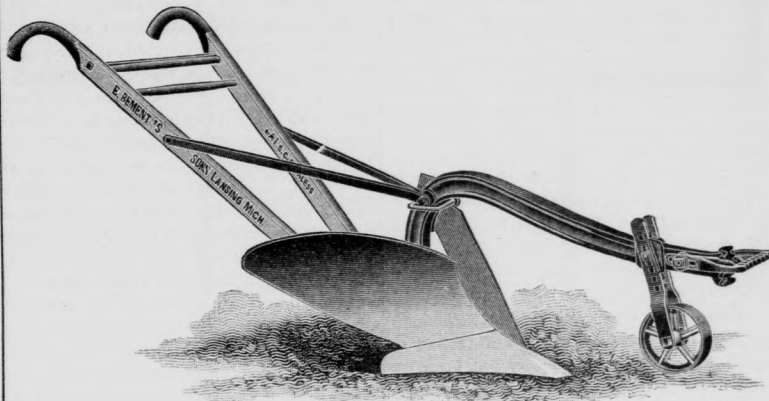


#### The Imperial Gas Lamp

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

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

## 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.**

## Shoes and Rubbers

Turning Stock a Sufficient Number of Times.

The subject of turning stock is an interesting one, and can not be gauged the same in each section of the country, as the farther away from the market a man is the more impossible it is for him to turn his stock five or six times a year. The man who is in close touch with the market should aim each year to turn his stock at least four or four and a half times. If he does this he is just inside the gateway of success. A man who is as far from the market as San Francisco is from New York should turn his stock not less than three and a half times, as without this he is bound to make a failure. Other sections of the country should turn their stocks in proportion to the two just cited.

The reason why men do not turn their stocks, and also have broken sizes, is that they carry too many varieties on their shelves. How is it possible for a man with a limited capital to carry twelve or fifteen styles of a \$3.50 shoe (even although a \$3.50 shoe is his specialty) without having a continual run of broken sizes and broken lines? It is not possible, but men seem to think because one clerk on the floor claims they should have a certain style of shoe it is necessary for them to put it in. Just as soon as another clerk remarks that he could have made a sale by having a little different toe, the buyer or owner feels that it would benefit him in his business if he carried a line such as the clerk described, and the result is, before the season is half over he has a vast number of styles and no sizes.

Concentration is the life of trade, and in this instance is the keynote of success. One of the largest department stores in the East, and perhaps the most successful of its kind in the country, carries thirty-six styles of women's boots, ranging from \$2.50 to \$8 a pair. This department does not carry men's shoes at all, but out of the women's and children's business exclusively has an annual trade of nearly \$300,000. How many shoemen are there with a business of \$60,000 or less who carry in stock thirty-six styles or over in women's shoes and do not have near the range of prices that this department has? This same store (which has perhaps one of the cleverest businesses in children's shoes) carries, all told, eleven lines for little folks. This includes tans and patent leathers. The cheap line includes children's, misses' and women's spring heels. The next grade runs children's and misses'; the next grade, children's, misses' and women's. In this way undesirable women's spring-heel shoes do not have the same prominence in the stock as have the more salable goods.

There are much to be thought of and much food for action in this department's success. When the present buyer took hold of the reins there were seventy-nine styles of women's and thirty-one styles of children's. When he reduced the stock the clerks were all positive that this man was not only going to make a failure for himself, but also going to drive away the trade of the department by so doing. Their predictions were entirely erroneous. He not only retained the trade, but, contrary to all expectations, this business showed an increase of 22½ per cent. the first year. It showed even more than this: At stock-taking time sizes were in good condition, sales were not lost

for a lack of them, and when the books were audited it was proved that the buyer had made a turn over six and a half times for the first year. Women's and children's only have been cited. The same policy was pursued in infants' and women's warm goods; also in boys' and youths', women's, misses' and children's slippers, and women's, misses' and children's oxfords.

While concentration is the success of any department, if carried to extremes it will also be the means of ruining a good shoe store. Many of the old shoemen can call to mind a certain buyer who turned his stock fourteen and a half times in one year. He was heralded as a wonder. His name was on every man's tongue, but that fourteen and a half times turn over killed one of the best departments in the United States. It has never been the same since that year. Buyer after buyer has taken it up and tried to rebuild and draw back its lost reputation, but all to no avail, and the fourteen and a half times turn over confronts each succeeding buyer as a bugaboo which he can not drive off. During the year that this fourteen and a half times turn over was made, the department averaged from fifty to seventy-five orders a day, and it took fourteen days at the very least for one of these orders to be filled. The result was that the trade became disgusted and refused to return when they wanted another pair of shoes. There is a happy medium to be struck, and that is the five times turn over. Let every man aim for that. Let him reduce his stock so that it is possible to get within that five times turn over and he will make a success of his business. Even although stock is reduced, judgment and popular styles being omitted from those that are carried, this turn over can not be made. Don't forget bread and butter shoes are the kind that will do it, and the man who caters to the bread and butter classes is the man who will be successful in the long run.—Shoe Retailer.

### Advice That Needs Revising.

"Put not your trust in riches," said the clerical looking man in the rusty coat.

"I don't," replied the prosperous looking individual, "I put my riches in trusts."

## Here You Are!

### "Profitable Suggestions to Retail Shoe Dealers and General Merchants"

is now ready to mail. Send for a copy before you place any more orders for SHOE STORE SUNDRIES. The "Suggestions" will interest you. Deal at headquarters

Chicago Shoe Store  
Supply Company

154 Fifth Ave., CHICAGO

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

## Our Hard Pan

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

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

## Men's Work Shoes



### Snedicor & Hathaway Line

No. 743. Kangaroo Calf.  
Bal. Bellow's Tongue. ½ D.  
S. Standard Screw. \$1.75.  
Carried in sizes 6 to 12.

Geo. H. Reeder & Co.  
Grand Rapids

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

## "Custom Made Shoes"

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

FIRST CLASS WORKING SHOE

Waldron, Alderton & Melze,

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

Saginaw, Michigan

## If You Want the Best Buy Hoods

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

The L. A. Dudley Rubber Co.

Battle Creek, Mich.



**Traveling Men Who Knock.**

Why do some traveling salesmen persist in knocking certain shoe buyers because said buyers do not see their way clear to buy shoes from them? Ask any traveling man if he knocks the buyers and he will immediately answer "No." At the same time if he were to review his memory he would remember distinctly how he told John Jones that he did not think some particular buyer was any use, he did not believe he knew what he was buying and that he was positive that he did not get the worth of his money in at least four cases out of five. Further than that, he will remember how he told several of his fellow traveling men that this buyer knew no more about running a shoe department than a man who had never been engaged in the business. He can draw to mind cases where this buyer was absolutely at fault and where he rejected the good things that he, the traveling man, had presented to him, because he claimed he was perfectly satisfied with the shoes he was handling at that time.

Traveling salesmen should desist from such talk. It in no way benefits them, and sooner or later it reaches the ears of the buyer knocked, and he will immediately refuse to even look at this man's samples. Be good fellows. Do as most successful traveling men do: Have a good word for every one you meet during the day. Cut out the knocking, as no matter how brilliant a traveling man may be, his success more or less is dependent upon his favor with the various shoe buyers. If shoe-men refuse to look at or order from a certain salesman that salesman is simply waiting time and should go into another business.

Now, nothing is more natural for a man who has been knocked by a traveling salesman than to refuse to do business with him. Nevertheless, all things being equal, if this same buyer is in the market for goods, and nothing transpires to disturb the relationship between him and the traveling salesman, he is not going to give a preference to any of his friends if this certain traveling man has something which appeals to his eye; but let him have a grudge for this man, no matter how large or how small the order might be, he will sacrifice a little in order to place it with a man who is agreeable to him.

The most successful traveling salesmen known to the shoe craft in the world are certain manufacturers who visit the trade year in and year out and ingratiate themselves, not only in the good graces of the buyers, but also the assistant buyers, floorwalkers and clerks. These men are always fortifying themselves for the future, and no matter what they think of a man or his methods they keep it to themselves, and when they can not say anything good you can rest assured they will never say anything injurious. Long experience has taught these manufacturers that "a still tongue maketh a wise head," and that every act of theirs is liable to criticism sooner or later, and that those whom they have been knocking (were they to knock) may some day be in a position to injure their goods perhaps in the departments which are strongest for them at the present moment.

The boys should not forget that the buyer can not buy from every one, and that concentration is the success of their business. Things might change and he might one day want to add new lines, and the man who does not have

his hammer out is the man who will receive consideration when such a time comes.

**Opportunities For the Clerk to Make Himself Useful.**

The atmosphere of many country stores is apt to be very conducive to day dreams and the clerk may not think it will pay him to hustle. The business of the store is limited, and, therefore, his share of the profits, as salary must necessarily always be rather light. He feels that the concern will do just a certain amount of business whether he makes any special effort or not so what is the use of running around wasting his breath?

Now none of these things should influence in determining the clerk's line of action, for no matter what the outlook for advancement is in his store, he will, at all times, do his very best for his employer and if he does that, he will find plenty of employment even in a very quiet country store. He will always keep in mind what he is there for, and fulfill his mission to the last requirement. There are a thousand and one things that a bright young man can improve upon in a country store and if they are not at once apparent a visit to other stores will prove instructive.

There is the window, for instance. A window needs daily attention to keep it in proper condition. As an otherwise strong display may be ruined by dust, frequent trips with brush and cloth should be made to the window, that there should be not even a suggestion of dust.

A window display that lives up to its name must really display shoes to advantage. Every shoe in a show window is best displayed on a form made for the purpose—do not stuff them with paper—for nothing shows off the good points of a shoe like a well fitted form. If your displayed shoes are not fitted with these forms, speak to the boss about it, after having inspected windows that show them, and tell him why he should make the change. Never mind if he does turn you down, keep after him, and you will win out in time.

In regard to pay, do not be worried by the thought that you are earning more than you get. It would not pay the boss to keep you unless you were, and when you become too valuable a man for your present position you won't have much difficulty in finding a better one.

**The Common Kind of Religion.**

Rev. Minot J. Savage made a point at the Unitarian festival in Boston when he condemned "Unitarians who hold their religion as they do their property, in their wife's name." Other denominations know that sort of members.

Insurance Against

**FIRE**

is generally conceded to be a necessity with every merchant. It is just as essential that he should be protected against slow-pay and bad-pay customers, which can be accomplished by maintaining a membership in the COMMERCIAL CREDIT CO.

**The Line of the Least Resistance**

toward success in the shoe business lies in selling serviceable, stylish and practical footwear.

The shoes we make are suitable to every purpose shoes are put to. They are durable, fit, look well and wear. They sell at a moderate price and bring a fair profit. We are glad to call with samples any time you say.

Rindge, Kalmbach,  
Logie & Co., Ltd.

Grand Rapids, Mich.

**Mayers** Low Cut Walking Shoes

Will be the fad this summer

MR. MERCHANT—Satisfy a woman's shoe notion and you add a valuable asset to your business. We make a full line of Oxfords, as well as Low Cut shoes, with gores on the sides and over the instep that can not be surpassed by anyone, and that are guaranteed to give highest satisfaction. Particulars on application.

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

**For \$4.00**

We will send you printed and complete

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

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

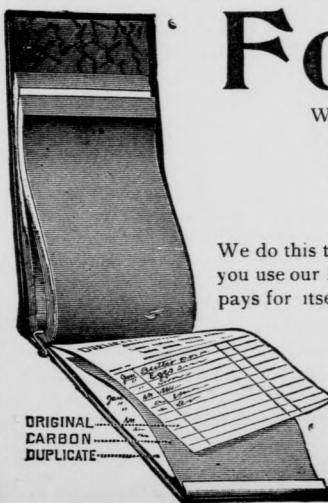
**A. H. Morrill, Agt.**

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

**Cosby-Wirth Printing Co.,**

St. Paul, Minnesota



## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Staple cottons have ruled generally dull in spite of the new prices, and there has been practically nothing doing except for immediate consumption. In numbers the orders have been very good, but individually they are for exceptionally small quantities, so the total has been moderate. Printed sheetings and drills have up to present writing shown no change in quotations, but in all parts of the market they are designated as being easy. There have been very few transactions for bleached muslins and only a limited amount of business is reported in total. Fine yarn sheetings are very dull at previous quotations. Coarse colored goods are quiet, but sellers are still sold ahead in many cases; there are some, however, who are looking for business and there we find some irregularity of prices.

**Prints and Gingham**—Printed calicoes for this week show a decided improvement in the business of most houses. The orders show increases, both in number and sizes. Buyers are making requests now for earlier deliveries of existing contracts and on new contracts are insisting on very early delivery. The tone of the market is steady in practically all departments and printed nap fabrics for fall are in good request and buyers are beginning to experience difficulty in placing orders and for leading lines at least deliveries are promised much later than they wish they were and medium-priced goods are becoming scarce. Percales show no change. Fine printed fabrics are in fair demand and gingham continues firm in both staples and dress styles. The market is firm for Madras and woven pattern cotton dress goods generally.

**Linings**—The market for the general run of cotton linings has seen only a quiet week. The reduction in kid finished cambrics has had little effect on increasing business. Silesias favor buyers in low grades, although no open changes have been made; fine qualities are steadier. In percalines practically the same conditions prevail. Nowhere, however, do we find any animation in the buying. Lines of high finishes are in fair request and full mercerized fabrics are selling better than imitation lines and the clothing trade has not increased the amount of buying to any extent.

**Dress Goods**—The attention of the wool and worsted dress goods manufacturer at the present time centers in the filling of the fall orders in hand, which in some directions constitute a very considerable volume in the indicated prospects for further fall duplicate business from jobbers, cloak, skirt and suit manufacturers, and in the preparations and prospects attending the approaching lightweight season. The market has so far developed little evidence of a return to active business developments. Buyers, as a class, are in no mood at this time to deal in a decided way with the question of their probable heavyweight requirements supplementary to those already provided for. With the jobber, the cutter-up and the manufacturer it is a case of awaiting developments. The jobber and the garment manufacturer feel the necessity of keeping their purchases within the limits of their requirements and, while watching tendencies and developments of a general character in the retailer's bailiwick with a view to gaining a quick and

clear insight into the progress of events and opportunities there presented, are resting on their oars to a considerable extent so far as amplifying their stocks is concerned.

**Underwear**—Fall goods are showing good business and fleeces are strengthening each week. The sellers have practically gained the upper hand and hold the market against the buyers. Some mills are practically sold up for the season, yet it is almost certain that there will be quite a bit more business coming to hand. Gradual advances have made prices to-day show quite a substantial gain over the opening, in a number of cases from 10 to 15 cents.

**Hosiery**—As a whole the hosiery end of the market has started off well, not with a boom but with fairly steady ordering. The early trips by the salesmen were not at all satisfactory, but this was more than likely due to the fact that they were made earlier than the trade expected them, and it was not prepared to do business then. This was construed by some to mean that the season would be a bad one, but we see no reason to feel that this is so, and it is coming right along now. Reports from the jobbers coming to hand show that they are doing a good business, and the popular fancy lines are pretty well cleaned up, although there are some good lots of a more staple character still on hand.

**Carpets**—The three-quarter goods end of the market continues to enjoy a very healthy demand and prices that are obtained are said to be in favor with the manufacturer. Orders are very numerous in the way of old business, while there is a steady enquiry also in the line of new business. The advance of five cents on velvets and Brussels and a slight advance on tapestries continue and unless there is a further increase in the already high rate on worsted yarns, there will not perhaps be any immediate change in values. The backwardness of yarn deliveries has somewhat hindered the mills in several instances. For tapestries thus far the demand has been exceptionally heavy and the enquiries to-day are of a very large order. Body Brussels, of the fine frame variety, are in excellent request and promise much business for the near future. The ingrain trade continues very active. The Philadelphia weavers, as a general thing, are very heavily sold up, with the promise of plenty of business up to cold weather. Weavers of extra supers are obtaining rates at 50 cents and better for their goods. Prices on worsted yarns hold up very well and if they continue to show strength, better values on goods will have to be established. The granite and the cotton ingrain weavers are getting their share of the business as well as the manufacturers who turn out the 4-4 granite tapestry.

**Rugs**—The rug manufacturers in Philadelphia are able now, it is believed, to run their mills along without further trouble from the operatives. All difficulties are believed to be settled and the looms are once more turning out goods. The advances in wages are being paid and range from 10 to 20 per cent. Business is, of course, much disturbed by the long period of idleness, but orders are plenty and are at good prices. Art square makers are busy as a general thing and orders are taken at unchanged rates.

**Lace Curtains**—The lace curtain manufacturer is well occupied on old business. He is supplying the jobber with his fall orders for Nottinghams, fish nets and ruffled curtains, which constitute some good, heavy business.

## It Will Pay

Dry Goods and General Store Merchants to take advantage of the

**Buyers' Excursion  
to Grand Rapids,  
Michigan,**

From August 25 to September 10

and look over our fall lines of Piece Goods, Underwear, Pants, Overalls, Covert and Duck Coats, Lumbermen's Socks, Gloves, Mittens and Notions.

Our stock is in splendid condition.

**Grand Rapids  
Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Mich.

Formerly Voigt, Herpolsheimer & Co.

## The Peerless Manufacturing Company

Men's Furnishers

Solicit your order on their justly celebrated  
Pants, Shirts, Corduroy and Mackinaw Coats.

Also

Dealers in Underwear, Sweaters, Hosiery, Gloves  
and Mitts.

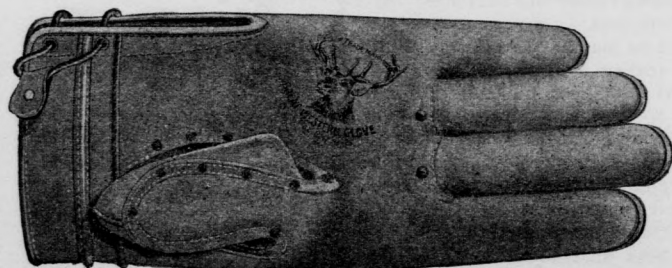
31 and 33 Larned Street East, Detroit, Mich.

Sample Room 28 South Ionia Street, Grand Rapids, Mich.

## Ellsworth & Thayer Mfg. Co.

MILWAUKEE, WIS., U. S. A.

Sole Manufacturers of the



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

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



## ANOTHER SWINDLE.

George Todd and the Demorest Fashion Co.

[Enclosed find a short article which I can not tell whether you will care to make use of or not, but I have gotten it up and send it in for you to do as you like. I have seen nothing of the matter in the Tradesman, but I have been told it was in the papers and I feel sure it has been, although the man who told me had mislaid the papers. He said a man claiming to represent the Demorest Fashion Co. had been in different places in Michigan and had taken in several merchants in some places and they had gotten after him and he thought had caught and arrested him.]

What I know is this: A man calling himself Geo. Todd and claiming to represent the Demorest Fashion Co. was here July 26. We paid him \$3.00 and he gave us a contract and said the stock of patterns and the publications were to come along. We wrote right away to the Chicago address which he gave of the company and the letter would not deliver, they could not find any such people at that address. Then we wrote to the New York address, with the same result. I think there is no question but he was a fraud, of course no goods came. The man signed his name Geo. Todd and said he lived at Adrian. This is all I know except what is contained in the article.

If you care to bring him out in the Tradesman you can probably easily get at the career of the man. I think there is no question but he is a fraud, but have no evidence to prove it.]

If one must be done up at all, it is some satisfaction to have the job done by an expert, not by a bungler. The Michigan merchants who are just now bewailing the loss of the money conferred by them with childlike trust upon a certain alleged representative of the Demorest Fashion Co. may take this comfort, cold although it may be, to themselves. He was a slick one. He was an artist. His name should be written large in the annals of his kind. He fairly earned the appellation, not only of a fraud, but of a pious fraud. Although the goods that were to be furnished are like the letter "that she longed for," in that they never came, his patrons can console themselves by the thought that he was no coarse, ordinary, vulgar villain.

In a play the villain must, of course, be made up for his part and show what he is in every look and action; but the villain who is to perform his part on the stage of real life does not seek to advertise his character by his countenance and costume. That is, not if he is sharp. This man had the dress and manners of a gentleman. He was unobtrusive. He was gentle and sympathetic. He showed what seemed to be an affidavit of the Demorest Co. that he was their rightful representative and, if this failed to bring conviction of his genuineness, then there were the photo of his little girl and his tender paternal solicitude for her welfare that no doubting Thomas could withstand.

The story was plausible. The name of Demorest is famous, both in fashions and in the cause of temperance, and the plan was shrewdly arranged to favor the very points upon which merchants who have handled other paper patterns are a little store. The merchant who pays, month after month, for the fashion plates which he is compelled to give away, pays the express charges and all the other things which the paper pattern folks—the best of them—demand, can not but feel that he is paying for advertising their goods in a way that is at least a little remarkable in business usage. Whoever evolved the plan by which the lion's share of the expense of advertising and pushing the sale of paper patterns is put upon the dealers who handle them must have lain awake nights.

The plan offered by the smooth-tongued and genteel fellow who claimed to represent the Demorest Fashion Co. was different. Instead of plates, a goodly publication called French Fashions was to be handed out by the merchant to his patrons. It was explained that the advertising in this paid for its

publication and the small amount asked of the merchant was simply to defray express charges. The stock of patterns was to come by freight and, like the famous Jones, the Demorest Fashion Co. was to pay the freight.

As a final finishing touch to what was before a most artistic piece of work, a glass case, beautiful and convenient in design, was to be furnished to contain the stock.

With such inducements offered so enticingly, it is no wonder that the victims were not few but many.

One of Them.

No house by the name of the Demorest Fashion Co. is given in the reference books of the mercantile agencies, either in Chicago or New York, which naturally leads to the conclusion that either the house is very new or that it exists only in the imagination of its representative and his credulous victims.

Local dry goods men say that the scheme is an old one and that it is worked with variations about once a year. Even Grand Rapids dealers, who have better opportunities for ascertaining the responsibility of concerns of this character than country merchants, have been victimized by men working this scheme.

The graphic letter of our correspondent shows how easy it is for a man of good address to ingratiate himself in the good graces of the merchant sufficiently to obtain advance payment and it merely affords one more confirmation of the warning frequently uttered by the Tradesman—not to pay any money to strangers under any circumstances, no matter how pleasing may be their address or how captivating may be their scheme or how well they may be backed up by affidavits and letters of introduction, which may be bogus from beginning to end. It is the easiest thing in the world to manufacture documentary evidence and the merchant who is taken in by this sort of thing has only himself to blame if he finds himself subjected to loss as the penalty of being too credulous.

## The Boy From Town.

Last night a boy came here from town  
To stay a week or so,  
Because his maw is all run down  
And needs a rest, you know.  
His name is Cecil, and he's eight,  
And he can't skin the cat  
His maw she calls him "Pet;" I'd hate  
To have a name like that.

He wears a collar and a tie  
And can't hang by his toes;  
I guess that I would nearly die  
If I had on his clo's;  
He can't ride bareback, and to-day,  
When we slid on the straw,  
He ast if roosters help to lay  
The eggs I pick for maw.

When our old gander hissed he run  
As though he thought he'd bite,  
And he ain't ever shot a gun  
Or had a homemade kite;  
He never milked a cow and he  
Can't even dive or swim—  
I'd hate to think that he was me,  
I'm glad that I ain't him.

He thinks it's lot of fun to pump  
And see the water spurt,  
But won't climb in the barn and jump,  
For fear of gettin' hurt.  
His clo's are off nice and fine,  
His hair's all over curls,  
His hands ain't half as big as mine,  
He ought to play with girls.

A little while ago when we  
Were foolin' in the shed  
He suddenly got mad at me,  
Because I bumped his head.  
There's lots of things that he can't do,  
He thinks that sheep'll bite,  
And he's afraid of ganders, too;  
But he can fight all right.

S. E. Kiser.

## Where Her Hopes Centered.

"I have a surprise in store for you, dear," he said, seating himself at the supper table.

"Well, darling, I hope it's a millinery store," she responded, quickly.

## An Invitation

We extend to you an invitation to make our store your headquarters. All grips and garments will be properly taken care of.

We also extend to you an invitation to look over our stock; each department of our house will be found well equipped with complete lines of goods selected with the greatest care.

We are in a position to care for your wants.

**P. Steketee & Sons,**

Wholesale Dry Goods, Grand Rapids, Mich.



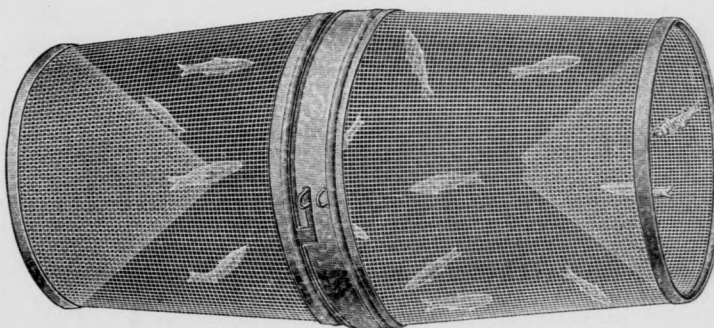
## How About Fur Overcoats?

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.

## "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.



## Butter and Eggs

Observations by a Gotham Egg Man.

As the summer season advances without having brought, as yet, any long protracted spells of excessive heat the outlook for unloading at profitable prices the accumulation of eggs in cold storage becomes somewhat less promising. In the larger distributing markets the summer arrivals of fresh gathered eggs have been comparatively liberal and while they have been of extremely irregular quality it is evident that the waste has been less than usual and the proportion larger of eggs good enough to be used in the better channels of trade. In fact, the quantity of good fresh eggs, judging from the arrivals at New York, has been about sufficient for consumptive requirements and of the lower grades there has been a surplus of which more or less has been going into the refrigerators every week. It is remembered that last year at this time storage stocks were being drawn upon freely and that by September 1 there had been a very considerable reduction of the holdings at most of the large storage centers. The fact that no reduction has thus far occurred this summer leads to the belief that while we had less eggs stored in the country as a whole at the beginning of the summer, the decrease compared with last year is now diminishing and may soon disappear altogether. This probability, taken in connection with the high cost of the goods and the chance that fall production may be larger than last year as a result of the cooler summer and better grain crops, has lately caused a loss of confidence among some of the holders of refrigerator goods, and offerings of early packings have been more free and at somewhat easier prices. Whereas a short time ago 21c was generally looked upon as a conservative valuation for fancy April packings, storage paid to January 1, and many holders were expecting to realize fully 1c more, there has lately been no disposition to take important lots at 21c and some sales of strictly fine goods have been made at 20@20½c.

A few local dealers who have early packed goods on hand have lately been working them out in their trade—not because of any difficulty in finding sufficient good eggs in the current arrivals, but simply because present prices showed a profit on their accumulations and they were disposed to accept it and reduce stock. This use of refrigerators has not effected a reduction in our local holdings because fully as many of the cheaper eggs have gone in as would offset the quantity of finer goods taken out. And of late the use of these refrigerator eggs in consumptive channels has had rather an unfavorable effect upon the market for fresh receipts of current gathering, by restricting the demand and causing a little tendency toward accumulation.

Rather an important feature of the situation remains to be developed during the next four weeks—the disposition of egg operators in regard to storage of late August and September production. If there should be any general disposition to store the better grades of such it may be quite possible to maintain values on fresh stock at present figures or even to force some advance; but it seems as if the high prices ruling and the situation of earlier packings before described, might cause a decided hesitation in storing any considerable quantity

of fall fresh, and in that case we may expect the fall season to advance considerably before early packings can be worked into consumption to very great extent. Of course this would be favorable to the ultimate outcome of the storage deal, taken as a whole, and it is to be considered whether it is not essential to a profitable wind up.—N. Y. Produce Review.

### Keeping Geese For Profit.

The Toulouse, Embden and African geese are breeds that will do their best to bring in an extra penny to the farmers. They have the weight when matured that makes them desirable, the hardiness that causes their eggs to hatch well and their young to live, and the meat qualities that are in demand in the city markets.

To turn grass into hay is one way of making money, and to let geese turn grass into greenbacks is more profitable because you have less competition when you sell, and save all the weary hours in the hay field on hot summer days. Geese, if mated correctly, will do the moneymaking themselves, so to speak. The old goose is the mother, and if you assist her in feeding the goslings for three weeks, she is amply able to return in early fall a big flock of heavyweight youngsters. For best results, people have advised to cross the above mentioned breeds, but this view I do not hold. A thoroughbred, be it a horse, cow or goose, is always worth more than a crossbred animal. Often the chance slips by to sell geese for breeding purposes if you have crossbreeds in your fields.

Do not confine geese, unless you wish to force fattening, and even in this case it should not be longer than two weeks. Geese must have liberty and a grass run to do their best. The Embdens are preferred by some on account of their white plumage, but as breeding geese should never be plucked, this advantage is not as valuable as it at first may appear. Toulouse geese lay the most eggs. Africans are the hardest and Embdens have the best feathers. All are good and none is best.—American Agriculturist.



### 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

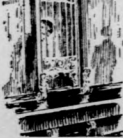
**3% interest**

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.



## WE GUARANTEE

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

**ONE HUNDRED DOLLARS**

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

*Robinson Cider & Vinegar Co.*

J. ROBINSON, Manager.

Benton Harbor, Michigan.

## The John G. Doan Company

Manufacturers' Agent  
for all kinds of

### Fruit Packages

Bushels, Half Bushels and Covers; Berry Crates and Boxes;  
Climax Grape and Peach Baskets.

Write us for prices on carlots or less.

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

SHIP YOUR

## BUTTER AND EGGS

—TO—

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

and be sure of getting the Highest Market Price.

### EGGS WANTED

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

### Butter

We can handle all you send us.

**WHELOCK PRODUCE CO.**

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

If you want the best results ship your

## Eggs and Butter

to **Lloyd I. Seaman & Co.**

148 Reade St., New York City

Established 1850

Reference: Irving National Bank

### Apples, Peaches, Pears, Plums

In carloads or less. Crop in this section the finest in years. We have twelve years experience in this market and the best shipping facilities. Shipments carefully inspected and packed by competent men. Telephone, write or wire for quotations.

**The Vinkemulder Company,**

14 and 16 Ottawa Street, Grand Rapids, Mich.



## Fruits and Produce.

Kind of Apples We Must Produce For Europe.

The possibilities of a European market for a larger quantity of American apples should justly claim more attention. Such a market can not be developed by any one class of men alone. The responsibility rests with the American apple grower as well as with the American apple buyer and shipper. A better understanding of European conditions and strenuous effort and co-operation on the part of all concerned ought to secure in Europe a lucrative sale of increased quantities of apples. In order to arrive at a better understanding of European conditions it is, perhaps, worth while to mention the fact that the Europeans are well aware that they can never hope to compete with America in the wholesale production of cheap fruit. This fact does not worry them, however, half so much as might be supposed; in fact, they are not trying very hard to compete with us in that way. They are simply laughing at the inferior quality of American apples and are turning their attention to the production of apples of the highest quality, so they can have the cream of the market, and they get a price for their product such as we have never dreamed of in America. A half dozen apples of first quality, attractively put up in a small basket, sell for as much in London or Berlin as a whole barrelful of fine apples in America.

It should be borne in mind that in America we have a great middle class of comparatively well-to-do people, including millions of the more intelligent laborers, who consume the greater part of our apple product. It is a source of gratification that we have such a middle class and that we can supply enough apples to bring them easily within their reach. In Europe they have practically no such middle class; generally speaking the people are rich, aristocratic and luxurious or very poor. The former class do not want to eat cheap apples; the latter can not afford to. There is far greater demand in Europe for apples of first quality at exorbitant prices than in America. There is a greater demand for moderate priced apples in America than there is in Europe.

It seems to me the future of our European apple market depends upon our supplying only a first-class article. Let us keep all our moderate priced stuff at home. The European grower is turning his attention to varieties of the highest quality, regardless of productivity. It is more profitable in Europe to grow a smaller quantity of apples of high price than a larger quantity of low price. Strenuous care is given to pruning, thinning the fruit, spraying and general management. Pruning in summer is kept up to admit sunlight as well as to stimulate the formation of fruit buds for the succeeding year. Pruning in winter thins surplus fruit buds and shortens vegetative branches.

It is not a virtue to cause two apples to grow where only one ought to. The smaller one is pulled off.

Spraying and cleaning methods of management reduce fungi and insects. A few trees are an occupation for a man and several women, but in this land of cheap labor that does not matter. In fact, it is a good thing.

Nobody asks at what time he ought to spray or how often. He keeps it up

all the time and is sure to hit it. It is no uncommon thing to see a man engrafting or inarching the tip of a vigorous shoot to the point of attachment of the stem of a growing apple in order to secure its greatest development. And last winter when the fruit buds of choice varieties were killed by frosts in some sections, fruit spurs were secured from more favored regions and grafted on to the frosted trees in order that they might not pass the season in idleness. I hope no one will doubt my veracity, for this is not a joke.

The individual apple receives more honor and attention than the workman himself, and even in America, if we could receive 50 to 75 cents each for inserting top grafts we would go into the business, too.

The fruit is picked and handled as carefully as it is managed while on the tree. There is no "gathering time." Each apple is picked when it is in the proper stage of development. For this reason each tree is gone over a number of times in order that each apple may be ripe when taken off. Each apple is wrapped in two thicknesses of tissue paper and put in the storage cellar to ripen. These storage cellars are in every way inferior to our cold storage plants and are kept at the right temperature only by the most painstaking care and constant attention. The proper temperature at which to keep the apples is a matter of constant experiment. It differs in different years and with different varieties, depending somewhat upon the solidity of the apple, or the rapidity with which the ripening process proceeds. Some of the firm-fleshed long-keepers are said to be improved if the cellar temperature is allowed to fall just below the freezing point of water, for a time. In most cases, however, it should be kept somewhat above freezing. Some of the quickly ripening sorts are kept several degrees above freezing.

Another thing which impresses the American horticulturist is the care which is taken to place apples on the market at exactly their proper stage of ripeness—on the day on which they have arrived at that most delicious flavor. In America we hear men speak of the people acquiring an educated taste for fruit, which simply means they are acquiring the habit of eating more fruit.

In Europe an educated taste for fruit mean an ability to appreciate the difference between fruit of the highest flavor and that which is not quite up to the standard of excellence. With us it signifies the consumption of a greater quantity. In Europe it refers to the detection of the highest quality.

Just as the professional wine taster detects traces of difference between wine of the finest quality and that which is not quite up to the standard, so does the European epicure detect difference in the flavor of apples that are "all alike" to the novice.

The period during which an apple is at its best is said to be much shorter than is generally supposed, and if marketed a few days too early or a few days too late, it brings a low price.

Here the small package has the advantage, in fact, the smaller the package, the better the price. The finest apples are offered for sale attractively put up two to twelve specimens in small baskets. No one wants fine apples by the barrel. A large quantity opposes the idea of luxury. The conservative European epicure must have something that does not exist in sufficient quantity

## 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

# SEEDS

Clover and Timothy—all kinds of Grass Seeds.

**MOSELEY BROS., GRAND RAPIDS, MICH.**

26-28-30-32 OTTAWA ST.

to make it "common." The smaller the package, also the more uniformly can the fruit in it be selected. In order to secure the highest price every apple should be uniform in every respect with its neighbors.

Attention must also be given to the requirements of different markets. For example, Berlin wants yellow apples, while Hamburg prefers red ones. Formerly before apples were much shipped and every city had to depend upon locally grown fruit for its supply, the best sorts grown in the region accessible to Berlin happened to be yellow apples. The people still cling to the tradition that the best apples are yellow ones. So marked is this preference that the grower in shipping Gravensteins, a variety which vary from rich yellow to well covered with red, sends the yellow ones to Berlin and the red ones to Hamburg.

That the care given to secure the highest possible quality in European apples pays well may be seen from the following figures, which show how the various grades of the White Winter Colville compared in prices when sold in London:

Each apple weighing 320 drams averaged 72c; 270, 48c; 215, 12c; 160, 5c; 130, 3c.

It will be seen that a large, well formed, perfect apple was worth 72c, while one half that size, instead of being worth half as much, was worth only 5c, or one-fifteenth as much. Hence the man who grows the finest fruit and markets it in perfect condition at just the proper stage of ripeness makes the money, while the fellow who grows just ordinary fruit can not make anything out of it in this place of high priced land.

It should not be inferred that all European growers bestow the care outlined above upon their apples. Only the best growers do it, and they make money out of it. The careless grower and handlers are sufficiently numerous to supply the limited European demand for moderate priced fruit.

If we want a profitable European market we should aim to supply only the best. European methods of fruit production are not to be recommended for American conditions, but the main principle involved in the careful painstaking methods, that of producing only the best, is worthy of our serious consideration if we want a European market.

The idea is all too prevalent abroad that we have no good apples in America, or if we have that they exist only in one place, which is at the top of the package.

Dishonesty in packing American fruit is everywhere mentioned. Here in horticultural circles everything which looks fine without and is foul within, or is small in the middle and large at both ends, is likened not to the scriptural whitened sepulchre, but to the American apple barrel. Making all due allowance for exaggeration of our short-comings, it is evident that it is not going to pay us to ship poor fruit to Europe, and that while some good American fruit is sent here, we have not been careful enough in the past to ship only the very finest. In the next decades America is going to produce immense quantities of apples of moderate price. She is going to market most of these, no doubt in America—and, let us hope, by the barrelful. Those which are sent to Europe, however, should be so selected, handled and marketed as to meet the

conservative demands of the European markets, to which they are sent.

We have the finest apples in the world, and Europe has only to find that out to buy a considerable quantity of them at high prices. It will be a mistake, however, to get rid of a few hundred thousand barrels of poor or medium grade fruit by shipping it to Europe. Such a course would destroy our chances of a European apple market just as we formerly killed our lucrative European market for dairy products by the Yankee invention of filled cheese.

J. C. Whitten.

#### The Excursion Agent.

Bill Long—he gets excursions up,  
And sends them everywhere,  
And tells all the excursionists  
About the mountain air;  
He charms them with his talk  
About the sighing sea,  
Or sends them to Detroit  
By way of Kankakee.

Bill Long—he figures out the route  
For anyone who'd like  
To take a trip to New Orleans  
By way of Higgins' Pike;  
Or he can send a man  
To Sandhurst-by-the-sea,  
And bring him home again  
By way of Galilee.

Bill Long—he has more circulars  
To show you how to ride  
From Barnegat to Heidelberg  
And fifty trips beside.  
And if you want to go  
To where the billows roll,  
He'll route you so you may  
Stop off at the north pole.

Bill Long—he gets excursions up;  
He has a mammoth list  
Of towns and countries that are good  
To the excursionist.  
But while the other folks  
To other places roam,  
Bill Long enjoys himself  
By staying right at home.

Josh Wink.

Some men succeed by ability and some rely on their nerve.

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

## Why Not Try

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

You ought to sell

## LILY WHITE

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

## Cheaper Than a Candle

and many 100 times more light from  
**Brilliant and Halo**  
Gasoline Gas Lamps  
Guaranteed good for any place. One  
agent in a town wanted. Big profits.  
**Brilliant Gas Lamp Co.**  
42 State Street, Chicago Ill.

## 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.**

## 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.

## 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.**

## Every Cake

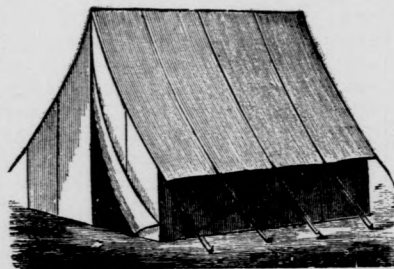


of FLEISCHMANN & CO.'S  
YELLOW LABEL COMPRESSED  
YEAST you sell not only increases  
your profits, but also gives complete satisfaction to your patrons.

**Fleischmann & Co.,**

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.



## 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**



You will find scarcely an imperfect berry in a package.  
That's one reason why the people like it.

**OLNEY & JUDSON GROCER CO., Grand Rapids.**



# The New York Market

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

New York, August 16—The anticipated reaction in the coffee market came with a dull sickening thud and it is said the leading concern will have to take about 750,000 bags of the article between September deliveries on contracts and arrivals bought on a cost and freight basis from Brazil. The demand during the week has been of an average character, which is not saying very much. Roasters and jobbers seem to be away together on their vacations and the general appearance of the market is that of a deserted village. Receipts at primary points continue to be fairly large, amounting on Thursday to 64,000 bags at Rio and Santos. In store here and afloat for New York, Baltimore and New Orleans, there are 2,753,625 bags, against 1,439,385 bags at the same time last year. At the close No. 7 was worth in an invoice way 53-16c. Offerings of desirable mild grades are not large, but appear to be ample for all needs. Good Cucuta is quotable at 83c. East India coffees are meeting with slight attention and remain unchanged as to price.

It has been a very quiet week in teas. Sales have been for small lots for immediate consumption and hardly anything has been taken in the way of future supplies. Offerings are not overabundant by any means, but still there seems to be plenty of tea to go around and prices remain practically unchanged.

Some of the soft grades of sugars show a little irregularity, but upon the whole the market is well sustained. The demand is hardly as active as last week and there is little, if any, delay in taking care of orders about as fast as they are received.

The week has been one of some ups and downs for rice, but the outlook is encouraging. Prices are well sustained and offerings of the better sorts are not very large, so that dealers are encouraged to think the future is full of promise. Choice to head, 53c@7c.

There has been a good trade—a very good trade for August—in pepper and the market closes firm, with a good steady run of orders from many parts of the nation. Singapore black, in a jobbing way, 12c. Other sorts of spices are doing fairly well and a good fall trade is looked for.

Already some signs of fall trade are shown in molasses and orders booked make quite a respectable total. Sellers do not seem to be at all anxious to push the sale of goods. Syrups are in fairly active movement. Prime to fancy, 18c@26c.

It seems to be pretty well settled that the pack of corn in New York will not be much, if any, over half of last year's output. In Maine the crop is backward, but if frost does not come too early a full pack is likely to be put up. The week has been rather quiet, taking it as a whole, and most attention has been concentrated on salmon, prices of which are very fluctuating. The pack on Puget Sound is likely to be less than half as large as last year. The supply of red Alaska promises to be large. Columbia River No. 1 talls, \$1.35. Flats, \$1.45. Trading has been very active and, in fact, has been so for the whole season. Tomatoes are worth 90c@95c for New Jersey No. 3 standard goods, with Baltimore asking above 80c, at which price there is little, if any, profit left to the grower.

There is a steady market in dried fruits and about the usual trade of August is being done. Prices are practically unchanged and until later in the season not much business will be looked for beyond the daily run. Spot prunes and raisins are very well held and holders seem determined to make no concession.

Lemons are quiet and a slight decline was shown at auction. Sicily lemons range from \$1.60@2.80 and Majoris up to \$4.75 for fancy fruit. For oranges there has been a rather more active call

and quotations range from \$3.25@6.50, the latter for fancy large Valencias. Bananas are quiet and without change.

At 20c for fancy Western creamery the butter market is steady. The volume of business is not large, nor is it expected to be while so many are away from the city. Still for midsummer there is a fair amount of trading. Aside from the very best goods the demand is quite small and prices have sagged. Seconds to firsts, 17c@20c; imitation creamery, 15c@17c; factory, 14c@16c, latter for fancy June make. Renovated, 17c@18c.

There is little to be said about cheese. The market remains practically without change and 9c seems to be about the top grade for full cream New York State stock. A little more has been done in an export way than last week, but the home trade is rather dull, to say the least.

With freer supplies the egg market is hardly as active as last week and the situation rather favors the buyer. There has been no material decline, however, and none at all for desirable goods. Best Western are held at 20c, with fair to good 19c; fancy Western candled, 19c; uncandled but graded, 16c@17c; ungraded, 14c@17c.

## What the Witness Saw.

"Do you mean to swear," said the foreman of the jury to the witness, "that at the time of the quarrel that constitutes the cause of this action you saw the prisoner with a coal scuttle in his hands making ready to heave it at his wife?"

"Not exactly," said the witness, with considerable hesitation. "I mean to swear that I saw the prisoner with a coal scuttle in his hands."

"In what attitude was he then?" asked the presiding judge.

"Well, now, since your lordship has asked I'll tell the truth. The prisoner was lying down with the coal scuttle over his head and his wife on the top of it."

The jury returned a verdict of not guilty.

Women sometimes feel unworthy of their husbands—in novels.



Imported  
KOBÉ

JAPAN RICE

BLUE PAPER LINED POCKETS

## Have You Been Considering The Advisability of Purchasing A Typewriter?

You ought to give it some thought. Pen written business letters are really not "business" any more.



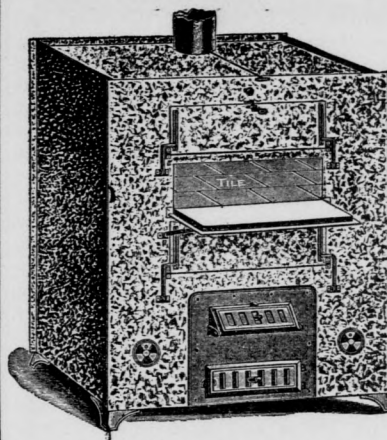
### Fox Typewriters

are simple and durable. They stand unequalled in point of desirable features. Let us mail you a catalogue and acquaint you with our

FREE TRIAL PLAN.

Fox Typewriter Co., Ltd.

350 North Front St. Grand Rapids, Mich.



# 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

## Why Not Burn Air Instead of Money?

92 per cent. of the above is possible if you adopt the Safety Gas Light System of illumination. This ideal individual lighting plant actually burns 92 per cent. air and 8 per cent. gasoline vapor gas, furnishing the purest, steadiest, strongest and most economical light kindred to sunlight.

### IT IS A FACT

The village shop can be made as bright and cheerful as the most elaborately lighted store of business centers.

Our lighting machine is ever ready and always reliable. Smokeless, odorless and non-explosive. Can not clog or annoy in slightest way.

### AND GUARANTEED

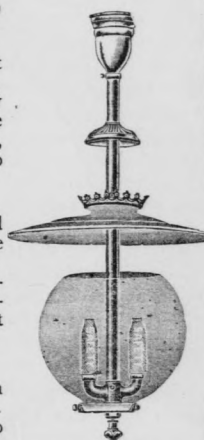
Each machine is fully warranted and with proper care is practically infinite in durability. Gives a pure white glow of softness. Burns 80 per cent. less money and makes 90 per cent. less heat. Is sunshine to darkness, giving noon-day rays of light.

We herewith cordially request a visit from all our customers who take advantage of the First Trade Excursion to Grand Rapids, Aug. 25 to Sept. 10. Come and let us talk it over. Send for Catalogue and Price List.

Perfection Lighting Co., 17 S. Division St., Grand Rapids.

Both Phones 2090. Long Distance.

CHAS. C. WILMOT, Manager.



Burns 90% Air

# 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.

## Woman's World

### The Curse of Going Away From Home.

One of the curious phases that human nature presents just now is the spectacle of a horde of hot and dusty and perspiring people rushing frantically from one part of the country to another. You may meet them, weary and dishevelled, on boats and cars, you may hear them grumbling in hotels and kicking because they get the flapjacks of home in the Waldorf Astoria, you may see them, bored and lonely, forlornly rocking on the verandas of resort hotels, you may see them dully gaping at historical spots they ought to thrill over and do not, for the great vacation season has arrived and the curse of going away from home is upon us.

The situation is one that is both amusing and pathetic. It is amusing to see so many people the victims of a superstition, and it is pathetic to watch them laboring so hard and spending so much money trying to enjoy themselves and doing it so sadly, for if we all told the truth we would have to confess that the two points in which a summer vacation is really an unalloyed delight are in anticipation and reminiscence.

We had months of delight in planning the trip to Petoskey or Mackinac, in dreaming of the pure, bracing, life-giving breezes, in fancying the majesty of rolling waves of sapphire and pearl, and we shall spend the winter comfortably bragging about the place we went to to our friends, but in the meantime the actual experience consisted of some weeks of physical misery—of hard beds and ill-cooked food, and general discomfort, that kept our nerves on edge and our tempers at the boiling point.

To prove how true this is you have only to sit on the veranda of a summer resort and listen to the conversation. "Did you ever taste anything like vol-au-vent at dinner? Heavens, I wouldn't let such a thing come on my table! My cook is a cordon bleu, and the way she makes it is, etc." "Aren't the bathing arrangements here frightful? I tell you, I shall be glad to get back to my big porcelain-lined tub and damask towels." "Goodness, isn't it dull here? Nothing on earth to do but dress up for a lot of other women to gape at and appraise. I wish I was back at home where I could go out to the lake and have dinner at the Lakeside Club overlooking the water and hear the band and see a good vaudeville show," etc., and so people sit and talk day after day and complain of the misery they are enduring and contrast it with the joys of home, and it is sardonically funny to remember that they are martyring themselves in the name of pleasure.

For all that, however, the summer vacation has a place in the scheme of things, and it is justified of itself if it does nothing else but remind people how well off they were at home. Sometimes we are too close to our blessings to properly appreciate them. We need to get off and get a perspective on them, and I, for one, believe that everybody during the year ought, at some time, to make a break in their regular way of living and get out of the ruts and away from the monotony that kills.

Nor, as a general thing, do I believe in people going off in caravans in family parties. The poor, worn, weary business man, with his nerves fretted to fiddle-strings by the incompetence of employees and the unreasonableness of

the public and the thousand cares and worries of commercial life must feel as if he had jumped from the frying pan into the fire if he has to spend the time he has intended to devote to rest and recreation in packing a baby about and answering little Johnny's incessant questions and pulling little Bobby out of danger.

This does not imply that he does not ordinarily enjoy the society of the baby and Johnny and Bobby. It simply means that there is a limit to human endurance. The man needs outlet and rest and not to go through the earthly purgatory of traveling with children. Women are often silly enough to think that it shows a lack of affection for a man to want to go off by himself for a rest. It is nothing of the kind. It is only the instinct of self-preservation, and any wife who really loves her husband and properly appreciates the way he slaves for his family will not only see that he gets his vacation, but that he is speeded on it joyously and ungrudgingly.

If mothers were as wise as they are unselfish, they, also, would demand a yearly vacation as their just perquisite. No work in the world is more grinding and more exacting, so unending, as that of the woman of family. She is in a treadmill where, day after day, she goes over the same weary round of duties, with few diversions and little relaxation, and by and by it begins to tell on her. She becomes cross and irritated. She loses her charm and people begin to avoid her instead of seeking her. Half of the time this is nothing but the protest of over-wrought nature. Her nagging and fretting and sharp speeches are the cry of the overstrung nerves, and a little rest and relaxation would restore her to her normal self again.

She does not take it. She would think it a crime if she even contemplated going off anywhere without dragging along the children with her, and in that she does not only herself, but the children, a grievous wrong. Nobody knows what little martyrs children are at the hands and tongue of a nervous mother, whom every trifle irritates and whose "Stop that noise," "Don't do that," are as incessant an accompaniment of everything the restless little creatures do as a Greek chorus in a classic drama.

I know one woman—a woman who is chummy with her children and adored by them—who every year hires a professional nurse to come and stay two weeks with her children, while she goes off and takes a rest. "Whenever I get to the point," she says, "that everything the children do worries me, when their laughter and noise make me jump and I catch myself scolding them for trifles and make sarcastic replies to my husband, I know I need a rest and change. I might stay at home and have a spell of sickness and spend the money in doctors' bills and medicine, but I like better a couple of weeks in another city—a visit to an old friend or a quiet stay at a hotel, where I play I am a bachelor girl and eat Welsh rarebits at midnight and go to the theaters, and it does not cost any more. I have not any mother or sister or aunt to stay with my children and so I hire a settled professional nurse I have known a long time, and this relieves my mind of all anxiety about my little ones' welfare. When my ten days or two weeks are up I come back, feeling as fresh as a daisy, and with my mental poise completely restored. More than that, I have

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

YOU CAN *Learn to Write* WITH EASE AND BEAUTY Under AN 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.

*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

Would a system of keeping your accounts that

## Lessens Bookkeeping By One-Half

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

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

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

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

The Simple Account File Co.

500 Whittlesey Street,

Fremont, Ohio



a lot of good new stories and I have learned a lot of new tricks that interest and amuse my children, and they hang about me and my husband makes love to me and peace and amiability reign in our house. It is a great discovery and if more women would follow my example there would be less domestic discord and fewer invalid wives."

With a woman, however, a vacation is like champagne. It is excellent as a stimulant, but too much of it is a vice, and the woman who shuts her house up at the beginning of the summer and stays away until late in the fall takes a gambler's risk with her happiness. A dreary, stuffy house, shrouded in white linen, is not an attractive place, especially when there is no one in it to welcome a man back after the day's labor. It is too hot to read, too early to go to bed, and the long, lonely evening must be gotten through with. Of course, the wife, with a selfishness as amazing as it is stupid, pictures her domestic John as going home to the funeral house, letting himself in with his key, eating a solitary dinner and spending the evening in rapturous thoughts of his absent spouse and longing for her return. In reality, as those of us who are stay-at-homes know, something quite different happens. John feels lonesome for a few days and then he begins to console himself. "Sallie is enjoying herself," he argues with practical logic, "and so why shouldn't I?" And he does, Mme. Sallie. Many a good-intentioned husband drifts into little summer flirtations with a pretty girl during his wife's summer absence. He does not mean any particular harm, but the axe has been laid at the foundations of their domestic happiness and sooner or later the edifice crumbles into dust. All of us could name a dozen families that have been broken up by scandals that would never have occurred if the wife had been at home—making a home for her husband—instead of gallivanting around at summer resorts. A woman should not only be the guardian angel of her home, she should be its watch dog as well. It is better to prevent the robbery than it is to wail over a lost treasure.

Of course, the traditional excuse for women going off for the summer is that they do it for their children. This is a pretty, but not a tenable theory. If it were true, we should see the mothers taking their children to some quiet country farmhouse where the little ones could wear old clothes and revel in their rightful heritage of dirt and freedom from the shackles of clothes and conventions. If mothers would do this, it would atone for their taking almost any other risk, for every child would be healthier and better for such an experience, but few mothers feel called upon to immolate themselves to that extent for their children.

The result is that we have the pitiful spectacle on every side of the summer hotel child, overdressed, spoiled, pert, restless and disagreeable, playing about the hotel corridors, hearing gossip it has no business to hear, learning to judge people by their clothes and drinking in at every pore the demoralizing influences by which she is surrounded. I have seen these little creatures, with wizened faces caused by late hours and pasty complexions caused by eating the heavy, rich hotel food, hanging around the bar and pool room doors, listening to obscene jokes and ribald language or haunting the ball room until they became adepts at detecting scandals, and

I wondered what their mothers could be thinking of to bring them to such places. Better a thousand times that they should be in the safety and quiet of their home, no matter where that was. No miasma could be so deadly as the nauseous miasma of scandal and gossip, no sun so hot as the sirocco of passion blistering the little soul with its knowledge of evil.

Surely the time will come when we will take our vacations more rationally—when we will make them a rest and a refreshment, instead of a race against time on the railroad or a dressing contest in a swell hotel. For we all need change and rest and relaxation, that we may take up our burdens again, and with fresh courage and a new enthusiasm.

Dorothy Dix.

#### Their Sense of Honor.

"No; women have not the sense of honor that is exacted from a man," he remarked, with the courage of his convictions. "I do not say that there are not many exceptions, but they prove the rule. It goes without saying, mesdames, that, of course, I am perfectly sure that each one of you is one of the aforesaid exceptions. Still you must acknowledge that not one of you can truthfully say that many of your acquaintances do not beat the devil around the stump, as the saying is—quibble to gain small advantages and do many things that would ostracize a man with his fellows at a club, but are either pardoned or overlooked in a woman. It is a matter of standard, I grant you. The unregenerate man probably has no nicer sense about such matters than the unregenerate woman, but public opinion has created a difference. A man who cheats at a game would be turned out of a club, while a woman may be known to take an unfair advantage and it is not only never brought home to her but it does not even affect her standing in society. Why, your very talk proves the truth of my assertion. You were all discussing a few minutes ago certain happenings at your bridge parties. Do you not realize that such criticisms would not be tolerated for an instant among men! One of you said, I remember, that a certain woman was so 'careless' about the score, and that she did not enter her opponents' full winnings, so that they lost the rubber. It was a matter of a prize, not money; but, according to your account, she cheated, all the same, to win it. And yet that very person gives a dinner next week to which you are all going. Women are certainly queer creatures, and are nothing if not inconsistent!"



A Postal Card

Will get you prices on the best store stools made.

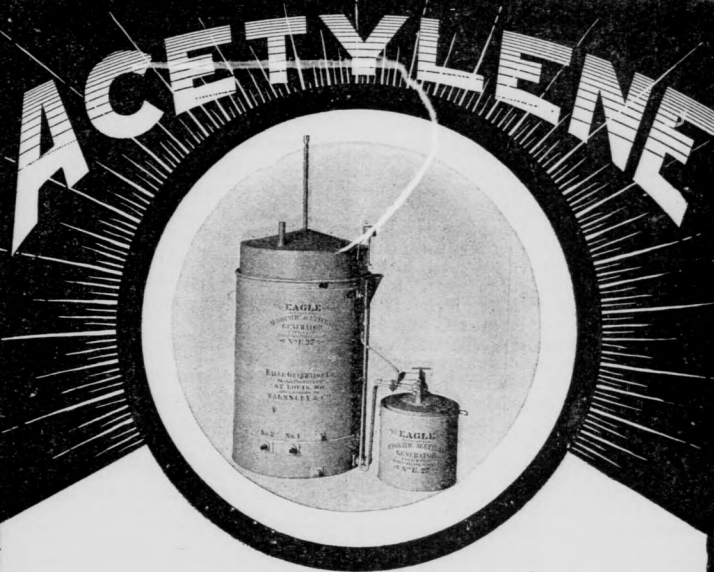
BRYAN PLOW CO., Bryan, Ohio  
Manufacturers

## 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 Ellicott St.; Dayton, 226 S. Ludlow St.; Sioux City, 417 Jackson St.; Minneapolis, 7 Washington Av. N.

L. L. CLINE, DETROIT

E. C. Adams  
L. C. Wann

Our travelers  
in your section

Oscar Kropff  
W. P. Baillie

Are now out with their trunks filled with Holiday Goods imported from all parts of the world—goods that we absolutely control in this country—and they are in a position to sell as low or a little lower than any one else. Their lines are complete in queensware, glassware, crockery, lamps and brass goods. Either see our traveling men or drop us a card.

GEO. H. WHELOCK & CO.,

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

## Clothing

### Cutting Prices on the Threshold of the Season.

The following remarks, made by the manager of an important New York concern, are rather interesting:

If I were asked to name the greatest evil in merchandising to-day, I should reply, the absurd system of cutting prices at the threshold of the respective seasons. This practice leads to demoralization. It exists in all grades of stores excepting the very extreme exclusive trade, where mostly a book business is done. The retail dealers along Broadway have simply made the public price-crazy by putting out specials whenever there is the slightest excuse. I do not say that all of them do not try to get business in the regular way, but the house that does is an exception to the rule. This warfare is getting worse all the time. Various stores pursue various methods.

One store will have goods made up especially for these sales, another will go out and pick up odds and ends in the market suitable for the season. These bargain sales are conspicuous not only at the beginning of the seasons, but also in mid-seasons.

Is it possible to lessen this evil? Various improvements have been made in the trade within my recollection; for instance, I can remember when the one-price system was in many towns not the rule by any means. The price at which you sold an article finally was the price. One man might pay \$15 for a suit of clothes and his neighbor come in the next day and get it for \$3 less. It all depended on his shrewdness and his ability as a bargainer. Now the one-price system prevails everywhere all over the country, so it seems to me that perhaps it may be possible for this evil to be modified, and I think the trade will appreciate a few remarks on the subject from you.

At first sight it does seem as though it would be impossible to say anything on this subject, but we sympathize with the manager and appreciate his position.

By way of comment on his remarks it may be said that just so long as storekeepers are compelled to pay great rents and to be under great expense all the time in order to do business on a popular thoroughfare, just so long will they find it necessary to keep everlastingly making efforts to get people into their stores.

Some there are who can flourish without the knife, but others would simply have to go out of business were it not for their cutting of prices. They are always in the market looking for opportunities to move goods at a price not only to make a profit on the sale of these goods, but to use them as magnets to draw more customers. Not to do these things when circumstances demand or conditions suggest that they should be done is to stagnate, to dry up and to be blown away by the force of competition.

It would be hard, indeed, to say just where the line should be drawn in the matter of forcing merchandise. Take, for example, special sales on underwear at the beginning of the season. The buyer may pick up some fair stuff at a price, or it may be some that he has carried over from a previous season. Now to get rid of it he puts a special price on it. The stuff looks pretty good through the window, and lots of people come in. When they see it on the counters indoors and examine it closely they find that it is not quite so nice as it looked behind plate glass. The salesman who shows them through the special goods quietly suggests that for 25 for 50 cents, as the case may be, a very superior

article can be purchased. Invitation to look the other stuff over is accepted by the customer, and in many instances a sale follows. The customer did want underwear and did not like the cheap stuff and is led to buy the better grade by the man who receives and waits on him. A sale so consummated would probably never have been made had it not been for the offer in the window.

We have seen novelties in negligees and overshirts put in the window at a special price on the threshold of a season and very much better goods sold to a customer who went indoors. There is a great deal in getting a man started.

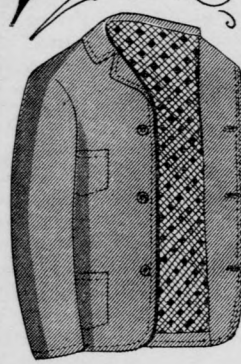
Some recent sales in New York made on Fridays and Saturdays have resulted in good business all the week. The people who came in on the days mentioned seemed to get a fever to buy more. They show their purchases to their friends and are congratulated on their "buys" and so come back again for more of the same stuff, and incidentally not infrequently purchase other things, so it would seem well nigh impossible to dispense with this form of trade-getting. Where the burden of business is done with well-to-do people, who can anticipate their wants at the season's prices, the matter of special sales does not cut so big a figure and the closing-out done by such houses is invariably stuff which has accumulated and which is put out at a price so as to clear the goods away to make room for new selections.

Our friend, the manager quoted, apparently believes that there might be some concerted action on the part of the leaders to resist the temptation to cut prices. He is probably as well aware as we are that it would be impossible to get any agreement or any harmony of action among the classes of retailers who are probably the shrewdest in their lines in this world. They have their own ideas of about how business should be done and will undoubtedly preserve their individuality to the end, but even if such a thing were possible and eight or ten of the leaders did in some way or other agree not to cut, their brothers all over town, and especially those in the mixed lines, would bring out their sharpest knives and the heaviest hammers the hardware market afforded and there would be much slashing of prices and pounding down on profits. In other words, solidarity does not seem feasible. Each retailer likes to have it distinctly understood that his values are either as good or better than his rival's, and he is not going to allow his neighbors to indulge in the game of cutting the price without following suit.

One very successful outfitting institution in New York rarely indulges in any sacrifices. Now and then it does have extraordinary sales at extraordinary prices and then gives real bargains. The public know this and when these special sales announcements are made, why, the goods are quickly snapped up. These announcements are rarely made through the daily newspapers' advertising of this house, but the information is conveyed by means of cards which are placed in the windows, so that the house preserves the dignity of its daily newspaper advertising intact, that is, as a rule. The only important houses in New York City that go in for great slaughter sales are department stores, in the main. The exclusive clothing-furnishing stores are not very yellow about their advertising, but they do use their windows very largely for sensational sales.

# LOOK TO VALUES

WHEN YOU BUY COVERT COATS



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

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

**LOOK** at the linings and workmanship

**LOOK** at the fit every time.

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

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

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

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

## Our Detroit Office

Though we've moved our plant and factory to Chicago to meet the demands of our increased business we maintain at

**131 Jefferson Ave.**

just a few doors from our old location in Detroit, a complete sample room where you can see the full line of our

**"Correct Clothes"**

at all times and where you will receive the same attention as in the past.

**Just Now**

We're making some special offerings in Men's Suits which it will pay you to ask about.

# HEAVENRICH BROS.

Corner Van Buren and Franklin Streets  
**CHICAGO**

Detroit Office, 131 Jefferson Avenue



Every effort that has ever been made to get the retail trade together in New York has failed. It seems to be absolutely impossible to form an organization of retailers, and very largely for the reason indicated, that their greatness consists largely in their individuality, each house doing its business in its own way, although each one is affected by the price-cutting of the others.—Apparel Gazette.

#### Wherein City and Country Advertising Differ.

Advertising in the country weekly is as discouraging as the career of the amateur base ball team. There are occasions when the advertiser puts up a game that fairly lifts the audience from its seat. But the very next issue, when home money is backing him heavy, he plays a game so full of errors that there is no hope after about the third inning, and the "rooters" sneak out the back way, leaving all of their money with the backers of the other team.

Some country merchants make their advertising space so interesting that readers of the paper watch for it. But by far the greater majority waste it ruthlessly by filling it with a lot of reading matter that attracts attention neither by arrangement of sentences, wit, nor by anything else except its inane dulness.

It is true most of the advertising is done by proprietors of stores who are not professional advertisers. But when so much money is expended upon advertising, it seems a pity that most of it should be thrown away.

Country advertising is erratic. One week the display will be high class, but for the next six weeks it will be so bad as to be utterly useless.

For this state of affairs there is no excuse. The requirements for good advertisement writing are not so high as to preclude entrance to the majority of country merchants. It is not necessary to become a professional to make the country newspaper of far greater advertising value than it is at present. The most cursory study of advertising methods would bring much better results than the ordinary country retailer dreams of.

It is a safe wager that 90 per cent. of the country merchants receive daily paper from some nearby city. If the rural dealer will spend four minutes a day in studying the advertisements of the large stores that appear in those papers he will learn some things about that important branch of the business that will be a revelation to him.

Every large city store has its department of publicity, presided over by a man who has made advertising his specialty. The daily newspaper is the school in which he is an instructor, and any merchant who really wants to get the most out of his advertising will not lose the opportunity to observe the specialist's methods. It is a poor man who cannot glean ideas in the study of these models.

Care must be exercised in the study, however. From the appearance of most of the country papers, the country merchant's main object in life seems to be to squeeze into a couple of inches what the city department stores take one or two pages to tell. So it is pretty safe, unless the merchant has a page at his disposal, to shun the page advertisements.

A little further on in the city paper will be found a small display advertisement that will serve as a model for the

smaller advertiser. There are several things to be observed about it. First of all, it devotes the space to a description of one thing, not a storeful. It will be apparent, also, that when it gets through telling about that one thing it stops. There is nothing garrulous about the work of the best advertising men. As the base ball man would say, one safe hit or a ball over the fence for a home run is better than a dozen bunts into the pitcher's hands.

Another important thing about this concise, neatly arranged advertisement is the type. It is perfectly plain. There are no double bowknots and fancy furbelows in which the country print shop glories. It is straight-away printing, standing out well, prices brought out prominently, if the price is the important thing in the advertisement, saying just exactly what is meant in the most pointed style. There is nothing grandiloquent about the wording, just plain, good English. The majority of the advertisement writers would not be making up advertisements if they were Miltons. What is better, they realize it.

If this style of work did not bring the returns, there would be large numbers of advertising men looking for work. Large stores are not employing high-salaried men out of a love for human kind. And if this work brings returns in the cities and wherever the daily papers circulate, it is time for the country merchant to wake up to his own shortcomings.

"A woman isn't satisfied when her beauty takes a man's eye," remarked an observer of human nature, "she thinks she has a perfect right to hold her umbrella in such a position as to take his other one."

## 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.

## 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.

## 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.

## Fall Line of Ready Made Clothing

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

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

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

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

ESTABLISHED A QUARTER OF A CENTURY

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

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

## THE PAN-AMERICAN GUARANTEED CLOTHING



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

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

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

Quality just a little better than all others.

Suits and Overcoats for Men, Boys and Children.

That's all.

Samples if you want to know more.

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

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

A New Outfit for Every Unhappy Factory Outfit



## Clerks' Corner.

Truthful Tale of a Young Man From the Country.

Written for the Tradesman.

While I have always been under the impression that there was a good deal of snap about the harnessmaker's occupation, another branch of the leather business has also appealed to me as one open to all and likely to last. The young man starting out in the world to make his fortune—and ultimately quite well satisfied if he makes his board—should not pass by this business that I refer to without investigation. It is the occupation of selling shoes.

I have never sold shoes myself. Otherwise the business might not appear so attractive to me. I have had some experience, however, with the ladies; and it seems to me it must be delightful to kneel at the feet of all the pretty women in the town. It must be lovely to give them fits and then have them come back the next day and give you fits.

Some people, I have observed, are as hard to shoe as a mule. I have never tried to shoe them myself, but I have seen many a gay and hopeful shoe clerk attempt to fit them and have watched them come out of the encounter feeling about like Jim Corbett did after he had met Fitzsimmons. There was a time when I thought this old story about a woman with a 4½ foot trying to wear a 3½ shoe was a joke, but since then I have become convinced that it is no joke. How to put a 3½ shoe on a 4½ foot is one of the big problems the young shoe clerk is called upon to face daily. He generally accomplishes the feat—no pun intended—but if the shoe pinches the woman is apt to think that the shoe clerk also ought to be pinched.

So far as my observation goes, it is easier to sell shoes to a man than it is to sell them to a woman. The man wants something he thinks is going to wear, but whether it is going to wear depends largely upon where it is going. Some men do not seem to exercise a great deal of wisdom in this regard. They go hunting in vici kids and then come back and kick if they rip up the back.

In all truth, I speak from experience. I knocked around Tarryall Gulch in the Rockies ten days once in a pair of kid shoes. I learned more about the topography of the country by means of those kids than I could ever have hoped to learn with a pair of cowhides. There was not a sharp rock in the gulch that I did not step on with those shoes; every time I did I felt it in my soul that I should not have tried to climb the Rockies in thin shoes. Those kids were as much out of place as a pair of kids would be at a wedding. I had a glorious time that ten days, but it cost me \$4.50 worth of shoes. And that's no kid.

I knew a shoe clerk once who was in the business because he belonged there. He had not broken into the business suddenly like a man carried up in a balloon ascension with his foot tangled up in a guy-rope. He had worked up from the bottom by pegging away to the last. He knew all about shoeing people. He had begun by shoeing flies in a meat market. Then he shod horses in the village blacksmith shop under the spreading chestnut tree. Finally, he blossomed out as a full-fledged shoe clerk.

He went to work first in the village grocery, where he shod people, kept books, weighed kerosene and did other things to make himself useful. When a customer wanted something the shoe

clerk did not have he sold the customer something he had but did not want. If you will analyze this weighty sentence you will find that my friend, the shoe clerk, was a genius too bright for the community in which he moved. I say "moved," because that he was compelled to do very frequently; at the salary he was receiving he could not be expected to pay rent.

This salary my shoe clerk friend received worried two people. It worried the man who got it because it was so small and it worried the man who paid it because it was so big. The man who paid it thought the man who got it ought to be willing to sell shoes for his shoes and keep, and get his clothes by some means of a side-line. The man who got it thought he was worth about \$13.75 per week. The man who paid it thought

have to take the bath in the lake. His luck was that the first stranger he met at the boarding house was a fellow from Chicago who was looking for a job as shoe clerk, too. He wasn't really looking for a job as shoe clerk. What he wanted was a job as manager. He told the youth from the country that he would take him along when he went to look for a managerial position and would get him some job that he himself wouldn't be willing to take. My friend, the shoe clerk, was accordingly grateful.

So they started out. The first three stores had all the help they wanted. At the fourth store the proprietor told the two young men he didn't need a manager, but he did want somebody to unpack some cases that had just got in. The young man from Chicago told him to go to—well, I don't just remember

very next store he obtained a position as manager at \$15 a week. In a story he would be fired inside of a week and told to go and get a reputation in the shoe business. But this is a truthful tale. The Chicago man was a really capable shoe seller and he hung onto his job. He is manager of that shoe store yet and is getting \$25 a week.

My friend, the shoe clerk, who started at the top of the shoe case and the bottom of the business, is still with that same store, but, to tell the truth, he is not manager. He owns it.

Douglas Malloch.

### Value of Commercial Ratings.

Among the smaller dealers whose credit is not well established, there is a surprising amount of misunderstanding about financial statements made for the purpose of securing credit from wholesale houses or for the more general information of commercial agencies.

Men say that they do not want credit, that they pay cash for everything, discounting all bills, and that it is nobody's business how much property they have or how much they owe. They do not reflect that the minute a manufacturer cuts the leather to make up their order he has extended a credit to them; when he ships the goods he incurs a heavy freight risk and there can be no doubt that he is justly entitled to such information, nor is there any question concerning the advantage to an honest dealer.

Perfect frankness on both sides enables the manufacturer to decide at once; it saves the buyer delay or uncertainty and very frequently secures for him a credit which he would not otherwise enjoy. On the other hand merchants whose intentions are not perfectly square are placed where they belong in a class by themselves and they get no dividend on the honesty of other men. Even in the case of an honest merchant who gets into trouble through crop failure, strikes and the like, a straightforward policy is much the better for all parties.

A prominent merchant and banker of Southern Minnesota tells a story of his early career that is in point. A short wheat crop for two successive years and a long crop of delinquent debtors had gotten him where he was unable to meet his obligations. At the same time, he had unlimited confidence in the country in which he had located, and he believed that he could ultimately make good. But he was in need of goods and his creditors were in need of money with very little in sight before another season.

A trip to the city and a conference with his chief creditor brought matters to a head. The credit man was called in and after going over the question carefully he was informed that on his statement no house on earth could give him credit. "But," said the old man, "no one but an honest man would ever tell us the story you have told us and ask for credit. Go back to Minnesota. We will ship the goods you need and carry your account until another season."—Shoe and Leather Gazette.

### Diplomacy.

"I always endeavor," said the matrimonial philosopher, "to take the wrong side of an inconsequent argument."

"With what object in view?" he was naturally asked.

"It gives my wife a chance to prove me wrong, and this so delights her that I find her generously tractable in all the more important matters."

## Buyers' Excursion TO Grand Rapids

August 25 to Sept. 10

The Wholesale Merchants' Association of the Grand Rapids Board of Trade has made arrangements with the Michigan Passenger Association to conduct a Buyers' Excursion to Grand Rapids from August 25 to September 10, 1902, both days inclusive, at one and one-third fare for the round trip from

### ALL PARTS OF MICHIGAN

except from points where the regular tariff rate to Grand Rapids is less than 75 cents one way, on the certificate plan.

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

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

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

the man who got it was a swelled-head. The man who got it thought the man who paid it was a mean, stingy, old cuss.

That is how my friend, the shoe clerk, came to butt into a large city. He packed his grip and gripped his pack and made off for the metropolis of the county—population, 11,394—one fine day and left the village grocer in the lurch. To be more exact, he left him in the church, at which place the village grocer had a great habit of gathering himself and figuring in the fly-leaf of a hymn book how much the shoe clerk's salary would be in a year if he raised him to \$4.65 a week.

My friend, the shoe clerk, played to great luck. When he reached the city he hied to a boarding house where the landlady said he could have room and bath for \$3.50 a week, but he would

where, but I think it is somewhere around Ionia. My friend, the shoe clerk, went to work.

The reader will remember how the 'prentice boy to the lawyers' firm in the opera of Pinafore, when told to polish up the handle of the big front door, polished up the handle so carefully that they made him the ruler of the king's navee. My friend, the shoe clerk, pried open that shoe case so carefully that they told him he could stay and sweep out and unpack more shoe cases and do other things like that. So he stayed.

If this were just a story, instead of a truthful chronicle of the doings of my friend, the shoe clerk, it would tell how the man from Chicago went from place to place looking for a job as manager and kept being turned away because he was not willing to start at the bottom. The truth of the matter is that at the



## Commercial Travelers

### Michigan Knights of the Grip

President, JOHN A. WESTON, Lansing; Secretary, M. S. BROWN, Saffinaw; Treasurer, JOHN W. SCHRAM, Detroit.

### United Commercial Travelers of Michigan

Grand Counselor, H. E. BARTLETT, Flint; Grand Secretary, A. KENDALL, Hillsdale; Grand Treasurer, C. M. EDELMAN, Saginaw.

### Grand Rapids Council No. 131, U. C. T.

Senior Counselor, W. S. BURNS; Secretary Treasurer, L. F. Baker.

### Gripsack Brigade.

M. B. Wiseman (Hazeltime & Perkins Drug Co.) is taking a respite from business cares this week.

Richard Warner, Sr. (Lemon & Wheeler Company), has gone to Niagara Falls and will spend a week in and around Buffalo. Mrs. Warner accompanies him.

F. J. Parker (Alabastine Co.) is on a two weeks' visit with relatives in Massachusetts and New Hampshire, including a stop at Niagara Falls. He is accompanied by his wife.

Geo. Dykema has relinquished the management of the Wigton House, at Hart, to Wm. Rounds and Chas. Foote, who have formed a copartnership under the style of Rounds & Foote.

Cornelius Crawford has been laid up with rheumatism for a couple of weeks. As horse races are on here next week, it is not thought that he will recover sufficiently to enable him to resume his regular routine before the end of another week.

Miss Rae Mills, daughter of the veteran pill peddler, has accepted an offer to take charge of the Sloyd branch of the manual training department of the State Normal School at Glenwood, Iowa. She leaves Friday for her new field of usefulness.

Gurman Hoppe, who has clerked in the grocery store of Gillette & Hatfield, at Niles, for the past two years, has engaged to cover the retail trade of Western Michigan for the Kate Nobles Manufacturing Co. He will undertake to see his customers every sixty days.

Frank M. Tyler, the veteran furnace salesman, died at the residence of his son, 104 Logan street, last Thursday. He had been in poor health for several years and had been confined to his bed since last January. He was a great sufferer for months, but during the closing weeks of his illness he was partially unconscious, which rendered him less susceptible to pain. A peculiarity of the final stages of his illness was that it brought back his boyhood days and he lived over the period of his youth and early manhood.

### The Boys Behind the Counter.

Hart—Roy Miller has transferred himself from the drug store of C. W. Noret to that of J. H. Nicholson.

Grand Rapids—Muir & Co. have a new clerk in the person of N. D. Torkerson, who has clerked several years for his brother-in-law, Joseph Sahlmark, the Ludington druggist.

Rockford—Frank Norton has resigned his position in W. F. Hessler's drug store to take a vacation before entering the Ferris school, at Big Rapids, next month.

Remus—J. W. Kirtland has a new drug clerk in the person of D. J. Du Saar, of Grand Rapids.

Grand Rapids—D. W. Elferdink has a new clerk in the person of Elmer G. Davis, formerly with Geo. W. Milner, the Big Rapids druggist.

Big Rapids—Geo. W. Milner has a new clerk in the person of Frank Gil-

lespie, formerly engaged in the drug business at Muskegon and for the past two months behind the prescription case for J. H. Nicholson, the Hart druggist.

Belding—Dan Skellenger has returned from Charlotte and taken a position with Underwood Bros.

Marshall—Fred Zanger, formerly of this city, has resigned his position with Olin, White & Olin, of Kalamazoo, to accept a position with C. R. Hawley & Co., of Bay City. Mr. Zanger will be manager of the buying department of four large stores. Two of the Hawley stores are outside of Bay City, but Mr. Zanger will make his headquarters in Bay City and will move his family there in the near future.

Sault Ste. Marie—W. D. McKinney, who for the past eighteen months has been manager of the Leader's dry goods department, and also advertising manager for the big store, has resigned his position. He will leave for Great Falls, Montana, where he has taken the management of a large department store that is about to be established by the Weinstein Co., of Helena.

Albion—Wm. H. Eggleston, who is employed at Griffin's hardware store, expects to enter the employ of O. H. & E. C. Gale, hardware merchants, next month.

Traverse City—A. J. Wilhelm has engaged C. S. Arnold, of Manistee, a dry goods man of seventeen years' experience, as head of that department in his store.

Ishpeming—Jacob Kaminen, who has been with the Finnish Co-operative Mercantile Association in this city ever since its organization, has tendered his resignation. He has accepted the management of a Finnish Co-operative store soon to be established at Wakefield, on the Gogebic range. He expects to leave here about the first of next month.

Lake Linden—Hubert Keiles has resigned his position as manager of the hardware and furniture store of Joseph Pearce.

Holland—Wm. D. Day succeeds Fred R. Dunning as prescription clerk for Susie A. Martin.

### Bell Telephone Co. Gives Up the Fight.

Elkhart, Ind. Aug. 10—The Bell Telephone Co., is reported to be preparing to abandon the Elkhart field except for the long distance business. The Bell people have allowed their local patronage to dwindle away from 450 subscribers which they had about a year ago to a few more than 200. No attempt to obtain new customers has been made; in fact, a number of persons have been unable to get the Bell service who have applied in the past few weeks.

In anticipation of the early withdrawal from the field by the Bell company, the Home Telephone Co. is making extensive arrangements to enlarge their facilities. This morning \$2,400 worth of cable was received and Manager George Fister will start the work of erecting new poles and installing wires for 600 new telephones which have been contracted for.

He has entered into a contract with the South Bend Home Telephone Co., which is about to throw down the gauntlet to the Bell company at South Bend, for a toll line between the two cities. This, he says, will be the last straw to break the Bell camel's back in Elkhart.

Manager Love, of the Bell Co., was seen several days ago and asked to deny or confirm the persistent rumors that the Bell business would be abandoned. He admitted that the company had allowed the business to run down to almost nothing. He said the officers seemed to be indifferent to the wretched service and were unable to do anything in the way of new construction on account of the bankrupt condition of the company.

### Annual Meeting of the Michigan Retail Grocers' Association.

The eighth meeting of the Michigan Retail Grocers' Association will be held in the Board of Trade rooms, Grand Rapids, Thursday, Aug. 28. All grocers, whether members of the organization or not, are invited to attend the meeting and participate in the discussions. One and one-third rates of fare will prevail all next week from any point in Michigan to Grand Rapids, providing purchaser of ticket obtains a certificate from his ticket agent at the time the ticket is purchased. It is intended to give the meeting as practical a turn as possible, confining the subjects introduced for discussion and action to topics which have an everyday interest for the retail grocer. The programme has not yet been completed, but, so far as planned, it is as follows:

#### Wednesday Forenoon.

1. Call to order.
2. Address of President.
3. Report of Secretary.
4. Report of Treasurer.
5. Reports of standing committees.
6. Announcement of special committees on President's Address and Resolutions.
7. Paper on "Co-operative Delivery" by B. W. Ferguson, Ann Arbor.
8. Paper on "Co-operative Ownership" by E. T. Keyes, Chicago.
9. Paper on "Eggs by Weight Instead of Count" by Frank E. Pickett, Wayland.

#### Afternoon Session.

1. Paper on "State vs. County or Township Licenses for County Peddlers" by Hon. Samuel W. Mayer, Holt.
2. Paper on "The Grocer as a Peddler" by Fred Epley, Mt. Clemens.
3. Paper on "How to Achieve Success as a Grocer" by Dell Mansfield, Remus.
4. Paper on "Practical Suggestions to Country Shippers of Butter and Eggs" by C. D. Crittenden, Grand Rapids.
5. Paper on "Effect of the New Oleo and Process Butter Law on Dairy Butter" by E. F. Dudley, Owosso.
6. Paper on "More Care in Handling Retail Credits and Accounts" by L. J. Stevenson, Grand Rapids.
7. Reports of special committees.
8. Miscellaneous business.
9. Unfinished business.
10. Adjournment.

#### Thursday Evening.

Informal spread, tendered the members of the Association and invited guests by the Michigan Tradesman, followed by brief responses on subjects pertinent to the grocery business.

John D. Rockefeller, the oil king, paid an unexpected visit to the home of his boyhood in Moravia, New York, the other day. He had not been there before in twenty years and nobody knew him. Relatives passed him by on the highroad without a hint of recognition and he met with stony stares from old neighbors. He visited the house in which he was born and looked over the place with keen interest. The Moravians are quite indignant because he did not announce his coming. Had they known they would have gotten the band together in time to play, "Hail, the Conquering Hero Comes," or some other appropriate piece.

It was thought a few years ago that no popular pleasure resort could be successful unless there was an abundance of alcoholic beverages. To-day there are many resorts which are thriving where no such drinks are sold. Recently proprietors of lake resorts near Cleveland tried the experiment of shutting out liquor and they have found that they are drawing bigger crowds. They have

gained the patronage of an element that kept away before, fearing the disorder that is inevitable where bars are open. On Sunday in particular it is discovered that people prefer to visit places where quiet prevails.

Dan Cupid is a merchant  
Who deals in human hearts;  
He has them in all sizes,  
Some whole and some in parts.  
And those that are quite damaged  
He sets apart—the males—  
And all the thrifty maidens flock  
To Cupid's bargain sales!

## 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.

## Are You Coming to Grand Rapids

on the excursion given by the Wholesale Merchants' Association of the Board of Trade from Aug. 25 to Sept. 10 from all parts of Michigan? If so you will want to stop at

## The Livingston

the best hotel the city affords. It is in the center of the town, near the railroad depots and on all the street car lines.

Cor. Fulton and Division Sts.

## THE ROYAL FRONTENAC

Frankfort, Mich.

Entirely New and Modern

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



## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
**HENRY HEIM**, Saginaw Dec. 31, 1902  
**WERT 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.

### Composition of Paint Used on Blackboards.

1.  
 Lampblack..... 1 oz.  
 Pumicestone..... 4 ozs.  
 Boiled linseed oil..... 8 ozs.  
 Oil turpentine, q. s. to make..... 32 ozs.

2.  
 Shellac..... 4 ozs.  
 Lampblack..... 1 oz.  
 Emery flour..... 1 oz.  
 Ultramarine blue..... 1 oz.  
 Alcohol..... 32 ozs.

Dissolve the shellac in alcohol. Place the lampblack, emery and ultramarine blue on a cheese cloth strainer, pour on part of the shellac solution, stirring constantly and gradually adding the solution until all the powders have passed through the strainer.

3.  
 Shellac..... 3 ozs.  
 Lampblack..... 3 1/4 ozs.  
 Ultramarine blue..... 1 1/4 ozs.  
 Rottenstone..... 2 ozs.  
 Pumice powder..... 3 ozs.  
 Alcohol..... 32 ozs.

Dissolve the shellac in the alcohol, add the other ingredients, and shake well.

Note—In preparing these paints it is essential that the insoluble substances be reduced to very fine powder, and that they be thoroughly incorporated in the mixture, and also that they be kept in a state of suspension, during the process of application, by constant agitation. The surface of the board should be properly prepared before applying the paint. Two coats are usually preferred to one, and after either coat has been applied, uneven surfaces should be rendered smooth by rubbing with sandpaper or emery cloth.

H. W. Sparker.

### The Window Sign as an Advertising Adjunct.

The window sign is an important adjunct to local advertising and all other kinds of retail advertising.

It is a sort of last step. It is a clinching blow after the last nail comes through.

It is a reminder. There goes John Smith, hustling down the street, his mind full of his own business to such an extent that the special sale you advertised in the newspaper has entirely slipped his mind.

As he is about to pass your store your window sign reaches out to him and buttonholes him and says:

"Here, Smith, these are the bargains in hairbrushes you read about in our advertisement.

Then Smith is brought back on the earth, and he may stop in then to see what you are offering, or he may go so on his way back, or he may wait until he brings his wife along. At any rate, you have reminded him, and he is apt to remember it.

Window signs do more than this. They furnish reading for people at a

time when people are in the best mood for reading short printed things.

When folks stop to look into your window, they are bound to read your window signs.

Isn't it the same way with you?

Folks on the street seem to be hungry for such things. They are susceptible to new sights and sounds. They have not anything particular on their minds. They will read your story if it is short and worth reading.

A window sign may be made not only bright and attractive, but persuasive. A few words in it may start up a whole train of thought in the reader's mind. It may sound as if there is lots back of it.

It is a wise plan generally to give people a chance to think—to give them a hint on which they may work. Start a man studying out your proposition and he will convince himself.

Another sphere that a window sign occupies is to appeal to people who do not read the local paper. There are such souls even at this day of growth in most every country community.

### Formula For Lime Juice and Glycerine Lotion.

This is a cosmetic lotion of indefinite character, usually containing no lime juice and frequently even no glycerine:

1.  
 Borax..... 2 drs.  
 Sweet almond oil..... 26 ozs.  
 Castile soap, white..... 2 drs.  
 Water..... 8 ozs.  
 Liquor potassa..... 3 drs.  
 Perfume to suit.

Dissolve the soap, finely shredded, and the borax in the water over a water bath, place in a large bottle, and gradually add the oil, shaking well after each addition; then add the liquor potassa and shake well until cold; lastly add the perfume and give an occasional shake for 12 hours.

2.  
 Sweet almond oil..... 6 ozs.  
 Castor oil..... 2 ozs.  
 Lime water..... 4 ozs.  
 Glycerine..... 2 ozs.

Mix by agitation and perfume.

John Morley.

### Formula For Camphor Ice With Glycerine.

White wax..... 5 ozs.  
 Paraffin or spermaceti..... 2 ozs.  
 Pure lard..... 8 ozs.  
 Powdered camphor..... 2 ozs.  
 Glycerine..... 2 ozs.  
 Oil cloves..... 10 dps.  
 Oil bitter almonds..... 5 dps.

Melt the wax and paraffin by gentle heat; add the lard, melt, remove from the fire, add the camphor, keep warm until camphor is dissolved. While cooling, but still fluid enough to run, add the glycerine, previously warmed, and essential oils, and mix thoroughly by stirring, and when incorporated, run into cold molds.

The glycerine does not mix readily with the fatty matters, but when nearly cool, but still fluid, can be incorporated in the form of an emulsion. The molds should be cooled with ice, so that the camphor will quickly cool and hold the glycerine in suspension.

Joseph Lingley.

### Lime Juice and Glycerine.

Tincture senega..... 1 part.  
 Glycerine..... 4 parts.  
 Lime juice..... 16 parts.  
 Almond oil..... 16 parts.  
 Rose water..... 32 parts.

Mix the tincture and the oil, shaking well, then mix the glycerine, lime juice and rose water, and add to the mixture first made, a little at a time, and under constant agitation.

### Formula For a Gout and Rheumatic Pill.

1.  
 Quinine sulph..... 15 grs.  
 Powd. colchicum sed..... 15 grs.  
 Extract digitalis..... 6 grs.  
 Glycerite tragacanth, q. s.  
 Div. in pil. No. 20. Dose, one, two or three times a day.

2.  
 Comp. ext. colocynth..... 16 grs.  
 Ext. rhubarb..... 16 grs.  
 Pl. hydrarg..... 16 grs.  
 Ext. colchicum acet..... 6 grs.  
 Div. in pil. No. 12. Dose, one or two at bedtime.

3.  
 Comp. ext. colocynth..... 24 grs.  
 Ext. colchicum..... 12 grs.  
 Mercury with chalk..... 12 grs.  
 Syrup, q. s.  
 Div. in pil. No. 12. Dose, one at bedtime. John Morley.

### Laxative Cascara Tablets.

Mass licorice..... 4 ozs.  
 Acacia..... 1 oz.  
 Water..... 5 ozs.  
 Ext. cascara arom..... 1 oz.  
 Ext. senna..... 3 ozs.  
 Glycerin..... 4 drs.  
 Senna, fine powder..... 10 ozs.  
 Oil anise..... 4 dps.  
 Oil peppermint..... 4 dps.

Dissolve the licorice and gum in the water by aid of a water bath. Add the fl. extract and glycerin. Triturate the oils with the senna, then add the foregoing mixture, making the whole into a stiff dough. Roll with pressure to the required thickness and cut with an appropriate (perforated) tin cutter. Dry by moderate heat. Each tablet, when dry, should weigh 30 grains.

### Purity of Bottled Table Waters.

The New York Board of Health has adopted an amendment to the sanitary code, looking to a standard of purity for artificial and bottled table waters. Every manufacturer and importer or other persons who manufacture or import mineral spring or other drinking water will be required to file under oath with the Health Department the name of such water, the exact location from which the water is obtained, together with a chemical and bacteriological analysis thereof, also stating when the water was manufactured, the exact formula used in its production, giving qualitatively and quantitatively each and every item entering into its composition. Anyone failing to comply with these requirements will be refused a permit.

### Policy in Business.

The Canadian Druggist, in an able article on "Policy in Business," points out the following policies which should be followed by pharmacists desiring to succeed in business:

The policy of promptitude.  
 The policy of deference.  
 The policy of obligation.  
 The policy of friendliness.  
 The policy of personal attention.  
 The policy of appreciation and patronage.  
 The policy of courting medical

### Polishing Soap.

Curd soap..... 20 parts.  
 Tripoli..... 2 parts.  
 Alum..... 1 part.  
 Tartaric acid..... 1 part.  
 White lead..... 1 part.  
 Water q. s. to dissolve the soap.  
 Dissolve the soap in the water by the aid of heat, then incorporate thoroughly the other ingredients.

### Ipecac Test For Alleged Melon Thieves.

Princeton, Ind., Aug. 2—Hugh Murphy and Tom Mounts, prominent melon growers near the city, have been bothered repeatedly by melon thieves raiding their patches and doing considerable damage to the growing melons. To-day ten men were caught in the patch. Murphy and Mount rounded up the

men and all denied eating any melons. The prisoners were marched to Patoka to a local drug store and each man was forced to take a dose of ipecac. In a few minutes five of the party coughed up watermelon. The five were arrested and they pleaded guilty before a justice of the peace. They were fined \$1 and costs each. The other five were not arrested.

### The Drug Market.

Opium—Is unchanged. There seem to be no prospects of higher prices.

Morphine—Is steady.

Quinine—Is weak and tending lower. Manufacturers' prices are as yet unchanged.

Castor Oil—Has again declined 2c per gallon.

Oil Peppermint—Market seems to be firm and tending higher.

Oil Spearmint—Has advanced about 25c per lb.

Oil Tansy—Is very firm and advancing.

Linseed Oil—Is lower.

### Gold Indelible Ink.

Make two solutions, as follows:

1.  
 Chloride gold and sodium..... 1 part.  
 Water..... 10 parts.  
 Gum..... 2 parts.

2.  
 Oxalic acid..... 1 part.  
 Water..... 5 parts.  
 Gum..... 2 parts.

The cloth or stuff to be written on should be moistened with liquid No. 2. Let dry, and then write upon the prepared place with liquid No. 1, using preferably a quill pen. Pass a hot iron over the mark, pressing heavily.

### Camphoromania.

A French medical journal tells us that the American ladies finding morphinomania out of fashion have adopted the camphor habit. They imagine that this gives them a fresh complexion. Little by little they become accustomed to the drug and this in time acts the same as morphine. With camphor habitues one observes somnolence, intellectual torpor and general feebleness, and the face takes on an expression of apathy and indifference as if it were covered by a mask. The journal does not say whether these ladies are real American Americans or Americans of the French variety.

### Formula For Orangeade.

1. Pare off the thin yellow rind of four oranges and infuse in 1/2 pint boiling water. Express the juice of 12 Florida oranges and strain through a hair sieve; add to this 3/4 lb. of fine white sugar, the infusion from the rinds and 1 quart of water.

2. Slice crosswise 4 oranges and one lemon; put them into an earthen jug with 4 ozs. of lump sugar; pour upon these 1 quart boiling water and allow to stand covered for one hour. Decant and ice. Martin Neuss.

### Headache and Neuralgia Liniment.

Oil mustard..... 1 gm.  
 Camphor..... 2 gms.  
 Oil peppermint..... 5 gms.  
 Ether..... 10 gms.  
 Alcohol..... 30 gms.

This preparation has been found of great service in the most obstinate cases of neuralgia. It is applied by painting over the affected part with a camel-hair pencil.

### FRED BRUNDAGE

wholesale

### Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.



## WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Spearmint.  
Declined—Castor Oil, Linseed.

Acidum		Conium Mac.		Scilla Co.	
Aceticum	60¢ 8	80¢ 90	1 15¢ 1 25	Tolutan	50¢ 50
Benzolium, German.	70¢ 75	Cubeba	1 30¢ 1 35	Prunus virg.	50¢ 50
Boricum	43¢ 17	Erigeron	1 00¢ 1 10	Tinctures	
Carbolicum	24¢ 29	Gaultheria	2 00¢ 2 10	Aconitum Napellis R	60¢ 60
Citricum	43¢ 45	Geranium, ounce	75¢ 75	Aconitum Napellis F	60¢ 60
Hydrochlor.	3¢ 5	Hedera	50¢ 60	Aloes and Myrrh	60¢ 60
Nitrosum	8¢ 10	Juniper	1 80¢ 1 85	Arnica	60¢ 60
Oxalicum	12¢ 14	Lavender	1 50¢ 2 00	Assafoetida	50¢ 50
Phosphoricum, dil.	15¢ 15	Limons	1 15¢ 1 25	Atropine Belladonna	60¢ 60
Salicylicum	50¢ 53	Mentha Piper.	2 50¢ 2 60	Aurant Cortex	60¢ 60
Sulphuricum	1 10¢ 1 20	Mentha Virid.	2 10¢ 2 20	Benzoin	60¢ 60
Tannicum	38¢ 40	Morruha, gal.	2 00¢ 2 10	Benzoin Co.	60¢ 60
Tartaricum	38¢ 40	Myrica	4 00¢ 4 50	Barosma	50¢ 50
Ammonia		Aqua, 16 deg.	40¢ 6	Cantharides	75¢ 75
Aqua, 20 deg.	60¢ 8	Aqua, 20 deg.	13¢ 15	Capsicum	50¢ 50
Carbonas	13¢ 15	Chloridum	12¢ 14	Cardamon	75¢ 75
Aniline		Potassium		Cardamon Co.	75¢ 75
Black	2 00¢ 2 25	Bi-Carb.	15¢ 18	Castor	1 00¢ 1 00
Brown	80¢ 1 00	Bichromate	13¢ 15	Catechu	1 00¢ 1 00
Red	45¢ 50	Bromide	52¢ 57	Cinchona	60¢ 60
Yellow	2 50¢ 3 00	Carb.	12¢ 15	Cinchona Co.	60¢ 60
Bacca		Chlorate, po. 17/19	16¢ 18	Columba	50¢ 50
Cubeba, po. 25	22¢ 24	Cyanide	34¢ 38	Cubebe	50¢ 50
Juniperus	7¢ 8	Iodide	2 30¢ 2 40	Cassia Acutifol.	50¢ 50
Xanthoxylum	1 50¢ 1 60	Potassa, Bitart. pure	28¢ 30	Cassia Acutifol Co.	50¢ 50
Balsamum		Potass Nitras, opt.	7¢ 10	Digitalis	50¢ 50
Copiba	50¢ 55	Potass Nitras	6¢ 8	Erigeron	50¢ 50
Peru	60¢ 65	Prussiate po.	15¢ 18	Ferr Chloridum	50¢ 50
Terrabla, Canada	60¢ 65	Radix		Gentian	50¢ 50
Tolutan	45¢ 50	Aconitum	20¢ 25	Gentian Co.	50¢ 50
Cortex		Althae	30¢ 33	Gulaca	50¢ 50
Abies, Canadian	18¢ 18	Anchusa	10¢ 12	Gulaca ammon	60¢ 60
Cassia	12¢ 12	Arum po.	25¢ 25	Hyoscyamus	50¢ 50
Cinchona Flava	18¢ 18	Calamus	20¢ 40	Iodine	75¢ 75
Euonymus atropurp.	30¢ 30	Gentiana, po. 15	12¢ 15	Iodine, colorless	75¢ 75
Myrica Cerifera, po.	20¢ 20	Glycerhiza, pv. 15	16¢ 18	Kino	50¢ 50
Prunus Virgini	12¢ 12	Hydrastis Canad.	75¢ 80	Lobelia	50¢ 50
Quillaja, gr'd	12¢ 12	Hydrastis Can. po.	80¢ 80	Myrrh	50¢ 50
Sassafras, po. 15	12¢ 12	Hellebore, Alba, po.	12¢ 15	Nux Vomica	50¢ 50
Ulmus, po. 18, gr'd	20¢ 20	Inula, po.	12¢ 15	Opil.	50¢ 50
Extractum		Ipecac, po.	3 60¢ 3 75	Opil, comphorated	50¢ 50
Glycyrrhiza Glabra	24¢ 25	Iris plox, po. 35/38	35¢ 40	Opil, deodorized	50¢ 50
Glycyrrhiza, po.	28¢ 30	Jalapra, pr.	25¢ 30	Rhatany	50¢ 50
Hæmatox, 15 lb. box	11¢ 12	Maranta, 1/4s.	22¢ 25	Rhel	50¢ 50
Hæmatox, 1s.	13¢ 14	Podophyllum, po.	75¢ 1 00	Sanguinaria	50¢ 50
Hæmatox, 1/4s.	14¢ 15	Rhel, cut.	75¢ 1 25	Serpentaria	50¢ 50
Hæmatox, 1/4s.	16¢ 17	Rhel, pv.	75¢ 1 35	Stromonium	50¢ 50
Ferru		Spigelia	35¢ 38	Tolutan	50¢ 50
Carbonate Precip.	15¢ 15	Sanguinaria, po. 15	50¢ 55	Valerian	50¢ 50
Citrate and Quinia	2 25¢ 2 25	Serpentaria	50¢ 55	Veratrum Veride.	50¢ 50
Citrate Soluble	75¢ 75	Senega	60¢ 65	Zingiber	20¢ 20
Ferrocyanidum Sol.	15¢ 15	Smilax, officinalis H.	20¢ 25	Miscellaneous	
Solut. Chloride	2¢ 2	Smilax, M.	20¢ 25	Æther, Spts. Nit. F	30¢ 35
Sulphate, com'l, by	80¢ 80	Scilla	10¢ 12	Æther, Spts. Nit. F	34¢ 38
Sulphate, pure	7¢ 7	Symlocarpus, Foeti-	25¢ 30	Alumen	24¢ 24
Flora		dus, po.	25¢ 30	Alumen, gro'd. po. 7	30¢ 4
Arnica	15¢ 18	Valeriana, Eng. po. 30	25¢ 25	Annatto	40¢ 50
Anthemlis	22¢ 25	Valeriana, German.	15¢ 20	Antimoni, po.	40¢ 50
Matricaria	30¢ 35	Zingiber	14¢ 16	Antimoni, Potass T	40¢ 50
Folia		Zingiber j.	25¢ 27	Antipyrin	25¢ 25
Barosma	35¢ 40	Semen		Antifebrin	20¢ 20
Cassia Acutifol, Tin-	20¢ 25	Anisum, po. 18	13¢ 15	Argent Nitras, oz.	46¢ 46
nevelly	25¢ 30	Apium (graveleons).	40¢ 40	Arsenicum	10¢ 12
Cassia, Acutifol, Alx.	12¢ 12	Bird, 1s.	10¢ 11	Balm Gilead Buds.	45¢ 50
Salvia officinalis, 1/4s	12¢ 12	Carul.	10¢ 11	Bismuth S. N.	1 65¢ 1 79
and 1/4s	12¢ 12	Cardamon	1 25¢ 1 75	Calcium Chlor., 1s.	10¢ 10
Uva Ursi	8¢ 10	Coriandrum	50¢ 50	Calcium Chlor., 1/4s.	10¢ 10
Gummi		Cannabis Sativa	50¢ 50	Calcium Chlor., 1/4s.	10¢ 10
Acacia, 1st picked	60¢ 65	Cydonium	75¢ 1 00	Cantharides, Rus. po	80¢ 80
Acacia, 2d picked	60¢ 65	Chenopodium	15¢ 18	Capsici Fructus, af.	15¢ 15
Acacia, 3d picked	60¢ 65	Dipterix Odorata	1 00¢ 1 10	Capsici Fructus, po	15¢ 15
Acacia, sifted sorts.	45¢ 65	Foeniculum	70¢ 9	Capsici Fructus B. po	12¢ 12
Acacia, po.	12¢ 14	Foenugreek, po.	4¢ 6	Caryophyllus, po. 15	12¢ 12
Aloe, Barb. po. 18/20	12¢ 14	Lini	4¢ 6	Carna, No. 40	55¢ 60
Aloe, Cape, po. 15	60¢ 60	Lini, gr'd	4¢ 6	Cera Alba	40¢ 42
Aloe, Socotri, po. 40	60¢ 60	Lobelia	1 50¢ 1 58	Coccus	40¢ 40
Ammoniac	55¢ 60	Pharlaris Canarian.	5¢ 6	Cassia Fructus	35¢ 35
Assafoetida, po. 40	50¢ 55	Rapa	5¢ 6	Centraria	10¢ 10
Benzoinum	50¢ 55	Sinapis Alba	9¢ 10	Cetaceum	45¢ 45
Catechu, 1s.	13¢ 13	Sinapis Nigra	11¢ 12	Chloroform	55¢ 60
Catechu, 1/4s.	14¢ 14	Spiritus		Chloroform, squibs	1 10¢ 1 10
Catechu, 1/4s.	16¢ 16	Fruentil, W. D. Co.	2 00¢ 2 50	Chloral Hyd Crst.	1 35¢ 1 35
Camphora	64¢ 69	Fruentil, D. F. R.	2 00¢ 2 25	Chondrus	20¢ 25
Euphorbium, po. 35	40¢ 40	Juniperis Co. O. T.	1 65¢ 2 00	Cinchonidine, P. & W.	38¢ 48
Galbanum	80¢ 85	Juniperis Co.	1 75¢ 3 50	Cinchonidine, Germ.	38¢ 48
Gamboge	80¢ 85	Saacharum N. E.	1 90¢ 2 10	Cocaine	4 05¢ 4 25
Gualacum, po. 35	75¢ 75	Spt. Vini Gall.	1 75¢ 6 50	Corks, list, dis. pr. et.	75¢ 75
Kino, po. 30.75	75¢ 75	Vini Oport.	1 25¢ 2 00	Creta, bbl. 75	2¢ 2
Myrrh	40¢ 40	Vini Alba	1 25¢ 2 00	Creta, prep.	2¢ 2
Opil, po. 4.10/4.30	3 00¢ 3 10	Sponges		Creta, precip.	9¢ 11
Shellac	35¢ 45	Florida sheeps' wool	2 50¢ 2 75	Crota, Kubra	25¢ 30
Shellac, bleached	40¢ 45	Nassau sheeps' wool	2 50¢ 2 75	Cudbear	24¢ 24
Tragacanth	70¢ 1 00	Velvet extra sheeps'	2 50¢ 2 75	Cupri Sulph.	64¢ 8
Herba		wool, carriage	2 50¢ 2 75	Dextrine	70¢ 70
Absinthium, oz. pkg	25¢ 25	Extra yellow sheeps'	2 50¢ 2 75	Ether Sulph.	78¢ 92
Eupatorium, oz. pkg	25¢ 25	wool, carriage	2 50¢ 2 75	Emery, all numbers	92¢ 92
Lobelia, oz. pkg	25¢ 25	Grass sheeps' wool	2 50¢ 2 75	Emery, po.	92¢ 92
Majorum, oz. pkg	25¢ 25	Carriage	2 50¢ 2 75	Flake White	12¢ 15
Mentha Pip. oz. pkg	25¢ 25	Velvet extra sheeps'	2 50¢ 2 75	Galla	80¢ 9
Mentha Vir. oz. pkg	25¢ 25	wool, carriage	2 50¢ 2 75	Gelatn, Cooper	60¢ 60
Rue, oz. pkg	25¢ 25	Yellow Reef, for	2 50¢ 2 75	Gelatn, French	35¢ 60
Tanacetum V oz. pkg	25¢ 25	slate use	2 50¢ 2 75	Glassware, flint, box	75¢ 75
Thymus, V. oz. pkg	25¢ 25	Syrups		Less than box	75¢ 75
Magnesia		Acacia	50¢ 50	Glue, brown	11¢ 13
Calcined, Pat.	55¢ 60	Aurant Cortex	50¢ 50	Glue, white	15¢ 25
Carbonate, Pat.	18¢ 20	Zingiber	50¢ 50	Glycerina	174¢ 25
Carbonate, K. & M.	18¢ 20	Ipecac	50¢ 50	Grana Paradisi	25¢ 25
Carbonate, Jennings	18¢ 20	Ferrulod.	50¢ 50	Humulus	25¢ 25
Oleum		Rhel Arom.	50¢ 50	Hydrarg Chlor Cor.	1 00¢ 1 00
Absinthium	7 00¢ 7 20	Smilax Officinalis	50¢ 50	Hydrarg Ox Rub'm.	1 10¢ 1 10
Amygdale, Dule	80¢ 80	Senega	50¢ 50	Hydrarg Ammoniat	1 10¢ 1 10
Amygdale, Amare.	80¢ 80	Scilla	50¢ 50	Hydrarg Unguentum	50¢ 60
Anisi	1 60¢ 1 65	Syrups		Hydrargyrum	50¢ 60
Aurant Cortex	2 10¢ 2 20	Acacia	50¢ 50	Ichthyobolla, Am.	65¢ 70
Bergamit	2 60¢ 2 75	Aurant Cortex	50¢ 50	Indigo	75¢ 1 00
Caliputti	2 80¢ 2 85	Zingiber	50¢ 50	Iodine, Resubl.	3 60¢ 3 60
Caryophyll.	75¢ 80	Ipecac	50¢ 50	Iodulin	3 60¢ 3 60
Cedar	80¢ 85	Ferrulod.	50¢ 50	Lupulin	65¢ 70
Chenopadi.	2 75¢ 2 75	Rhel Arom.	50¢ 50	Lycopodium	65¢ 70
Cinnamoni	1 00¢ 1 10	Smilax Officinalis	50¢ 50	Mact.	65¢ 70
Citronella	35¢ 40	Senega	50¢ 50	Liquor Arsen et Hy-	25¢ 25

Menthol	60¢ 60	Selditz Mixture	20¢ 27	Linseed, pure raw	63¢ 66
Morphia, S. P. & W.	2 15¢ 2 40	Sinaps	18¢ 18	Linseed, boiled	64¢ 65
Morphia, S. N. Y. Q.	2 15¢ 2 40	Sinaps, opt.	30¢ 30	Neatsfoot, winter str	65¢ 80
Morphia, Mal.	2 15¢ 2 40	Snuff, Macaboy, De	41¢ 41	Spirits Turpentine	55¢ 60
Moschus Canton	40¢ 40	Voes	41¢ 41	Paints BBL. LB.	
Myristica, No. 1	85¢ 80	Snuff, Scotch, De Vo's	41¢ 41	Red Venetian	13¢ 2 08
Nux Vomica, po. 15	35¢ 37	Soda, Boras, po.	9¢ 11	Ochre, yellow Mars	13¢ 2 04
Os Sepia	35¢ 37	Soda et Potass Tart.	25¢ 27	Ochre, yellow Ber.	13¢ 2 03
Pepsin Saac, H. & P.	1 00¢ 1 00	Soda, Carb.	14¢ 2	Putty, commercial	24¢ 24 23
D Co.	1 00¢ 1 00	Soda, Bi-Carb.	3¢ 5	Putty, strictly pure	24¢ 24 23
Pieis Liq. N.N. 1/4 gal.	2 00¢ 2 00	Soda, Ash	34¢ 4	Varnishes	
doz.	2 00¢ 2 00	Soda, Sulphas	2¢ 2	American	13¢ 15
Pieis Liq., quarts	1 00¢ 1 00	Spts. Cologne	2 60¢ 2 60	Vermilion, English	70¢ 75
Pieis Liq., pints	50¢ 50	Spts. Ether Co.	50¢ 55	Green, Paris	144¢ 184
Pil Hydrarg. po. 80	50¢ 50	Spts. Myrela Dom.	2 00¢ 2 00	Green, Pentinsular	13¢ 16
Piper Nigra po. 22	50¢ 50	Spts. Vini Rect. bbl.	7¢ 7	Lead, red	5¢ 6 1/4
Piper Alba po. 35	50¢ 50	Spts. Vini Rect. 1/4 bbl.	2¢ 2	Lead, white	6¢ 6 1/4
Plix Burgun	10¢ 12	Spts. Vini Rect. 1 gal	2¢ 2	Whiting, white Span	20¢ 20
Plumbi Acet.	1 30¢ 1 50	Strychnia, Crystal	80¢ 1 05	Whiting, gilders	20¢ 20
Pulvis Ipecac et Opil	30¢ 30	Sulphur, Subl.	24¢ 34	White, Paris, Amer.	21¢ 25
Pyrethrum, boxes H.	25¢ 30	Sulphur, Roll.	24¢ 34	Whiting, Paris, Eng.	21¢ 25
& P. D. Co., doz.	75¢ 75	Tamarinds	80¢ 10	Universal Prepared	1 10¢ 1 20
Pyrethrum, pv.	25¢ 30	Terebenth Venice	28¢ 30	Oils	
Quassia	80¢ 10	Theobromae	50¢ 55	Whale, winter	70¢ 70
Quinia, S. P. & W.	25¢ 30	Vanilla	9 00¢ 16 00	Lard, extra	85¢ 90
Quinia, S. German	25¢ 30	Zinci Sulph.	7¢ 8	Lard, No. 1	60¢ 65
Quinia, N. Y.	25¢ 30	No. 1 Turp Coach		No. 1 Turp Coach	1 10¢ 1 20
Rubia Tinctorum	12¢ 14	Extra Turp	1 80¢ 1 70	Coach Body	2 75¢ 3 00
Saccharum Lactis pv	20¢ 22	No. 1 Turp Furn.	1 00¢ 1 10	Extra Turk Damar.	1 55¢ 1 60
Salacin	4 50¢ 4 75	Jap. Dryer, No. 1 Turp	70¢ 79	Sap	
Salicis Dragonis	4 50¢ 4 75	Sap		Sap G.	50¢ 50
Sapo, W.	12¢ 12	Whale, winter	70¢ 70	Sapo W.	10¢ 12
Sapo, U.	10¢ 12	Lard, extra	85¢ 90	Sapo G.	50¢ 50
Sapo G.	50¢ 50	Lard, No. 1	60¢ 65		

## 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  
Straw Paper  
Some RiceDECLINED  
Evaporated Apricots  
Dried Apples  
Hand Picked BeansIndex to Markets  
By Columns

A	Col.
Akron Stoneware	15
Alabastine	1
Ammonia	1
Axle Grease	1
<b>B</b>	
Baking Powder	1
Bath Brick	1
Bluing	1
Breakfast Food	1
Brooms	1
Brushes	1
Butter Color	1
<b>C</b>	
Candles	14
Canned Goods	2
Catsup	3
Carbon Oils	3
Cheese	3
Chewing Gum	3
Chicory	3
Chocolate	3
Clothes Lines	3
Cocoa	3
Cocunut	3
Cocoa Shells	3
Coffee	3
Condensed Milk	3
Coupon Books	15
Crackers	4
Cream Tartar	4
<b>D</b>	
Dried Fruits	5
<b>F</b>	
Farinaceous Goods	5
Fish and Oysters	13
Fishing Tackle	6
Flavoring Extracts	6
Fly Paper	6
Fresh Meats	6
Fruits	14
<b>G</b>	
Gelatine	6
Grain Bags	7
Grains and Flour	7
<b>H</b>	
Herbs	7
Hides and Pelts	13
<b>I</b>	
Indigo	7
<b>J</b>	
Jelly	7
<b>L</b>	
Lamp Burners	15
Lamp Chimneys	15
Lanterns	15
Lantern Globes	15
Licorice	7
Lye	7
<b>M</b>	
Meat Extracts	7
Molasses	7
Mustard	7
<b>N</b>	
Nuts	14
<b>O</b>	
Oil Cans	15
Olives	7
<b>P</b>	
Pickles	7
Pipes	7
Playing Cards	8
Potash	8
Provisions	8
<b>R</b>	
Rice	8
<b>S</b>	
Salad Dressing	9
Saleratus	9
Salt Soda	9
Salt Fish	9
Seeds	9
Shoe Blacking	9
Snuff	9
Soap	9
Soda	10
Spices	10
Starch	10
Stove Polish	10
Sugar	11
Syrups	10
<b>T</b>	
Table Sauce	11
Tea	11
Tobacco	11
Twine	12
<b>V</b>	
Vinegar	12
<b>W</b>	
Washing Powder	13
Wickling	13
Woodenware	13
Wrapping Paper	13
<b>Y</b>	
Yeast Cake	13

1  
AXLE GREASE

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



Mica, tin boxes	gross
Paragon	55 6 00

## BAKING POWDER

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

## JAXON

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

## Royal

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

## BATH BRICK

American	gross
English	80

## BLUING

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

## JENNINGS

## CONDENSED PEARL

## BLUING

## CERA NUT FLAKES

Cases, 36 packages	gross
Five case lots	4 40

## BROOMS

No. 1 Carpet	gross
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

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

## Shoe

No. 8	gross
No. 7	1 30
No. 6	1 70
No. 5	1 90

## Stove

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

## BUTTER COLOR

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

2  
CANDLES

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

## CANNED GOODS

3 lb. Standards	gross
Gallons, standards	3 35

## Blackberries

Standards	gross
	80

## Beans

Baked	gross
Red Kidney	1 00 @ 1 30
String	75 @ 85
Wax	75

## Blueberries

Standard	gross
	90

## Brook Trout

2 lb. cans, Spiced	gross
	1 90

## Clams

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

## Clam Bouillon

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

## Cherries

Red Standards	gross
White	

## Corn

Fair	gross
Good	85
Fancy	1 00

## French Peas

Sur Extra Fine	gross
Extra Fine	22
Fine	19
Moyen	11

## Gooseberries

Standard	gross
	90

## Hominy

Standard	gross
	85

## Lobster

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

## Mackerel

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

## Mushrooms

Hotels	gross
Buttons	18 @ 20
	22 @ 25

## Oysters

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

## Peaches

Ple	gross
Yellow	85 @ 90
	1 00 @ 1 85

## Pears

Standard	gross
Fancy	1 00
	1 25

## Peas

Marrowfat	gross
Early June	1 00
Early June Sifted	1 60

## Plums

Plums	gross
	85

## Pineapple

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

## Pumpkin

Fair	gross
Good	
Fancy	

## Raspberries

Standard	gross
	1 15

## Russian Caviar

1/4 lb. cans	gross
Dunham's 1/4s and 1/2s	3 75
Dunham's 1/2s	7 00
Bulk	12 00

## Salmon

Columbia River, tails	gross
Columbia River, flats	@ 1 85
Red Alaska	@ 1 30
Pink Alaska	@ 90

## Shrimps

Standard	gross
	1 40

## Sardines

Domestic, 1/4s	gross
Domestic, 1/2s	3 1/2
Domestic, Mustard	11 @ 14
California, 1/4s	17 @ 24
California, 1/2s	7 @ 14
French, 1/4s	18 @ 28

## Strawberries

Standard	gross
Fancy	1 10
	1 40

3  
Succotash

Fair	gross
Good	1 00
Fancy	1 25
Gallons	3 60

## Tomatoes

Fair	gross
Good	1 10
Fancy	1 15
Gallons	3 60

## CARBON OILS

Barrels	gross
Eocene	@ 11
Perfection	@ 11
Diamond White	@ 9 1/4
D. S. Gasoline	@ 14 1/2
Deodorized Naphtha	@ 12 1/2
Cylinder	@ 29
Engine	@ 22
Black, winter	@ 10 1/2

## CATSUP

Columbia, pints	gross
Columbia, 1/4 pints	2 00
	1 25

## CHEESE

Acme	gross
Amboy	@ 11 1/2
Carson City	@ 11
Elsie	@ 11 1/2
Emblem	@ 12
Gem	@ 11
Gold Medal	@ 11 1/2
Ideal	@ 11 1/2
Jersey	@ 12
Riverside	@ 11 1/2
Brick	@ 14 1/2
Edam	@ 20
Lelden	@ 17
Limbarger	@ 20 1/2
Pineapple	@ 22
Sap Sago	@ 20

## CHEWING GUM

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

## CHICORY

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

## CHOCOLATE

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

## CLOTHES LINES

Sisal	gross
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.	gross
60 ft.	80
70 ft.	1 10

## Cotton Windsor

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

## Cotton Braided

40 ft.	gross
50 ft.	70
70 ft.	80

## Galvanized Wire

No. 20, each 100 ft. long	gross
No. 19, each 100 ft. long	2 10

## COCOA

Cleveland	gross
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	42
Van Houten, 1/4s	20
Van Houten, 1/2s	40
Webb	30
Wilbur, 1/4s	42
Wilbur, 1/2s	42

## COCOANUT

Dunham's 1/4s	gross
Dunham's 1/2s and 1/4s	26 1/2
Dunham's 1/2s	27
Dunham's 1/4s	28
Bulk	13

## COCOA SHELLS

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



6

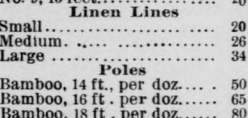
Pearl Barley	
Common	3 00
Chester	2 75
Empire	3 65
Peas	
Green, Wisconsin, bu.	1 90
Green, Scotch, bu.	2 10
Split, lb.	4
Rolled Oats	
Rolled Avena, bbl.	6 30
Steel Cut, 100 lb. sacks	3 30
Monarch, bbl.	6 10
Monarch, 1/2 bbl.	3 20
Monarch, 90 lb. sacks	2 95
Quaker, cases	3 20
Grits	
Walsh-DeRoo Co.'s Brand.	



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

FISHING TACKLE	
1/4 to 1 inch	6
1 1/2 to 2 inches	7
1 1/2 to 2 inches	9
1 1/2 to 2 inches	11
2 inches	15
3 inches	30
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	20
Medium	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'	
Highest Grade Extracts	
Vanilla	Lemon
1 oz full m. 1 20	1 oz full m. 80
2 oz full m. 2 10	2 oz full m. 1 25
No. 3 fan'y 3 15	No. 3 fan'y 1 75



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



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	
Carcases	5 1/2 @ 9
Forequarters	5 @ 6 1/2
Hindquarters	8 @ 10
Loins	9 @ 14
Ribs	8 @ 12 1/2
Rounds	7 1/2 @ 9
Chucks	5 @ 6 1/2
Plates	5 @
Pork	
Dressed	@ 8
Loins	@ 12
Boston Butts	10 1/2 @ 11
Shoulders	@ 10 1/2
Leaf Lard	@ 11 1/2
Mutton	
Carcases	5 @ 7
Lambs	7 1/2 @ 9 1/2
Veal	
Carcases	6 1/2 @ 8

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	66

Winter Wheat Flour	
Local Brands	

Patents	4 20
Second Patent	3 70
Straight	3 50
Second Straight	3 20
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 1/2	3 85
Diamond 1/4	3 85
Diamond 1/8	3 85
Worden Grocer Co.'s Brand	
Quaker 1/2	3 90
Quaker 1/4	3 90
Quaker 1/8	3 90

Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2	4 40
Pillsbury's Best 1/4	4 50
Pillsbury's Best 1/8	4 40
Pillsbury's Best 1/2 paper	4 40
Pillsbury's Best 1/4 paper	4 40
Pillsbury's Best 1/8 paper	4 40
Ball-Barnhart-Putman's Brand	
Duluth Imperial 1/2	4 40
Duluth Imperial 1/4	4 40
Duluth Imperial 1/8	4 40
Lemon & Wheeler Co.'s Brand	
Wingold 1/2	4 30
Wingold 1/4	4 20
Wingold 1/8	4 10

Olney & Judson's Brand	
Ceresota 1/2	4 40
Ceresota 1/4	4 40
Ceresota 1/8	4 40
Worden Grocer Co.'s Brand	
Laurel 1/2	4 40
Laurel 1/4	4 30
Laurel 1/8	4 20
Laurel 1/2 and 1/4 paper	4 20

Meal	
Bolton	3 00
Granulated	3 10
Feed and Millstuffs	
St. Car Feed, screened	26 00
No. 1 Corn and Oats	25 50
Unbolted Corn Meal	25 50
Winter Wheat Bran	18 00
Winter Wheat Middlings	20 00
Screenings	19 00

Oats	
Car lots new	31
Car lots, old	52
Less than car lots	
Corn	
Corn, car lots	64
Hay	
No. 1 Timothy car lots	19 00
No. 1 Timothy ton lots	12 00

HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Menna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50

JELLY	
5 lb. pails, per doz	1 85
15 lb. pails	40
30 lb. pails	80
LICORICE	
Pure	30
Calabria	23
Stelly	14
Root	10
LYE	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25

MEAT EXTRACTS	
Armour & Co.'s, 2 doz.	4 45
Liebig's, 2 doz.	2 75
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	25
Good	22
Half-barrels 2c extra	

MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Rayle's Celery, 1 doz.	1 75
OLIVES	
Bulk, 1 gal. kegs	1 35
Bulk, 3 gal. kegs	1 20
Bulk, 5 gal. kegs	1 15
Manzanilla, 7 oz.	2 35
Queen, pints	4 50
Queen, 12 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 30

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

8

PICKLES	
Medium	
Barrels, 1,200 count	8 00
Half bbls, 600 count	4 50
Small	
Barrels, 2,400 count	9 50
Half bbls, 1,200 count	5 25

PLAYING CARDS	
No. 90, Steamboat	90
No. 15, Rival, assorted	1 20
No. 20, Rover, enameled	1 60
No. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tournam't Whist	2 25

POTASH	
48 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00

PROVISIONS	
Barreled Pork	
Mess.	@ 16 75
Back	@ 19 50
Clear back	@ 20 50
Short cut	@ 19 25
Pig	@ 17 00
Bean	@ 17 00
Family Mess Loin	21 00
Clear	@ 19 50

Dry Salt Meats	
Belles	11 1/2
S P Belles	12 1/2
Extra shorts	11 1/2

Smoked Meats	
Hams, 12 lb. average	@ 13
Hams, 14 lb. average	@ 13
Hams, 16 lb. average	@ 13
Hams, 20 lb. average	@ 13
Ham dried beef	@ 13
Shoulders (N. Y. cut)	@ 12 1/2
Bacon, clear	@ 10 1/2
California hams	@ 10 1/2
Bolled Hams	@ 19 1/2
Picnic Bolled Hams	@ 15
Berlin Ham pr'd	@ 9 1/2
Mince Hams	@ 9 1/2

Lard	
Pure	@ 7 1/2
60 lb. Tubs, advance	@ 11 1/2
80 lb. Tubs, advance	@ 11 1/2
60 lb. Tins, advance	@ 11 1/2
20 lb. Pails, advance	@ 11 1/2
10 lb. Pails, advance	@ 11 1/2
5 lb. Pails, advance	@ 11 1/2
Vegetole	8 1/2

Sausages	
Bologna	6
Frankfur	6 1/2
Pork	@ 8
Blood	6
Tongue	9
Headcheese	8 1/2

Beef	
Extra Mess.	
Beefless	14 00
Rump, New	@ 14 00
Pigs' Feet	
1/4 bbls., 40 lbs.	1 75
1/2 bbls.	3 25
1 bbls., lbs.	7 50

Tripe	
Kits, 15 lbs.	87
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00
Casings	
Pork	26
Beef rounds	5
Beef middles	12
Sheep	65

Uncolored Butterine	
Solid, dairy	@ 13 1/2
Rolls, dairy	@ 14
Rolls, creamery	16 1/2
Solid, creamery	16
Canned Meats	
Corned beef, 2 lb.	2 50
Corned beef, 14 lb.	18 50
Roast beef, 2 lb.	2 50
Potted ham, 1/2	50
Potted ham, 1/4	90
Deviled ham, 1/2	50
Deviled ham, 1/4	90
Potted tongue, 1/2	50
Potted tongue, 1/4	90

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

Mackerel	
Mess 100 lbs.	10 50
Mess 40 lbs.	4 50
Mess 10 lbs.	1 20
Mess 8 lbs.	1 00
No. 1 100 lbs.	9 00
No. 1 40 lbs.	3 50
No. 1 10 lbs.	1 05
No. 1 8 lbs.	87
No. 2 100 lbs.	7 75
No. 2 40 lbs.	3 40
No. 2 10 lbs.	1 3
No. 2 8 lbs.	7

Herring	
Holland white hoops, bbl.	10 25
Holland white hoops, 4 bbl.	5 25
Holland white hoop, keg.	@ 80
Holland white hoop mchs.	90
Norwegian	
Round 100 lbs.	
Round 40 lbs.	
Sealed	11
Bloaters	

Whitefish	
No. 1 No. 2 Fam	
100 lbs.	7 50
40 lbs.	3 30
10 lbs.	90
8 lbs.	75

Sutton's Table Rice	
Carolina head	7
Carolina No. 1	6 1/2
Carolina No. 2	6
Broken	3 1/2

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

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

9

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



Best grade Imported Japan, 3 pound pockets, 33 to the bale. Cost of packing in cotton pockets only 1/2c more than bulk.

SALAD DRESSING	
Alpha Cream, large, 2 doz.	1 85
Alpha Cream, large, 1 doz.	1 90
Alpha Cream, small, 3 doz.	95
Durkee's, large, 1 doz.	4 15
Durkee's, small, 2 doz.	4 85

SALERATUS	
Packed 60 lbs. in box.	
Church's Arm and Hammer	3 15
Doland's	3 15
Dwight's Cow	3 00
Emblem	2 10
W. P.	3 00
Wyandotte, 100 lbs.	3 00

SAL SODA	
Granulated, bbls.....	95
Granulated, 100 lb. cases.....	1 00
Lump, bbls.....	90
Lump, 145 lb. kegs.....	95



12	13	14	15
Lubetsky Bros. brands			
B. L. .... 35 00			
Daily Mail, 5c edition. .... 35 00			
Fine Cut			
Cadillac ..... 54			
Sweet Loma ..... 33			
Hiawatha, 5 lb. pails ..... 36			
Hiawatha, 10 lb. pails ..... 51			
Telegram ..... 22			
Pay Car ..... 21			
Tea Rose ..... 49			
Protection ..... 37			
Sweet Burley ..... 38			
Tiger ..... 37			
Plug			
Red Cross ..... 92			
Palo ..... 31			
Kylo ..... 33			
Hiawatha ..... 41			
Battle Axe ..... 33			
American Eagle ..... 31			
Standard Navy ..... 35			
Spear Head, 16 oz. .... 40			
Spear Head, 8 oz. .... 42			
Nobby Twist ..... 47			
Jolly Tar ..... 35			
Old Honesty ..... 41			
Today ..... 32			
J. T. .... 35			
Piper Heldick ..... 30			
Root Jack ..... 32			
Honey Dip Twist ..... 37			
Black Standard ..... 38			
Cadillac ..... 38			
Forge ..... 30			
Nickel Twist ..... 50			
Smoking			
Sweet Core ..... 34			
Flat Car ..... 31			
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			
Klin Dried ..... 21			
Duke's Mixture ..... 37			
Duke's Cameo ..... 41			
Myrtle Navy ..... 39			
Yum Yum, 1 1/2 oz. .... 33			
Yum Yum, 1 lb. pails ..... 33			
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. .... 36			
Peerless, 3 1/2 oz. .... 32			
Peerless, 1 1/2 oz. .... 34			
Air Brake ..... 36			
Cant Hook ..... 34			
Country Club ..... 34			
Forex XXXX ..... 28			
Good Indian ..... 23			
Self Blinder ..... 20-22			
Silver Foam ..... 34			
TWINE			
Cotton, 3 ply ..... 16			
Cotton, 4 ply ..... 16			
Jute, 2 ply ..... 12			
Hemp, 6 ply ..... 12			
Flax, medium ..... 20			
Wool, 1 lb. balls ..... 7 1/2			
VINEGAR			
Malt White Wine, 40 grain ..... 8			
Malt White Wine, 80 grain ..... 11			
Pure Cider, B. & B. brand ..... 11			
Pure Cider, Red Star ..... 11			
Pure Cider, Robinson ..... 11			
Pure Cider, Silver ..... 11			
WASHING POWDER			
Diamond Flake ..... 2 75			
Gold Brick ..... 3 25			
Gold Dust, regular ..... 4 50			
Gold Dust, 5c ..... 4 00			
Kirkoline, 24 lb. .... 3 40			
Pearline ..... 2 75			
Soapline ..... 4 10			
Babbitt's 1776 ..... 3 75			
Roseline ..... 3 75			
Armour's ..... 3 70			
Nine O'clock ..... 3 35			
Wisdom ..... 3 80			
Scourline ..... 3 50			
Rub-No-More ..... 3 75			
WICKING			
No. 0, per gross ..... 25			
No. 1, per gross ..... 30			
No. 2, per gross ..... 30			
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 ..... 3 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 ..... 65			
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 ..... 85			
No. 2 patent brush holder ..... 1 25			
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 60			
Ideal ..... 1 50			
Traps			
Mouse, wood, 2 holes ..... 22			
Mouse, wood, 4 holes ..... 70			
Mouse, tin, 5 holes ..... 75			
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 ..... 2 75			
Assorted 12-17 ..... 1 75			
Assorted 15-19 ..... 2 50			
WRAPPING PAPER			
Common Straw ..... 1 1/2			
Fiber Manila, white ..... 3 1/2			
Fiber Manila, colored ..... 4			
No. 1 Manila ..... 3 1/2			
Cream Manila ..... 3			
Butcher's Manila ..... 2 1/2			
Wax Butter, short count ..... 13			
Wax Butter, full count ..... 20			
Wax Butter, rolls ..... 15			
YEAST CAKE			
Magic, 3 doz. .... 1 00			
Sunlight, 3 doz. .... 1 00			
Sunlight, 1 1/2 doz. .... 1 00			
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 1/2			
Halibut ..... 16			
Ciscoes or Herring ..... 5			
Bluefish ..... 12			
Live Lobster ..... 20			
Bolled Lobster ..... 22			
Cod ..... 11			
Headlock ..... 7			
No. 1 Pickrel ..... 7			
Pike ..... 7			
Perch ..... 5			
Smoked White ..... 10			
Red Snapper ..... 12 1/2			
Col River Salmon ..... 12 1/2			
Mackerel ..... 18			
HIDES AND PELTS			
Hides			
Green No. 1 ..... 7			
Green No. 2 ..... 6			
Cured No. 1 ..... 8			
Cured No. 2 ..... 9 1/2			
Calfskins, green No. 1 ..... 8			
Calfskins, green No. 2 ..... 8 1/2			
Calfskins, cured No. 1 ..... 10 1/2			
Calfskins, cured No. 2 ..... 9			
Pelts			
Old Wool ..... 50 1/2 50			
Lamb ..... 30 1/2 50			
Shearlings ..... 30 1/2 40			
Tallow			
No. 1 ..... 6			
No. 2 ..... 5			
Wool			
Washed, fine ..... 20			
Washed, medium ..... 22			
Unwashed, fine ..... 16			
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 1/2			
Boston Cream ..... 10 1/2			
Beet Root ..... 8			
Mixed Candy			
Grocers ..... 8			
Competition ..... 7 1/2			
Special ..... 7 1/2			
Conserve ..... 7 1/2			
Royal ..... 8 1/2			
Kilbon ..... 9			
Broken ..... 9			
Cut Leaf ..... 9 1/2			
English Roken ..... 9			
Kinderarten ..... 9			
Bon Ton Cream ..... 8 1/2			
French Cream ..... 9			
Dandy Pan ..... 10			
Hand Made Cream ..... 14 1/2			
mixed ..... 14 1/2			
Crystal Cream mix. .... 15			
Fancy-In Pails			
Champ. Crys. Gums ..... 8 1/2			
Pony Hearts ..... 15			
Fairy Cream Squares ..... 12			
Fudge Squares ..... 9			
Peanut Squares ..... 11			
Sugared Peanuts ..... 12			
Salted Peanuts ..... 10			
Starlight Kisses ..... 10			
San Blas Goodies ..... 12 1/2			
Lozenges, plain ..... 9			
Lozenges, printed ..... 10			
Choc. Drops ..... 11 1/2			
Ellipse Chocolates ..... 13 1/2			
Quintette Choc. .... 15 1/2			
Victoria Chocolate ..... 15			
Gum Drops ..... 9 1/2			
Moss Drops ..... 9			
Lemon Sours ..... 9			
Imperial ..... 9			
Ital. Cream Opera ..... 12			
Ital. Cream Bonbons ..... 11			
20 lb. pails ..... 11			
Molasses Chews, 15 lb. pails ..... 13			
Golden Waffles ..... 12			
Fancy-In 5 lb. Boxes			
Lemon Sours ..... 250			
Peppermint Drops ..... 260			
Chocolate Drops ..... 260			
H. M. Choc. Drops ..... 285			
H. M. Choc. Li. and ..... 21 00			
Gum Drops ..... 235			
Licorice Drops ..... 275			
Lozenges, plain ..... 255			
Lozenges, printed ..... 260			
Imperial ..... 260			
Mottos ..... 260			
Cream Bar ..... 255			
Molasses Bar ..... 255			
Hand Made Creams, 80 ..... 290			
Cream Buttons, Pep. and Wint. .... 265			
String Rock ..... 265			
Wintergreen Berries ..... 260			
Caramels			
Clipper, 20 lb. pails ..... 8 1/2			
Perfection, 20 lb. pails ..... 12 1/2			
Amazon, Choc Cov'd ..... 15			
Korker 2 for 1c pr bx ..... 255			
3, 3 for 1c pr bx ..... 255			
Dukes, 2 for 1c pr bx ..... 260			
Favorite, 4 for 1c, bx ..... 260			
AA Cream Carls 3 lb ..... 250			
FRUITS			
Oranges			
Florida Russett ..... 2			
Florida Bright ..... 2			
Fancy Navels ..... 2			
Extra Choice ..... 5 50 26 00			
Late Valencias ..... 2			
Seedlings ..... 2			
Medt. Sweets ..... 2			
Jamaicas ..... 2			
Rodi ..... 2			
Lemons			
Verdell, ex fcy 300 ..... 2			
Verdell, fcy 300 ..... 2			
Verdell, ex chco 300 ..... 2			
Verdell, fcy 300 ..... 2			
Call Lemons, 300 ..... 2			
Messinas 300s ..... 23 50			
Messinas 360s ..... 23 50			
Bananas			



**Mutual Insurance Not Adapted to the Hardware Trade.\***

I have been requested to set forth my views as to the desirability of forming a fire insurance society made up exclusively of hardware dealers for mutual protection. I do not believe such an organization would be beneficial, nor do I think it necessary for our protection. There are, to my mind, other sources of insurance protection entirely sufficient, and I believe nothing could be gained by forming a new one on these lines. It might be thought that there would be economy in taking the course proposed, but we must remember that insurance companies and their agents are our patrons to some extent and that, therefore, what we pay them for insurance is not altogether wasted. It seems to me that the formation of an organization made up of ourselves exclusively is unnecessary. In addition to what I have said, I do not believe that insurance of the kind proposed can be kept up as cheaply and be as safe as insurance can be obtained at the present time from other companies.

While some mutual companies succeed and are reliable, many fail and are worthless. The farmers' mutuals furnish an illustration of successful associations of this kind, but their risks are relatively small and limited. The case of city property is very different.

The report of the Commissioner of Insurance for 1896 shows that there were seventy-four mutual fire and tornado insurance companies doing business in the State which were organized under our laws. During that year two mutual companies went out of business, one of which failed and was placed in the hands of a receiver. Speaking of mutual companies in his annual report of the business of 1898, Commissioner Campbell said:

Companies that have been organized to do business over the State under the mutual plan have with one or two exceptions proven a complete failure and nearly all of them have gone into the hands of receivers within the last two years.

From this sweeping condemnation he excepted the framers' mutual fire insurance companies, which he said were to be commended for the economical and careful manner in which their business had been conducted.

Commissioner Barry, in his report of the business of 1900, also commends farmers' mutuals, which he says have demonstrated their ability to give their members good protection at very low cost. This he attributes to the general interest taken by the members in the management of these companies. As to the other mutual fire insurance companies, he says:

On the contrary, the failure in this State during the year of three mutual fire insurance companies which sought to do a general business over the large portion of the State fully demonstrates that a mutual company can not successfully carry on a business of this nature unless it maintains a reinsurance reserve and employs other safeguards which are required of stock fire companies. The members of these companies take no interest in their management and are generally unacquainted with the officers, whose sole concern apparently is the securing of a large volume of business. There are now in Michigan three receivers for this class of companies and they are compelled to bear the odium that so often attaches to persons who are called upon to remedy the defaults of others.

I cite the foregoing in support of my

\*Paper read at annual convention Michigan Retail Hardware Dealers' Association by John Popp, of Saginaw.

claim that the fact that farmers' mutual companies are generally successful is no criterion for merchants to be guided by. Farmers' losses from fires are generally small in amount in each case and they occur only at intervals. Their companies are not exposed to the enormous losses oftentimes occurring in a single fire, to which insurers of merchants and manufacturers are liable. The latter class of risks depend upon so many things that I feel sure that only well-trained men are competent to conduct that kind of insurance business. We know that our own business requires about all our time and ability. I think we had better take care of our hardware matters and leave the business of insurance to insurance men. I am not, therefore, in favor of forming an association of the kind proposed.

**Recent Changes Among Indiana Merchants.**

East Chicago—Thornton Berry, of Huber, Berry & Co., grocers, is dead. Elkhart—Owen & Swain, grocers, have dissolved partnership, the business being continued by Robert H. Owen.

Evansville—Henry Goedde has sold his grocery stock to Joseph Steckler.

Fort Wayne—The Superior Manufacturing Co., manufacturer of skirts, has merged its business into a corporation under the same style. The capital stock is \$10,000.

Hoagland—Jacob B. Bollinger, manufacturer of staves, has discontinued business.

Indianapolis—Simon B. Carey, of the wholesale hardware house of Layme & Carey, is dead.

Kokomo—Coate Bros., dealers in boots and shoes, have dissolved partnership. The business is continued under the style of Coate & Ruddell.

Prairie Creek—Ring & Weir succeed Lloyd & Weir and Ring & Mitchell in the grocery business.

Ramsey—Ed. Davis has purchased the interest of his partner in the grocery business of Paine & Davis.

Vincennes—H. W. Bruce continues the meat market of C. P. Bruce & Son in his own name.

Elkhart—The case of Emil Kiefer against D. H. Rohrer, charged with having sent an account out of the state with the intention of having it made the subject for attachment proceedings, has been dismissed on the motion of Attorney Harman, who claimed that the transcript from the Chicago court, offered by Attorney Baker as proving that the account had been sued in the Illinois courts, was not a valid instrument, inasmuch as it was not signed by the Chicago justice. Attorney Baker, in view of this ruling of the court, argued that it was not necessary to show that the suit had been actually filed in Chicago to prove the violation of the Indiana statute, but that the transcript had merely been offered as corroborative testimony to show the intent as provided by the law. He held that the real violation of the law was in having sent the account out of the State for collection by attachment. Judge Raymer decided, however, that the motion to dismiss the case was a proper one and acted accordingly.

**Set Screws and Cap Screws Higher.**

Manufacturers of set screws and cap screws are taking a very firm view of the market and have advanced their prices 10 per cent. Demand the present season has been unusually heavy and production is not in excess of the requirements of the trade.

# Buyers' Excursion

To Grand Rapids, Michigan

From August 25th to September 10th Inclusive

Our Holiday display is now ready for inspection. The line is more complete and better selected than ever before, comprising many new and attractive novelties at popular prices.

It will be to your interest to examine our line before placing your order. Our representatives, Mr. G. Van Sledright, P. Lubach, P. Quartel and G. J. Haan, will be present to welcome their friends.

**Grand Rapids Stationery Co.**

Wholesale Stationers and Paper Dealers, 29 North Ionia St.  
Grand Rapids, Michigan

*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.

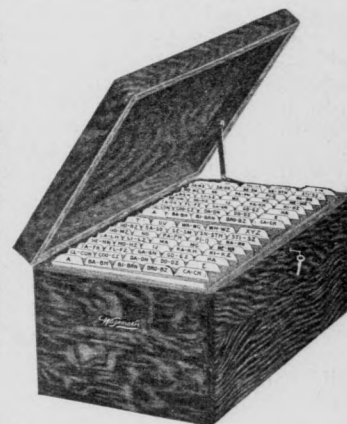
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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



## 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.

# Cadillac

**Fine Cut and Plug  
THE BEST.**

**Ask for it.**

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

## ENGRAVERS

BY ALL THE  
LEADING PROCESSES

PORTRAITS, BUILDINGS,  
MACHINERY,  
STATIONERY HEADINGS,  
EVERYTHING.

HALF-TONE  
ZINC-ETCHING  
WOOD ENGRAVING

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICHIGAN.



### Annual Meeting of the Michigan State Pharmaceutical Association.

The twentieth annual meeting of the Michigan State Pharmaceutical Association, which was held at Saginaw Wednesday and Thursday of last week, was fairly well attended and proved to be both instructive and enjoyable.

Mayor Baum welcomed the druggists to the city, after which President Muir read his annual address. The annual reports of the Secretary and Treasurer were presented.

Henry Helm, of Saginaw, Secretary of the Board of Pharmacy, submitted an interesting report. A paper on "The N. A. R. D. and Our Relation to It" was read by J. Major Lennon, of Detroit.

Late in the afternoon, the delegates boarded a car and took in the sights of the city, or as many of them as could be seen from the car.

In the evening an entertainment was given the members in the banquet room of Germania hall, which was transformed into a scene of beauty for the occasion by an elaborate use of palms and flowers. About 150 were in attendance. An excellent spread was served, after which Lou G. Moore presided, calling on several of those present for impromptu remarks.

An interesting feature of Thursday morning session was a paper on "The Evidences of the New Economic Order in Pharmacy," read by Harry B. Mason, editor of the Bulletin of Pharmacy, of Detroit. Mr. Mason declared that there had been throughout all history a constant evolution towards a greater and still greater degree of co-operation and combination of effort in all fields of commerce and industry. "The co-operative movement," said he, "is gradually following its course like a great river, reaching first the field of manufacture, then that of the distributing trades and business, and finally the professions. The semi-profession of pharmacy will not be converted so quickly as the purely distributing business on the one hand, nor so slowly as the purely professional pursuits on the other. But that it will be converted, that it will, like all other departments of activity, succumb to the inevitable and universal laws of change and progress, can not be doubted by any one familiar with the teachings of history and capable of reading the signs of the times."

In proof of his statement, Mr. Mason pointed out the number of instances where drug store combinations have been formed in various cities during the past few years. The paper was followed by a discussion, in which a large number of the delegates participated.

At the afternoon session the principal business disposed of was the election of officers, which resulted as follows:

President—Lou G. Moore, Saginaw.  
First Vice-President—D. A. Hagans, Monroe.  
Second Vice-President—W. A. Hall, Detroit.  
Third Vice-President—J. Major Lennon.

Secretary—W. H. Burke, Detroit.  
Treasurer—C. F. Huber, Port Huron.  
Executive Committee—A. H. Webster, Cadillac; John D. Muir, Grand Rapids; A. L. Walker, Detroit; D. E. Prall, Saginaw; A. Eberbach, Ann Arbor.

Legislative Committee—Charles F. Mann, Detroit; H. J. Brown, Ann Arbor; A. S. Parker, Detroit.

The convention selected the following delegates to attend the American Pharmaceutical Association, which meets in Philadelphia in September: W. H.

Burke, A. L. Walker and A. H. Parker, of Detroit; John D. Muir, of Grand Rapids, and D. E. Prall, of Saginaw. Alternates, Dr. A. B. Prescott, J. O. Schlatterbeck, Prof. A. B. Stevens, of Ann Arbor; Dr. Knox and H. B. Mason, of Detroit.

W. H. Burke, of Detroit, and D. E. Prall, of Saginaw, were elected delegates to the convention of the National Association of Retail Druggists, which will be held in Cleveland next month. During the afternoon, an instructive paper on "The Physiological Assay of Certain Heart Tonics" was presented by L. W. Samuelener.

In the evening the visiting pharmacists were entertained by the local druggists at the new Jeffers theater and at the Riverside Park casino.

### Cattle Dying Like Flies.

La Crosse, Wis., Aug. 4.—Anthrax, a fatal disease, was discovered here among cattle to-day, and in the past twenty-four hours fifteen cows have died and others are dying like flies. Hundreds of people have been exposed by drinking the contaminated milk which has been distributed by various milkmen whose cows have been affected. Dr. Patterson, veterinarian, has declared the disease anthrax, as fatal to people as to cattle. The State Veterinarian has been sent for.

### A Diplomat.

Tommy—Say, ma, Mrs. Swellman up the street was lookin' at that tear you sewed up in my jacket the other day, and she said it was done just beautiful. Ma (delighted)—Well, that was a compliment coming from her.

Tommy—Yes'm, and say, ma, I just got another tear for you to fix up.

To be uncomfortable without being unhappy one must be a philosopher or a woman with tight shoes.

## Business Wants

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

### BUSINESS CHANCES.

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

**FINE OPENING FOR A FURNITURE** store and undertaking establishment. For many years my store in Ionia, Michigan, has been occupied as a furniture store. It is a two-story brick and has a fine plate glass front on Main street. Size 22x110 feet. Vacant because tenant bought another furniture business and moved to that store. No other undertaker in the city. Rent of entire store \$10 per month. Address Cornelia S. Avery, Ionia, Mich. 684

**FOR SALE—STOCK GENERAL MERCHANDISE** in small town; stock will invoice \$2,500 to \$3,000; good clean stock and doing good business. Address No. 685, care Michigan Tradesman. 685

**FOR SALE—DRUG STOCK AND FIXTURES**; only one in good prosperous town on railroad; good business; stock about \$1,200; cash, no trades. Address George, care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 671

**FOR SALE—AN UPT-DATE GROCERY** business, stock and fixtures; will inventory about \$2,500; for cash only; situated in a prosperous Michigan county seat town of 2,800; stock is located in the best corner store in the town for the grocery business; this business has been a money-maker for the owners; cash sales last year about \$15,000; can be increased by adding meat business or bakery in connection; only those who have the cash and mean business need apply; reasons for selling made known on application. Address No. 682, care Michigan Tradesman. 682

**FOR SALE—CLOTHING, FURNISHING** and shoe business in Southern Michigan town of fifteen hundred; large territory and one competitor; A1 opportunity; possession given January 1; no fairies need answer. Address No. 681, care Michigan Tradesman. 681

**TO RENT—WE WILL RENT THE UPSTAIRS** over our planing mill, together with power, lights and heat; also dry kiln and warehouse room if desired; room is 54x70 feet and is well lighted; would be suitable for any kind of light manufacturing or cash and door work, for which there is most of the machinery already in, or for cabinet work. Call on or address Traverse City Manufacturing Co., Traverse City, Mich. 673

**FOR SALE—TWENTY-FIVE YEARS' ESTABLISHED BUSINESS**; a clean stock of general merchandise and clothing in a live Indiana town; good opening; invoices about \$13,000; fall goods now in; will reduce stock to suit purchaser. Address X6, care Michigan Tradesman. 678

**FOR SALE—ONE OF THE BEST RETAIL** harness and trunk stores in Michigan. Address No. 677, care Michigan Tradesman. 677

**FOR SALE—A CLOTHING AND FURNISHING** goods store in one of the best towns of Southern Michigan; established in 1893; yearly sales, \$12,000, all cash; not a dollar ever sold on credit; goods all brand new; stock cleaned out every season, rent, \$425; will be sold on easy payments to a responsible party; a reasonable down payment required; stock about \$8,000; reason for selling, dissolution of partnership. Address No. 676, care Michigan Tradesman. 676

**FOR SALE—GROCERY STOCK AND FIXTURES**; about nine or ten hundred dollars; did \$7,000 business last year. Address 675, care Michigan Tradesman. 675

**FOR SALE—\$1,000 DRUG STOCK AND FIXTURES**; can be bought at great discount for cash. Address P. O. Box 222, Saginaw, Mich. 674

**FOR SALE—A CLEAN DRUG AND GROCERY** stock which will prove good investment for live man, particularly registered pharmacist; located in thickly populated portion of Flint, about one-half mile from any competition in drug line; only one other grocery in the immediate vicinity; rent reasonable. Address No. 679, care Michigan Tradesman. 679

**FOR SALE—HOME IN FLORIDA; FOURTEEN** acres, eight acres bearing orange trees; good buildings; good neighbors; near railroad; healthy location; will sell for \$3,000 cash or take clean stock of merchandise (Northern Michigan or Wisconsin preferred) in exchange. Address No. 672, care Michigan Tradesman. 672

**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—A 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. 688

**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. Savlan, Petoskey, Mich. 667

**WANTED—GOOD LOCATION FOR HARDWARE.** Address 431 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

**WANTED—STOCKS OF GENERAL MERCHANDISE**, 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. Hemily & 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—BRICK STORE BUILDING, 22** x 60 feet, with frame addition back, 22 x 40 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** 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, \$9,498.66. Address No. 647, care Michigan Tradesman. 647

**FOR SALE—GENERAL STORE AND** stock; one of the best locations in city of Grand Rapids; near five large factories and on main street to the country; no competition; only for cash for both stock and building. Address No. 646, care Michigan Tradesman. 646

**I CAN SELL YOUR PROPERTY OR BUSINESS**, no matter what it is or where located. No deal too large or too small. If you want to buy I have what you want. Money sent to your own bank. Address with stamp, A. M. Barron, Desk "Q," South Bend, Ind. 645

**FOR SALE—CLEAN GROCERY AND** crockery stock and bakery plant in best location in rapidly growing city of 5,000 population; rent reasonable; trade mostly cash; reason for selling, ill health of manager; purchaser must have at least \$1,500 to pay half down. Address No. 644, care Michigan Tradesman. 644

**FOR SALE 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

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

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

**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 truck food plant being erected. Rent low. Will sell right to cash purchaser or exchange for improved and unimproved real estate in Grand Rapids. Address No. 634, care Michigan Tradesman. 634

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

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

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

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

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

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

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

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

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

### MISCELLANEOUS

**WANTED—TWO FIRST-CLASS GROCERY** salesmen having an acquaintance and established trade in Western Michigan. Address No. 683, care Michigan Tradesman. 683

**POSITION WANTED IN DRY GOODS OR** general store; fifteen years' experience; reference by permission of present employer; will be at liberty after Sept. 1. Address No. 680, care Michigan Tradesman. 680

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

**WANTED—SALESMEN TO CARRY GOOD** side line to grocery trade on liberal basis. Address Bohart & Company, River Park, Clinton, Iowa. 649

**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-McKinley Dry Goods Co., St. Louis, Mo. 629