

# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER, 17, 1902.

Number 991

## Glover's Gem Mantles—

For Gas or Gasoline. Write for catalogue.

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

Grand Rapids, Michigan

## Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids  
Detroit Opera House Block, Detroit

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

## William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

We can stock your store completely, for  
we represent the largest manufacturers,  
making everything from children's to  
adults', and can show you the very cheap-  
est as well as the very best.

28-30 South Ionia Street  
Grand Rapids, Mich.

## 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

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### THE FUTURE OF PHOTOGRAPHY.

Camera processes have advanced be-  
yond purely mechanical phases and are  
taking rank with the high arts. They  
may never be able to wholly disown  
affiliation with the utilitarian depart-  
ment of society, just as the noblest  
painting that was ever placed on can-  
vas may not deny a certain distant re-  
lationship with the products of the sign-  
painter's skill, but this comparison is  
rather to the advantage of photography,  
as certain standards are already estab-  
lished in the latter beneath which not  
even the amateur is permitted to fall  
without open scorn and condemnation,  
while the world has always looked  
amiably upon the veriest dauber that  
ever wielded the brush in the name of a  
profaned high art. It may even be  
better for an art to have a distinct me-  
chanical basis, thereby assuring it a  
fixed and definite starting point.

When the first principles of photog-  
raphy dawned upon the astonished  
world, the possibility of reproducing  
upon a sensitized surface the exact  
counterpart of a face or other object so  
bewitched the minds of men that first  
attention was concentrated upon mak-  
ing this likeness as perfect as possible  
in line and form. For a time the really  
artistic qualities of the work of the first  
discoverer of the process, the refined  
Daguerre, were wholly lost sight of by  
his decadent successors, whose harsh  
and unlovely work survives in many old  
family albums, an ancestral horror and  
reproach. The profession itself came  
very near falling into disrepute, its  
honor sustained by the efforts of a few  
pains-taking men who strove to  
place upon their work the stamp of a  
higher excellence. It was only when  
people took up the craft as a recreation,  
in the latter part of the nineteenth  
century, and the camera became the toy  
and companion of the dilettante, that a  
new conception of its potentiality pre-  
vailed. First of all, the principle was  
established that a mere blank counter-  
part of some view or individual did not  
constitute a picture, in the truest sense,  
but that into a really meritorious pho-  
tograph must enter the elements of com-  
position, with the same delicate valua-  
tions of light and shade demanded from

the artist whose black and white studies  
are wrought with brush, pen or pencil.

Over and above and pervading all  
these there began to be recognized a  
subtle originality and inspiration which  
have made all of the artists of every  
age, whatever the medium in which  
they worked out their ideas. From this  
stage progress in the new art has been  
rapid. Really great portraits have been  
produced with landscape and other na-  
ture studies, great in their way as the  
works of the old masters in painting  
and sculpture. The day is not far dis-  
tant when prints bearing the signature  
or stamp of these first masters in pho-  
tography will be eagerly sought and  
given a place in galleries alongside the  
rarest early etchers and engravers. Men  
are coming to appreciate the fact that  
art does not cease to be art when the  
worker substitutes for the old mechan-  
ical processes nature's own alchemy,  
under his own direction and control.

Men and women of genius, through  
this marvelous medium of expression,  
are telling us not only what is written  
upon the faces of those we know, but  
revealing to us the soul that lies behind  
them. They are doing more in reveal-  
ing us to ourselves, through this little  
globule of glass and the sensitized plate  
whereon it writes its tale. The photog-  
rapher is illustrating our newspapers,  
giving us vivid and accurate pictures  
of passing events, thereby handing  
down to posterity such a record as his-  
tory has never before known. Repro-  
ductions of both realistic and ideal pho-  
tographs are illustrating all books and  
magazines, and illustrating them charm-  
ingly.

Perfected color photography is re-  
garded as a certainty of the near future.  
Photography is already the handmaiden  
of science, disclosing the structural se-  
crets of nature and probing the human  
body, by means of the X-ray, for man's  
benefit and healing. Through the  
camera we are becoming close neigh-  
bors to the stars. In human develop-  
ment photography stands unique and  
alone, science and art in one, appeal-  
ing to man's highest faculties, contrib-  
uting to his physical relief, serving the  
ends of justice, and handing its benefits  
down to posterity.

The recent warning given through the  
London Times—that the British rail-  
ways were rapidly drifting into insol-  
vency—has caused a slump in their se-  
curities in the English market. The  
charge is made that the wretched finan-  
cial condition of these properties at  
present is owing to overcapitalization.  
This overcapitalization is partly due to  
the improvidence with which these rail-  
roads were built and which was at the  
time the cause of much scandal in and  
out of Parliament. Compared with the  
cost of their reproduction at this date,  
these properties are undoubtedly tremen-  
dously overcapitalized, and the  
stockholders must now pay the penalty  
for the recklessness and extravagance  
which characterized their construction  
and equipment, from which there seems  
to be no avenue of escape.

### GENERAL TRADE REVIEW.

It needed some sort of a check to the  
long continued upward movement and  
activity of stocks, as there were many  
who felt a good deal of anxiety as to  
where the steady rise of the average  
was likely to end. It could not continue  
its rate of increase indefinitely, and it  
is better that there should come some  
natural check before the uneasiness  
should culminate in a more serious re-  
action. The tightness of money which  
caused the present decline is simply  
owing to demands greater than available  
funds could meet—the activity outran  
the supply. There was never a time  
when so much money was in circulation  
and of course there was never a time  
when there was so much demand for it.  
So when unusual payments are to be  
met, combined with the seasonable de-  
mand for crop moving, it is not long  
before rates go to abnormal heights and,  
of course, stock trading must suffer.  
While there is considerable liquidation  
the reaction is not greater than is con-  
sistent with a healthy outlook for the  
future, although a continuance of the  
money tightness may make recovery  
slow. There is this difference in the  
present reaction, the losses are scattered  
throughout the list instead of being led  
by a serious break in some leading stock  
which is characteristic of panicky de-  
clines.

There is no tendency anywhere to re-  
action in trading activity. There is  
some uneasiness as to the fuel situa-  
tion, but increased imports seem likely  
to help out the iron situation. Large  
orders are being placed abroad for pig  
iron to compensate for the interference  
of the fuel situation. There is a good  
movement of building materials and  
hardware with all heavy iron and steel  
products sold far ahead.

Prices of grains are feeling the effects  
of frosts in many localities, although  
the damage done is not likely to be a  
serious factor in the situation. There is  
no question but that the total aggregate  
of all crops will exceed the record even  
if frosts should materialize. However,  
the price situation is helped by the fact  
that visible supplies of the old crop are  
thoroughly exhausted.

Textile fabrics are in an unusually  
strong position, mills having large con-  
tracts on hand and much more business  
in sight. Buyers of cotton goods are  
anxious to place contracts covering dis-  
tant deliveries, but owing to the uncer-  
tainty as to material there is some re-  
luctance on the part of manufacturers  
and their agents. It would be a simple  
matter to secure heavy exports of coarse  
cottons if sellers would accept bids  
slightly below the market, but there is  
no disposition to force sales. Woollens  
and worsteds are also firmly held, the  
raw wool market holding firm without  
feature. Other wearing apparel is in  
demand, particularly boots and shoes,  
but excessive prices for leather and  
hides tend to make manufacturers cau-  
tious about accepting large contracts.

Courtesy is the least expensive yet  
most effective capital at a storekeeper's  
command.

## Two Important Elements of Financial Success.

Written for the Tradesman.

Myles Gahan came rushing into the store with his eyes ablaze and with every nerve in his lithe body trembling with excitement.

"What do you think," he said to Mildway, the proprietor, "they have been talking the county fair over and they have decided to hold it here in Kearney! What do you think of that!"

Mildway heard but was not visibly affected. He was never disturbed by coming events near or remote and while Gahan was ready to turn the whole establishment upside down, the "boss" continued to read the county paper that had been lately brought in. Finally after a careful perusal of the sheet he put it down. "What was it you said about the county fair?"

"They're going to have it here and we ought to begin to get ready for it."

"Going to have it here? Well, where under heaven would they have the county fair if not at the county seat, where they've been having it ever since there was a county? Now about the getting ready for it; what do you think we ought to do?"

The matter-of-fact deliberation of the storekeeper provoked the clerk and with disgust in his face and more in his voice he roared back: "Do! Thunder and guns! You don't mean to say that you're going to sit still and let one of the chances of your life go by without doubling up on your money! Do! You want to get an advertisement into all the papers within twenty-five miles of Kearney and have the bargains you can give them the leading reason for coming to the fair. Then you want to live up to the advertisement. That's what we ought to do. You've got more truck lying around this store that you can't give away than would sink a ship. Let's get it out, brush it up and sell it by the lump, if we can't do any better, and buy something that the customers want. It's a month before the fair opens and between now and then let's hustle around, make things attractive and prices reasonable and scoop things. What's the use of being dead above ground? Can't we do something, Mr. Mildway, to make things lively and bring us in a little extra money? I don't want to be a commercial hayseed. Can't we?"

There was pleading in the last two words and the storekeeper could not stand that. Myles Gahan was not the young fellow to indulge often in that sort of thing and when he did there was a bit of determination behind it that Mildway did not care to encounter. In that instance it meant that something was going to be done in his establishment or out of it and the tradesman concluded to keep it inside.

"Well," he said, after a while, "I guess you're about right. It'll be a good bit o' trouble, but if you're willing to take it, I can't complain. You don't want to work for nothing and I'll tell you what I'll do: I'll share the profits with you if there are any, if you'll promise to divide the losses if it turns out that way. What do you say?"

This page is not large enough to hold the tremendous "yes" that shook the store and the echoes were not through repeating it when the young fellow went to work.

The result of the following fortnight was a surprise to both head man and clerk. The zeal of the latter had forced its owner to pry into every nook and

corner of the store from front window to back and the available space on floor and counter was covered with the leavings of the ages. Things lost for twenty years and forgotten again saw the light and when they were collected and arranged in that part of the store assigned to them it looked more like an old curiosity shop than like the staid establishment known in Kearney and the county at large as the "Old Reliable." To every article was attached its price on the theory of that or nothing and when this task was ended the two store men looked it all over and nodded approval.

Satisfactory as it all was, it was evident from Gahan's face that there was something else. Mildway had not long to wait. "I—er—if—er you wouldn't mind, I'd like to make a little side show on my own account. All these folks are coming in from every quarter of the county and it may be farther and all of 'em, especially the young folks won't want to bring in a lunch and I'd rather like to try to supply 'em. There's a little risk about it and I don't want you to run that. So, if you say so, I'll put the back store in shape to receive 'em and I can turn the back yard into a kitchen where I can keep hot such things as ought to be kept hot. It'll call for tables and cloths and dishes, but I can hire them and pay for what are damaged and broken."

Mildway rubbed his under lip with his left forefinger for a minute before he made answer. That done to his satisfaction he said: "I guess, Myles, your eyes are better than mine for such things and you'd better go ahead. For the last forty years there has been a county fair here and nobody has thought of such a thing and if they have they didn't see enough in it to pay. Now if you do and are willing to undertake it I won't stand in your way. It's something new for Kearney; but the fair means the county and there are young folks enough to help you out if you don't go in too deep, so you'd better go in. It'll be a good deal of an advertisement for the store, I can see that, and I'll see that you don't get into a hole too deep to get out of. What are you going to sell?"

"Hot coffee, bread and butter, ham sandwiches and fresh doughnuts. It's all to be a good deal better than they get at home. The doughnuts are to be sweet and the coffee Java and I'm going to have lump sugar and rich cream. The ham is going to be the best in the market, the butter isn't to be discounted and my mother is going to make the bread and as a breadmaker there isn't anybody in this part of the country, in the county or out of it, that can beat her. She's coming over to help me and I'm going to make some money."

The fair grounds are two miles from the town and the cautious Mildway was afraid that the refreshment stands there would cut into the business in the back store; but Gahan had gone all over that ground and left it satisfied that the business he was after was the kind that was not to be contented with the customary refreshment stand of the fair grounds.

These matters settled, he followed his own advice to Mildway and advertised. Never before in the history of Kearney was there so much printed about a store within its limits. "One would think to read the rigmarole" said a rival tradesman, "that Mildway's is the only store in the whole universe, and that nobody could expect to get home safe without filling themselves at Myles Gahan's feed

counter." The man without meaning it spoke the truth. The fair continued for five days and for five days the "Old Reliable" was the headquarters for the "likeliest folks in the county." The curiosity shop attracted and retained and with a little deft management on the part of the enterprising clerk the fourth day of the fair saw every relic disposed of. The lunch room, however, was the capsheaf of the undertaking. It was the chief center of interest from the first day to the last. Only the "young bloods" with their best girls were the first patrons, but the aroma of that genuine coffee, made by somebody who knew how, was too much for the multitude and they came for it like swarming bees. "Then they went and told" and the result was—golden.

When it was over and the summing up completed Gahan handed the figures to the storekeeper, who stared at them with bulging eyes. "Three hundred and seventy-five dollars! Great Scott! Is that right?"

"That's right."

"Well, Myles, it beats me; and it shows pretty plainly that there are two things a man must have if he's going to win out in trade: He's got to have his eyes wide open to see what other folks can't and wit enough to take advantage of it."

Richard Malcolm Strong.

## Why Women Are Single.

What are the best reasons that keep a woman from marrying?

A newspaper offered a prize for the best answer to the above question, and as might be expected a cynical bachelor won the prize, although it seems a bit strange that a cynical bachelor should be able to win anything.

These are the reasons submitted: Her inability to make up her mind. The horror of being "given away." The unhappy results of most marriages.

The fascination of continuous flirtation.

The uncertain quality of a husband's temper.

The glory of having never accepted a proposal.

The scarcity of desirable, or even tolerable, men.

Her satisfaction in saying "no" when she means "yes."

The saving in human life through the absence of bad cookery.

The objectionable clause in the marriage service relating to obedience.

Her natural selfishness places the happiness of the man she loves before her own and she remains single.

## Largest Oven in the World.

The world's largest oven is in a temple in Rajputana in India. At the annual fair or pilgrimage to the shrine of Kwajah Chisti, in the temple, this oven is filled with rice, butter, almonds and spices, and a gigantic rice pudding is cooked by means of a furnace underneath. Eight pots filled to the brim are set aside for the entertainment of foreign pilgrims, and then certain privileged persons are allowed to empty the oven. To prevent them from being burned by the scalding pudding they are wrapped from head to foot in thick cloths. When the oven is nearly empty another set of privileged people are allowed to enter, and these all tumble pell-mell together and scrape the cauldron clean of its contents. The origin of this quaint custom can not now be traced, and although severe burns are the result of the struggle for the pudding no lives are ever lost, which is certainly a miracle, and is regarded as such by the pious Hindus.

## The Teutonic Way.

Small German Boy—Please, mister, give me an empty barrel of flour?

Grocer—What do you want it for?

S. G. B.—I want it to make a chicken-coop for my dog already.

## Pretty Girls Not Wanted For Clerks.

Although all girls desire to be handsome, and those not favored with the gift are constantly bemoaning their fate the plain girl has her compensations. One of them is the ability to procure employment if she needs it, while her friend, more captivating in person and manner, is turned away.

One very attractive girl applied at a large establishment recently, where she had understood help was needed.

"I fear it will be impossible to make a place for you behind our counters," said the appointment clerk, with evident regret in his tone.

"And yet I understood that you needed additional saleswomen to meet the rush of the early summer shopping," she murmured. "I can furnish the best of references as to my ability and character. Oh, dear! This is the fifth place in which I have sought employment to-day, but there seems to be nothing for me anywhere."

"You're a cold blooded proposition," indignantly exclaimed a friend of the appointment clerk as the pretty girl left the store with eyes swimming and mouth a-tremble. "You told me yesterday you were 'shy' at least a dozen good saleswomen."

"So I did," returned the other calmly.

"Well, then, why didn't you give that poor girl a show? Certainly her beauty ought to be a recommendation in itself."

"Her beauty!" repeated the appointment clerk with a smile. "Well, it was wholly on that account that I refused to give her a place. It is also the only reason, no doubt, that she did not succeed in obtaining employment elsewhere."

"This is the golden era of the plain girl in big establishments of this kind and her pretty sisters have to step aside and find employment as typewriters, stenographers or places in offices where men mostly obtain. Not that just a trace—mind you, only a trace—of loveliness in a saleswoman renders her totally impracticable, rather that is to be desired at times, but uncompromising beauty is absolutely too attractive, both to its possessor and beholder, to further the interests of department stores."

## Has a Hen Which Laid a Petrified Egg.

From the Louisville Courier-Journal.

William McKee Duncan, of Kenwood, has a hen that has reached the stone age. She lays petrified eggs.

It would seem that the stone age, like the second childhood comes on unexpectedly. In fact, the alarming eccentricity in this particular producer of eggs developed only three days ago. Up to that time her schedule had been one a day and they set the clocks by her. Then, five days ago, for the first time, she was late. The lawyer missed his car and the whole house went wrong.

About noon the 8 o'clock egg arrived. The hen cackled as though she had really done something to be proud of—something that no other hen had ever done before. So she had, but they did not discover it until later.

The egg was intended for use for supper. Then the egg was broken, at least the outer shell was knocked off. The inner part did not break. They worked on it with a spoon, a knife, a chisel; some suggested a hatchet and an axe; but still the oval lump held solid. It was petrified.

Mr. Duncan is watching his choice bird solicitously. He expects in the course of the next few days to have the feathered wonder carefully examined, for he is sure that he can prove by any number of scientists that this is the only and original descendant and miniature reproduction of the ancient rock. His Kentucky friends are advising the lawyer to start a quarry.

## No Longer Necessary.

"Do you still rely on your burglar alarm?"

"Oh, no. We have a baby now, you know, and if any burglar can find a time during the night when some one isn't up with the baby he's welcome to all he can get."

The following from the advertisement of a prominent wholesale grocer should be read and pondered by every dealer:

“Some grocers succeed where others seem to work just as hard and yet fail to achieve much—it is just as important to know what to push as it is how to push—pushing pure and pleasing products produces prosperity, but pushing poor stuff drives trade away.”

It pays infinitely better to push a baking powder like “Royal,” an article of known merit, whose good qualities are recognized and appreciated by all consumers.

Royal Baking Powder is easy to sell, and when sold there is always a pleased purchaser.

Royal Baking Powder is largely advertised and that helps the dealer; but a pleased purchaser is the best advertiser for your store, because she will recommend to others that dealer who has pleased her.

Royal Baking Powder is the highest class baking powder, made from pure cream of tartar, and absolutely free from alum or other harmful ingredient.

## Around the State

### Movements of Merchants.

Elkton—Geo. E. Kerr, meat dealer, has sold out to Geo. R. Wright.

Morenci—C. C. Beatty, grocer, has sold his stock to D. W. Dunbar.

Hillsdale—L. F. Cole has sold his grocery stock to Forbes & Smith.

Winn—A. E. Stickley has purchased the drug stock of Wilson C. Perkins.

Detroit—Field & Bell have purchased the grocery stock of Theodore Young.

Kalkaska—Albert Pettit, grocer, has removed from Frankfort to this place.

Port Huron—W. D. Smith has sold his grocery stock to Mr. Price, of Detroit.

Detroit—James Lamb, dealer in groceries and meat, has sold out to Cusick Bros.

Saginaw—Floyd J. Tallmadge, confectioner, has sold out to S. M. McPeak.

Ann Arbor—Robert Zachman has opened a meat market on William street.

Charlevoix—Oldham & Oldham have purchased the harness stock of Benjamin Brown.

Detroit—Robert Knapton & Son succeed Addison Bros. in the grocery and meat business.

New Lothrop—John H. Conly & Co. succeed Walton L. Colby in the hardware business.

Saranac—Wm. S. Benedict has purchased the meat market formerly conducted by Jones & Son.

Hersey—George and Nelson French have purchased the dry goods and grocery stock of H. A. Milard.

Traverse City—H. W. Smith has purchased the grocery stock of Gobble Bros., on South Union street.

Empire—Nurks & Frazer have removed their stock of dry goods, clothing and boots and shoes to Cheboygan.

Decatur—Chas. Wagner has begun the erection of a new building which he will occupy with his implement stock.

Otsego—Fred Jewell has sold his meat market to Willard S. Martindale. Frank Fairfield will remain as meat cutter.

Charlotte—The Ainger elevator has been leased by Ferrin Bros. & Co. and Daniel Willis has been placed in charge.

Mulliken—A. C. Davis and Frank Brown, of Grand Ledge, have purchased the drug and grocery stock of A. McCarger.

Sturgis—Cressler & McKerlie, dealers in flour and feed, have dissolved partnership. The business is continued by Casper Cressler.

Cadillac—Wm. C. Baker has retired from the grocery firm of Cowin & Baker and engaged in the grocery business at Benton Harbor.

Whitehall—Wm. Young has retired from the shoe business of Young & Edlund. The business will be continued by the surviving partner.

Allegan—The grocery stock belonging to the estate of B. F. Moon has been purchased by Frank Nichols, formerly with Oliver & Co.

Marshall—Miss M. Gidley, who recently purchased the millinery stock of Watson & Watson, has opened the store with a new line of ladies' headwear.

Flint—S. P. Kyes, proprietor of the Toggery, has sold out to Allen W. Davis, of Lexington, Ky., who will continue the business at the same location.

Lake Linden—Z. A. Clough, who has

conducted a general grocery and confectionery store here for the past fourteen years, has sold out to Medard Leplante.

Elk Rapids—Thomas J. Hogan has purchased the interest of John Wealch in the grocery firm of Wealch & Hogan and will continue the business in his own name.

Jackson—John Prentice, baker, has purchased the grocery stock of O. E. Robbins, at 808 Cooper street, and is conducting the bakery and grocery business jointly.

Lake Linden—Miss M. A. Larkin has sold her business block to Richard Repath and is closing out her stock of ladies' furnishing goods preparatory to discontinuing business.

Battle Creek—E. W. Wilson, grocer and meat dealer at 259 Lake avenue, has sold his grocery stock to Clayton Spaulding, formerly salesman in the shoe store of L. A. Dudley.

Owosso—The Hall Bros., Nichols & Dutcher Co., wholesale grocers and elevator operators, have purchased the Kirby elevator, formerly controlled by Green & Pettibone, of Corunna.

Saginaw—Morris Seitner, of Seitner Bros., who conduct a branch dry goods, cloak and carpet house at St. Louis, will hereafter continue the business at the latter place in his own name.

Belding—Geo. H. Ritenberg has sold his interest in the dry goods and grocery stock of Lawrence & Ritenberg to John Emmons. The business will be continued under the style of Lawrence & Emmons.

Holland—John Balgooyen and Isaac Van den Belt have formed a copartnership under the style of Balgooyen & Van den Belt and purchased the grocery business of Van Anrooy & Sons, at 383 Central avenue.

Blanchard—James Lynch, who conducts a general merchandise, elevator, furniture and undertaking business at this place, has merged his merchandise stock with that of the S. Smith Co. under the style of the Smith, Lynch Co.

Jonesville—A. W. Lewis has sold the interest of F. B. Gage in the dry goods firm of F. B. Gage & Co., which he purchased last week, to E. W. Smith, of Blissfield. The business will be continued under the style of Smith & Co.

Marshall—Geo. R. Fletcher, who has been engaged in the clothing business at Battle Creek for several years, has removed his stock to this place and opened a store in the Wagner block, formerly occupied by George R. Fletcher.

Sturgis—F. C. Baluss & Co., dealers in grain at this place and also at Blissfield, and J. E. Dawson & Co., grain dealers at Ottawa Lake, have formed a stock company with a capital stock of \$12,000 under the style of the Baluss-Dawson Co.

Sault Ste. Marie—Charles Follis, head clerk with Roach & Besner, and J. P. Moran, one of the owners of the Soo Electric Co., have formed a copartnership under the style of Follis & Moran and opened a haberdashery store in the Case & Ellis block.

Hillsdale—L. F. Cole has sold his grocery stock to Benjamin Forbes and Frank Smith. Mr. Forbes has had the management of the business for some time, on account of the ill health of Mr. Cole, and Mr. Smith comes from Hammond, Ind. The new style is Forbes & Smith.

Charlotte—W. N. McPherson, with the lace importing house of P. K. Wil-

son & Son, of New York, has opened a bargain store at this place. He will retain his position with the New York house and will devote a portion of his time to the business here. J. A. Hageman will assist in the management of the business.

Allegan—H. Stern & Co., who have conducted the clothing business here and at Kalamazoo since 1884, have dissolved partnership by mutual consent, Herman and Leopold continuing the business at Kalamazoo under the style of H. Stern & Co. and Gustav Stern remaining at this place under the style of G. Stern & Co.

Jackson—The Jackson Cold Storage Co., capital \$25,000, all paid in, has filed articles of association. The company will build a cold storage plant capable of preserving meats and produce for a year or more, and will buy when the local market is low and hold for high prices. Edward Crafts, of Grass Lake, will be the manager of the new enterprise.

Whitefish Point—John Clark, the cranberry grower at this place, is in hard luck. A week ago a building on his place which contained over 1,200 boxes for drying and shipping berries burned, just after he had put in saws and tables for making his own boxes. Now his engine house has been destroyed by fire. The loss is severe, as the berries will be ready in a couple of weeks and he depended on the pumps operated from the engine house to flood the berries so that he could gather them with a rake.

### Manufacturing Matters.

Holton—The Holton Canning Co. has been organized with a capital stock of \$18,000.

Detroit—The Hart Co. and the Crescent Brass & Iron Co. have filed notices of dissolution.

Saginaw—Jennings, Buetow & Hodges succeed Fred M. Wylie & Co. in the manufacture of shirt waists.

Grand Blanc—Thos. T. Goodfellow, for the past four years owner of the cheese factory here, has sold the plant to George Jones.

Stephenson—A new creamery enterprise has been established here with a capital stock of \$5,200, under the style of the Stephenson Creamery Co.

Mosherville—The Omega Cement Co. has declared a 4 per cent. dividend—claimed to be the first dividend ever paid by a Michigan cement company.

Allegan—The owners of the Allegan-Dayton Paper Co. have asked the citizens of Allegan to contribute \$10,000 to bring the plant now at Dayton to Allegan, the money thus contributed to be used to erect the new building necessary for the plant.

Saginaw—Thos. L. Kerr, general manager, director and heavy stockholder in the Saginaw Plate Glass Co., has resigned his position and disposed of some or all of his stock. He has accepted a position in the East. F. W. Carlisle, the President of the company, becomes General Manager.

Elk Rapids—J. E. Mahan, of the East Bay Lumber Co., is erecting a two-story shingle mill here, 36x40 feet in dimensions, which will have a capacity of 60,000 shingles per day. He has purchased a large amount of timber for use at the factory and hopes to soon double the capacity of the mill.

Detroit—The Wayne Iron Co., Ltd., has been organized with a capital stock of \$300,000. Joseph H. Berry contributes \$111,000; William G. Sharp, \$60,-

000; Solon Burt, \$8,000; Wm. G. Smith, \$15,000; Lee Burt, \$5,000; John Christian, \$1,000. The concern is to manufacture and sell iron, charcoal, wood alcohol, acetate of lime, etc.

Detroit—The Buckley-Hart Manufacturing Co., for the manufacture and sale of brass, iron and other metal specialties, has filed articles of association. The capital stock is \$40,000, all paid in. Stockholders are: Jas. P. Buckley, 2,480; Jas. P. Buckley, trustee, 20; Richard P. Joy, 989; Robt. W. Hart, 10; Henry P. Hart, 10; S. A. King, 500.

Newaygo—A stock company has been organized to engage in the manufacture of suspenders at this place. The plant and patents of D. L. Duliner & Co., of Chicago, have been purchased and the business will be conducted for the present in the store building recently occupied by W. W. Pearson. The new enterprise has a capital stock of \$10,000 and is officered as follows: President, W. J. Bell; Vice-President, D. L. Duliner, Chicago; Secretary, Wm. A. Anson; Treasurer, M. F. Hatch; Directors, W. J. Urquhart, Chicago, and B. T. Becker, W. W. Pearson and E. O. Shaw.

Detroit—The securing of a judgment by default against the National Salt Co. by M. M. Belding, of Belding, who held the notes of the company to the amount of \$228,000, has probably marked one of the last steps against the combine that in the estimation of local salt men will come very near breaking its back. The National company was absorbed by the Retsof Salt Co. and taken into the International, but it appears was allowed to go by the board. The effect of the collapse will probably be the reopening of the Tecumseh plant at Ecorse and the Joy-Morton plant at Wyandotte.

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

## Want Peaches, Grapes, Potatoes

Your shipments solicited.

**M. O. BAKER & CO.**

Commission Merchants

119-121 Superior St., Toledo, Ohio

Bell and Home Phone 1870.

References: First National Bank, Toledo, Ohio  
This paper.

## It is a winner

Our first catalogue, just issued, contains 200 pages of instant satisfaction for those who appreciate high quality goods of reliable make and the honest purchasing power of the American dollar.

Principle underlies our every deal. We do by others as though it were ourselves. Your patronage is appreciated to such an extent that we will do everything consistent with practical business to secure and hold it.

## This week as a reminder

We mention wrought iron, galvanized, plugged and reamed pipe, with common or long sleeve sockets. We carry a full line of Well Supplies—pumps in all styles. Write for catalogue. It is free!

**Grand Rapids Supply Co.**

20 Pearl St., Grand Rapids, Mich.

# Grand Rapids Gossip

A. Brink succeeds A. Brink & Son in the grocery business at 34 Grandville avenue.

Lewis Wenzell has opened a grocery store at Edgett, purchasing his stock of the Ball-Barnhart-Putman Co.

Noah K. Jepson & Co. have purchased the grocery stock of Wilbert Boosenbark, 730 South Lafayette street.

Lillie Blair has opened a grocery store at 682 Cherry street. The stock was furnished by the Worden Grocer Co.

Alje Groendyk has opened a grocery store at the corner of Godfrey and Burton avenues. The Ball-Barnhart-Putman Co. furnished the stock.

Kendall & Slade, general dealers at Sylvester, have opened a grocery store at Millbrook. The Lemon & Wheeler Company furnished the stock.

Miss Bessie Kiestra has engaged in the grocery business at 803 Wealthy avenue. The stock was furnished by the Ball-Barnhart-Putman Co.

L. F. Strong, formerly engaged in the drug business at Vicksburg, will shortly open a drug store at Bridgman under the management of J. R. Ghent. The Hazeltine & Perkins Drug Co. has the order for the stock.

## The Produce Market.

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

Butter—Creamery is stronger at 22c for fancy and 21c for choice. Dairy grades are also firm, commanding 16@18c for fancy, 14@15c for choice and 12@13c for packing stock.

Cabbage—Home grown command 40@50c per doz.

Carrots—60c per bu.

Cauliflower—\$1.50 per doz.

Crabapples—Late Transparents are in ample supply and active at \$1 per bu.—the highest price ever realized in this market.

Cranberries—Reports from Cape Cod are to the effect that the crop this season will be from 50 to 60 per cent. of an average crop.

Celery—Home grown is in ample supply at 16c per doz.

Cucumbers—75c per bu. for garden grown and 25c per 100 for pickling stock.

Eggs—Receipts are meager and quotations are slightly higher. Local dealers pay 16@17c for case count and 17c for candled.

Egg Plant—\$1.25 per doz.

Grapes—Blue, 15c per 8 lb. basket; Niagaras, 20c per 8 lb. basket; Delawares, 15c per 4 lb. basket.

Green Onions—10c for Silver Skins.

Green Corn—10c per doz.

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, \$3.50; Mes-sinas, \$4@4.25; Maorias and Verdellis, \$4.50.

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

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy.

Musk Melons—Gems, 50c per basket; osage, 90c per crate.

Onions—Home grown stock is in ample supply at 60@65c. Pickling stock, \$2@3 per bu.

Oranges—California Valencias fetch \$5.50.

Parsley—20c per doz

Peaches—Late Crawfords, \$1.25@1.50;

Elbertas, \$1.25@1.50; Barnards, 75@85c; yellows, 50c for choice and 75c for fancy; white varieties, 50c for choice and 75c for fancy. The attempt of the outside buyers to hold down the price to the growers has proved a failure, owing to the local buyers refusing to be a party to such a deal.

Pears—Sugar, \$1 per bu.; Flemish Beauties, \$1.25 per bu.; Bartletts, \$1.50 per bu.

Peppers—75c per bu. for green.

Pieplant—2c per lb.

Plums—Blue Damsons, \$2.50 per bu.

Potatoes—In ample supply at 45@50c per bu.

Poultry—Prices are firm, owing to small receipts. Live pigeons are in moderate demand at 60@75c and squabs at \$1.50@1.75. Spring broilers, 10@11c; small hens, 9@10c; large hens, 8@9c; turkey hens, 10½@11½c; gobblers, 9@10c; white spring ducks, 8@9c. Dressed stock commands the following: Spring chickens, 12@13c; small hens, 10@11c; spring ducks, 12@13c; spring turkeys, 13@14c.

Radishes—10c per doz.

Squash—Hubbard, 2c per lb.

Tomatoes—75c per bu.

Turnips—60c per bu.

Watermelons—Receipts of Indiana Sweethearts are large and quality is fine. Price ranges from 16@18c.

Wax Beans—65c per bu.

## The Grain Market.

The Government crop report, issued on the 10th, had a bearish effect on the price of wheat. Foreigners still think the United States has a larger crop than reported and are awaiting further developments. When the visible increase only showed 635,000 bushels, against 2,400,000 bushels a year ago, it had a tendency to advance the price 1c. Continental reports are not indicative of a large crop, especially in the United Kingdom, where rainy weather is reported, which is not conducive to a full crop. It has been raining quite hard there for six days, which has damaged wheat to such an extent that it looks as if this would be the poorest harvest in years. If that proves true, our wheat certainly is low enough.

Corn, owing to frost, will also be curtailed, but, as the acreage is very large, we can stand considerable reduction, for had the weather remained good, we certainly would have had a record-breaking crop, as we would have raised 2,600,000,000 bushels. Owing to the unfavorable weather conditions, the estimate will be reduced to about 2,200,000,000 bushels—enough to go around. Cash corn is very steady, but futures we think are too high.

Oats are rather weak, owing to the large receipts. The increase in the visible was again 1,122,000 bushels—rather large.

Rye is also weak and some concessions have to be made to move large quantities.

Beans remain stationary—\$1.70 for hand-picked in carloads, and about \$1.30 to \$1.40 from farmers' wagons.

Flour remains steady. The demand is good and prices are well maintained. Mill feed is \$1 a ton lower; bran, \$17; middlings, \$19.

Receipts during the week have been moderate indeed, being as follows: wheat, 48 cars; corn, 2 cars; oats, 15 cars; flour, 1 car; bay, 1 car.

Millers are paying 67c for No. 2 red wheat.

C. G. A. Voigt.

## Already Attended To.

"I've sent for you," said the old merchant, "to paint a new sign for us. I've taken my son into partnership."

"Yes, sir," said the sign painter, "but your son gave me the order for the sign several days ago."

"He did?" "Yes, sir. He told me to make it read, 'Job Lotz, Jr., & Father.'"

## The Grocery Market.

Sugars—The raw sugar market is practically unchanged. The demand is good and, in view of the fact that there are no large stocks pressing on the market, holders are indifferent sellers and will make no concessions in price. At the end of the week the market was very strong, with supplies in first hands practically exhausted. There is no change in the price of fine granulated, but some grades of softs have advanced 10@15 points, with the market for granulated very strong. The demand for almost all grades is simply enormous, the consumptive demand at this time of the year always being very heavy. On account of the very heavy demand and the greatly oversold condition of the refineries, it is expected a general advance will take place almost any day.

Canned Goods—The outlook for the canned goods market is for a good fall trade, with prices firmly maintained on most lines. The situation on tomatoes is exceedingly firm. The weather has been too cool to ripen them sufficiently for canning and the frosts have done some damage. Some packers report a few packed, but not nearly enough to fill their contracts and some have not packed a case yet. If the cool weather and the frosts continue, there certainly will be a great failure of the tomato crop in Michigan. Owing to the poor prospects of the Michigan crop and the fact that some packers claim they will not be able to fill all of their contracts, there has been quite a heavy demand for Baltimore tomatoes at prices about 10c per dozen higher than last week.

Corn is very quiet, with but little business doing. The outlook for the crop is fair. Peas are very quiet, with but little demand. There is considerable demand for peaches of all grades, both gallons and three pounds. Prices are firmly held, but show no change. Gallon apples are in some demand at unchanged prices. There is also a little demand for pineapples. The demand for salmon continues good, with prices unchanged. Sardines, also, meet with a good sale, especially ¼ oils, which are very firmly held.

Dried Fruits—The dried fruit market is rather quiet and it is expected that there will be very little active interest until the arrival of new crop stocks. Prunes on the spot are firmly held, but the demand is light, as dealers have pretty good stocks and want to work them off before taking on any more. In raisins the light stocks on hand are very firmly held and some activity is shown in both loose muscatels and seeded.

The new crop is reported as practically controlled by the Association and prices are expected very soon. Peaches are in moderate demand, as are also apricots, but orders are mostly for small lots for immediate needs. Currants show some weakness and prices have declined ¼c per pound. The period of active consumption is drawing near and a better trade is looked for, although spot stocks are liberal and more than enough to supply the trade until the arrival of new crop. Figs and dates are both firmly held, with stocks well cleaned up. Interest is centered in the arrival of the new crops, which are looked for very shortly. The demand for evaporated apples is good, but, owing to the increased offerings of stock, the market has declined ¼c. With the advent of winter stock, however, it is expected that the market will settle to a steady basis and a good business will be done.

Rice—The rice market is rather dull, with trade very light. Prices are steady, but the demand is for only small lots, with the speculative demand entirely absent. Indications point to only a small business for the remainder of this month.

Molasses—The molasses market is quiet, with no change in prices. Holders were not anxious sellers and, as stocks are moderate, the same were firmly held. It was intimated that in the event of a renewal in the demand, the local market would be cleaned up of supplies in a short time. Reports on the growing sugar cane crop were favorable and indications point to a yield equal to last year.

Fish—The market on fish is very strong, nearly all grades showing some advance, with the probability of a further advance shortly.

Nuts—There has been a fair demand, but no change in prices. Brazil nuts are meeting with good demand and the tendency is upward. Filberts, almonds and walnuts are all firmly held, with fair demand. Pecans were held firm and spot stocks are believed to be very small. There were no changes in peanuts.

Rolled Oats—The rolled oats market continues very strong and prices show an advance of 20c per barrel.

## Another New Battle Creek Food.

Elbert Hubbard credits Battle Creek with offering a new "belly timber" to an unsuspecting public called Beesum and, in extolling its merit says:

Beesum is sold only in ten pound bales. One bale is warranted enough for a meal. Only one meal a week is required, thus doing away, at one fell swoop, with cooks, scullions, stewards, butlers, waiters and other tip-extractors.

We warrant Beesum to be free from break, polyp, periwinkles, excelsior, heinzbeans, cabbage, colewort and all such jejune and windy arguments.

Caution—As Beesum tends at once to strenuousness and anfractuosity, all parties are cautioned not to eat more than two bales at a sitting. One man who so indulged himself soon after eloped with a ballet troupe, and another successfully tapped a National bank.

Ask your grocer; or for free sample address The Alwinkle Company.

## Hides, Pelts, Tallow and Wool.

The hide market is weaker. Tanners decline to pay the price and are tired working without profit. Stocks are light, with few from country points. The outlook is for lower prices.

Pelts are fairly plenty, with fair demand at lower value. Pullers will not pay old prices.

Tallow is weak, with fair sales, while stocks accumulate for off grades. Prime and edible go into compounds, with none offering on the market.

Wools remain quiet with a falling off in sales. The demand is stagnant, although prices are not quotably lower. The holdings at country points can not be realized on at former figures.

Wm. T. Hess.

Allegan Press: The Michigan Tradesman, of Grand Rapids, completed its nineteenth year last week, and began its twentieth under favorable conditions. It is a welcome weekly visitor in many places and its excellent editorials and special articles, current trade news and prices and general and free discussion of timely and important topics are sources of pleasure and profit to its thousands of readers. The management, editorship and general policy have not been changed from the first issue. Here's to continued success!

## Getting the People

### Is Modesty Desirable in Advertising?

The ideal to which many advertising workers aspire is the saying or doing that which shall attract attention by its audacity. Thus we may see a beautiful landscape or some other notable object in nature disfigured by the most glaring and obtrusive combinations of color occupying all the space possible. Such fondly think they are going to fix the article firmly in the minds of those who may be attracted by the scenery or object of note. Instead there is usually a feeling of impertinent intrusion which is apt to gain enmity and so defeat the real purpose.

Disagreeable obtrusion is never advantageous. This is a defect in advertising which is possible in many ways. It may be heresy but it is a question in my mind whether the gaining of the reluctant consent of a publisher to the giving up of unusual spaces as preferred positions is always an unmixed blessing. For instance, a reader takes up his favorite paper and starts perhaps at the first page expecting to find the accustomed news. Instead he finds the page devoted to the department store of some aggressive applicant for attention. Now it was not an advertisement he was looking for and he feels as though he has been subjected to an impertinent intrusion. It may be that his thought hardly takes definite form, but there is the association of the disagreeable in connection with that store which exerts the opposite influence intended.

Advertising which encroaches on the suitable make-up of a newspaper is not good advertising. For instance a line above the title of the paper is an incongruity which defects its object. I have already spoken of substituting pages in place of expected reading. There is also the intrusion of advertising spaces into the body of the reading. Most papers of dignified standing will not allow the intrusion of such spaces into news or editorial columns, but such often have to use firmness in withstanding the plea for a "preferred" space. As a matter of fact the exercise of such firmness is as much a benefit to the advertiser as to the publisher.

There is no question but that there is a difference in desirability of space. A position next to reading matter is better than a position crowded off in some out of the way corner under a mass of heavier display. Next to reading matter keeps the advertising in its proper department and it does not strike the eye as intrusive or out of place.

Modesty, a consideration for suitability, is as desirable a virtue in publicity as elsewhere. The successful advertiser is the one who most carefully considers this quality. He may endeavor to make himself conspicuous, to sound a loud trumpet, but he is also careful that its notes shall be harmonious and agreeable.

\* \* \*

A well-planned and executed shoe advertisement is that of Frank McDerby, of Nashville. The statement of qualities with the address is right to the point and the generous space occupied gives the printer a chance to bring the display out strong. This he has done, although I think a Gothic letter for the word "shoes" would have been more in keeping and would have been stronger. As it is, the idea is well conceived and well carried out.

# SHOES

The Stylish kind

The Durable kind

The Well Fitting kind

The Money's Worth kind

The Guaranteed kind

The Well Made kind--

ALL COMBINED IN ONE.

You know where to find them.

## McDerby

## Wall Paper.



Rodenbaugh Bros.

What is your idea of wall papering? Is it decorating for comfort and beauty or is it for the obliteration of dirt as a necessity? Would you take any old thing to save a few cents, or would you like the chance to choose from a large, well-selected stock. We have it at from 4 cents to 18 cents a roll. Tasty Border to match at from 1 1/4 cents to 8 cents per yard.

## PIANOS

Our pianos include such makes as the Baldwin, which received the highest honors ever conferred upon an American piano.

Our organs include the "United States," "Miller," "Hamilton," and "Estey."

C. C. WARNER,

Phone 137 St. Johns, Mich.

## ORGANS

Only the Best Wheat Goes Into

## TUBE ROSE FLOUR

We wish to assure our patrons that we are using only the very best western wheat in the manufacture of our flour. You cannot make a mistake on it.

It is Always Good.

## Ovid Roller Mills,

Ovid, - Mich.

## Roast the Turkey

The Way He Was Built

Here is an idea for you. In roasting your turkey, if you wish the bird juicy and sweet all through, roast him on his breast, not on his back. Try it. One more point. You need the BEST RANGE in your kitchen, or all cooking is a failure. THE BORN STEEL RANGE always gives satisfaction. More used in Marshall than any other. That's a guarantee of their good quality and success. Twenty-two inch ovens, heavy lids and linings. Most durable Steel Range made.

SOLD ONLY AT

## Leedle Bros.

Tin Shop in Connection.

Hardware.

The  
Old Reliable  
Market

When in need of a good, tender steak, or anything in the meat line, call at

The  
Old Reliable  
Market.

Eagle  
White  
Lead

E. L. ROBERTSON & SON  
NORTH LANSING.  
—BOTH PHONES—

All Paints and Oils  
Delivered Promptly.

Rodenbaugh Bros. present an attractive advertisement of their wall paper stock. I do not quite like the reference to dirt as a necessity, as the suggestion is not attractive. The display is good, although the ornament is a little heavy. More care should be taken with the proof reading.

For a heavy display the Ovid Roller Mills show an exceptionally good notice of their Tube Rose Flour. The reading paragraph is right to the point—short and convincing. The display is consistent and good.

There is no question but that the reference to the manner of roasting the turkey will catch the eyes of housewives and cooks. The turn as to the proper range in which to perform the operation is neatly made. The display is good and strong and the harmony in type gives a pleasing unity to the whole.

C. C. Warner falls into the hands of a printer who understands how to give equal strength of display and preserve the idea of distinction by separating the main lines as far as possible. The statement is brief and no words are wasted.

The repetition of the rather odd-looking name of the Old Reliable Market in old style is a good idea. The lines referring to the meats are as brief as they can well be made, but they are enough.

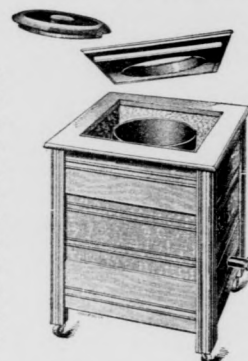
E. L. Robertson & Son write in good proportion to their space and the printer has shown excellent judgment in the treatment. I would omit the dashes before and after "both phones," changing the spacing accordingly, which I think would increase the clearness.

Political parties have one thing in common: they are all anxious to save the country—from some other party.

## Oyster Cabinets

20

Different styles and sizes always carried in stock. Send for our illustrated catalogue and price list. It will interest you and be a profitable investment.



CHOCOLATE COOLER COMPANY  
Grand Rapids, Michigan

## Sensible Ads

Have your clothing, shoe and grocery ads. written by an expert ad. writer. The merchant's harvest is from now until Dec. 31. Secure your share and more by filling your space with ads. that will be read.

Mr. Merchant, you need all your time buying stock and managing the store. Leave the writing of your advertisements to me.

12 Ads \$3.00

Written and displayed in a manner that will make them stand out from all others.

I am the advertising manager for a large retail store and will cheerfully send samples of work. Send data and size of ads. desired.

"Adwriter"

Care Michigan Tradesman  
Grand Rapids, Mich.

**Reasons For the Existence of the Jobber.**

The very fact that wholesale grocers have existed as far back as commercial history reaches and have increased in importance as the commerce of the country has grown and as modes of distribution have been improved is proof sufficient that the wholesale grocer is filling a place in commercial life which can not well be taken by any other agency. From time to time some manufacturers have tried to market their product direct through the retail grocer, but in almost every instance they have found that the cost of selling their goods direct was so much greater than the cost to other competing manufacturers, who did their business through the jobber, that they found it unprofitable to continue in business. On account of the number of different lines the jobber handles, the cost of selling goods is reduced to a minimum. The cost of selling a case of soap, for instance, to a retail grocer is but a trifle when that case of soap is part of an order of probably ten or twenty other articles. The cost of handling, and all the different stages of book-keeping, from billing to finally receipting the bill are but a fraction of what they would be to the manufacturer who had only soap to sell.

In this age of strong competition it is but natural that manufacturers of all staple products should market their goods through the wholesale grocer, as this enables them to put their goods into the hands of the retail grocers at a lower price than would be possible were they to solicit and take care of their trade direct. You have no doubt noticed that all the goods which are produced or controlled by trusts are handled through the wholesale grocers. All staple proprietary goods are also handled. But, while the wholesale grocer is of great value to the manufacturer on account of his ability to distribute goods economically, he is of even greater benefit to the retail grocer.

To begin with, self-interest compels the wholesale grocer to offer only such goods to the trade as have intrinsic value and are readily salable to the consumer. Years of experience have taught the buyer for the wholesale grocery house to select only goods of merit, and as a rule anything offered by a wholesale grocer may be bought by the class of trade to which he offers it with full confidence that it will not become dead stock. Every retail grocer knows that the dead stock on his shelves is not the goods he purchased from his jobber, but the stuff which he bought direct from some manufacturer. This usually is the very stuff which the manufacturer offered to the jobber in the first place and which he sold direct to the retailers only because the jobber refused to handle it. In other words, the jobber is really the purchasing agent for the retail grocer, knowing from experience what the different classes of trade require and where it can best be procured.

Another great advantage which the retailer has in purchasing all his supplies from his jobber is the saving of time. You know better than I can explain how many hours a day it would require were you to purchase each article from the manufacturer who makes it, sending so many separate orders, receiving so many separate shipments and making so many separate payments. We all appreciate that it would be next to impossible for you to keep a stock such as you are carrying now were you compelled to buy your goods in all the different places where they are manufactured, as, for instance,

sardines in France and Maine; canned peas in France, in Baltimore and in California; canned corn in New York, Maine and Iowa; rice in Louisiana and Japan, and all other goods in places scattered as widely. Still, by looking over your stock you will find that your goods come from the very places mentioned and from any number of other places.

The wholesale grocer is also of the greatest assistance to the dealer whose abilities enable him to run a larger business than his cash permits. By extending credit to the dealer who requires it the wholesale grocer is practically acting as the dealer's banker. He can afford to extend credit to the small merchant who could not get the capital he requires from any bank.

The wholesale grocer has also been of great assistance to the retail grocers in their efforts to better trade conditions through their local and state associations. The wholesale grocers of this city, as you all know, have stood by your association whenever you have required their assistance.

One of the great advantages the retail grocers derive from the existence of the jobber is the fact that they can get goods in any quantity at a moment's notice near at home. For, no matter how far away from home and in how many different places goods may be manufactured or produced, they are all assembled together in the warehouses of the wholesale grocers in the different sections of the country, wherever there exists a center of population. The retail grocer's stock, no matter how small in fact, is for all practical purposes of business as great as that of the largest wholesale grocery located in his vicinity, as he can draw from the jobber's stock at a moment's notice such goods and in such quantities as he may require. This enables him to fill orders of as large a volume as the jobber can fill himself, and, as the modern jobbers confine their trade to storekeepers exclusively, the matter of stock is an important one for the dealer to consider.

The employment of traveling salesmen who are thoroughly familiar not only with the wholesale grocery business but with trade conditions in general, and who on account of their coming in contact with merchants in different places are able frequently to give advice to merchants in matters which come up suddenly and in which the retailers could not have had any previous experience, is of great benefit to the latter. A first-class traveling salesman can be of assistance to his customers by keeping them posted about matters in which the dealer is interested but on which his time does not permit him to keep posted. All the information which wholesale grocers gather, at the expense of a great deal of time and very often considerable money, is always cheerfully furnished to their customers when it seems of interest to them.

The jobbers are constantly supporting the trade papers in the different sections which, without such assistance, could not possibly be published. You all know of what great benefit the trade paper is to you and your business, and most of you no doubt appreciate that the subscription price at which the trade paper is sold does not cover the cost of publication. The deficiency is made up by the revenue derived from the advertisements published by the jobbers.

We have to-day as well organized and equipped jobbing houses, selling goods at as close a margin of profit, as anywhere in the United States. These wholesale grocery houses manufacture such goods as are necessary in order to properly take care of the requirements of the trade. The pure food law of our State requires that certain classes of goods must be absolutely pure and that other classes must come up to a certain prescribed standard of quality. The jobbers of this State have not hesitated to guarantee all goods sold to the retail dealer, to comply with all the provisions of the pure food law.

The jobbers of this State have also assisted as far as is in their power to secure such legislation as the retail dealers desired for their protection. There has never been a time when the retail merchants of our city have called upon the jobbers for assistance of any kind in any legitimate cause, that such

assistance has not been given to the fullest extent. The jobbers are constantly using their influence with the manufacturers of proprietary goods to have them sell proprietary articles at such a price to the trade that it nets the retailer a liberal profit.

Nathan Eckstein.

Order direct from the grower

## Red, White and Blue Grapes

by thousand baskets, ton or carload.

No fruit shipped on commission.

**WM. K. MUNSON, Grand Rapids, Mich.**

Proprietor of Vincroft

Rural Route No. 4

Citizens Phone 2599

## FOR SALE

Grapes, Peaches, Pears, Plums, Apples, etc., direct from the growers. All choice fruit. In any quantity. Cash with order. Write for prices.

**FRANK A. SHOWERMAN, PAW PAW, MICH.**

## ROOFING

H. M. R. brand Asphalt Torpedo Gravel Ready Roofing is in demand. It insures the best to be had. Write for samples and prices.

**H. M. REYNOLDS ROOFING CO.**

GRAND RAPIDS, MICH.

S.C.W.

The more you blow  
The larger we grow



## 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.

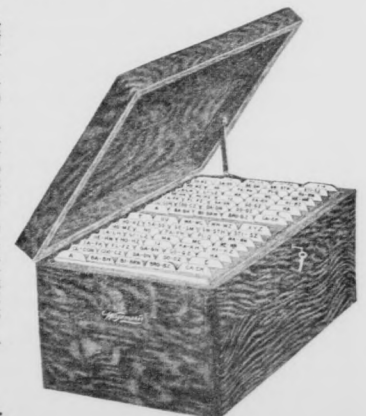
This tray has a capacity of 5,000 letters, or equivalent to about ten of the ordinary flat letter file drawers, and may be used to excellent advantage by small firms or offices having a small business to care for. Larger firms desiring to know something about this new and coming system of vertically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





Devoted to the Best Interests of Business Men

Published weekly by the  
TRADESMAN COMPANY  
Grand Rapids

**Subscription Price**

One dollar per year, payable in advance.  
No subscription accepted unless accompanied by a signed order for the paper.  
Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.  
Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - SEPTEMBER 17, 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 September 10, 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 thirteenth day of September, 1902.

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

**THE FATE OF THE TROUSER.**

A pessimistic tailor has announced that within a short time the trouser shall have passed away. He does not tell an anxious world of males what will take the place of this garment. Possibly in imagination he sees a return of the knee-breeches, the silk stockings, the small shoes and the silver buckles. Then the gorgeous waistcoat and the still gayer coat, all of which are infinitely more expensive than the sober clothing of the present day. The trouser of to-day, whether tight or loose, peg-topped or flowing, promises not to be ousted at the dictates of the tailor. The trouser required years to develop, and although by some the trouser can not be regarded as the most comfortable of covering, and by others the least ornamental, the general consensus of opinion is that it will be in favor in 2002.

George IV. (sensible man) discarded the knee-breeches. Perhaps (unlucky man) the royal legs were not adapted for this garment, which most assuredly requires limbs given by sculptors to the Apollo Belvidere. But his majesty, in wearing the pantaloons, which reached to the knees, revived an ancient form of dress. The men of the North, where the climate is cold and playful zephyrs whip the unprotected calf, wore their leg-coverings long. They were not like the Scotch, who certainly are homeopathic in their tastes, and went bare from the knees down, to meet cold with cold. On the same principle a Highlander would, when he lay out on his bleak mountains, dip his plaid in a stream, roll himself with a luxurious sigh into its wet folds and go to sleep. But other men were not like the hardy Scot. They sought protection from icy blasts, and long trousers were worn.

In Asia men go about with a supreme disregard as to whether their limbs can withstand the gaze of the artist. That is where the climate is warm. The poorest classes do not ever cover to their knees, but the majority wear a

sheet twined in graceful folds to the knee, while the Brahmin women in South India also adopt a man's form of dress to show their high caste.

The Afghan who lives on high mountains where the summers are wintry in their warmth wears a trouser, loose and baggy, tied tightly at the ankles. The Turks wore a similar garment, and Napoleon, who wore small clothes, made the cynical remark when he turned Mohammedan: "What does it signify? A turban and a pair of pajamas are comfortable. Indeed, I prefer the pajama," and he glanced wearily at his short, white breeches, which were never clean. Men may take to the easy pajama, they may return to the short breeches of Mr. Pickwick, but before so doing women must be consulted, and men may sneer at the statement as they will, but men dress for women as much as women dresses to please herself, annoy other women or please men. The trouser will stay—that is, if women so say.

**A MARTYR TO INDIVIDUALISM.**

A young lady employed in the Government printing office in Washington showed her respect for the law of individual rights by resigning a lucrative position rather than change the style of wearing her hair. The foreman of the press room took cognizance of the fact that the young lady's hair interfered with her duties as a feeder of the press. He asked her to change her style. She gazed at him with scorn. Being a man of much courage and determination, he again told her that the style of wearing her hair caused her to spoil many sheets of paper, and that unless her coiffure was altered he would be under the painful obligation of asking her resignation.

The young lady, who boasts of good red American blood, informed the foreman that she would carry the matter to the highest courts in the land, and learn whether any foreman of a printing room had the right to tell a woman how her hair should be worn.

She went to Private Secretary Rickett, who is looking after the affairs of the office in the absence of the Public Printer, and made her appeal. The Secretary said that although he admired her style he really could not interfere.

The young lady has determined not to let the matter rest and will invoke the aid of the law in order to learn whether a woman may or may not wear her hair as she likes.

This woman is a fair example of thousands of others—a slave to fashion.

A woman is warned that high heels endanger her neck. She laughs and says that high heels are the fashion. She is warned against other fashions which menace her health, and she pays as much attention to the advice as would the Sphinx. And when a woman loses her position rather than change her coiffure it intensifies the fact that a woman would rather starve than be humiliated by having her plans crossed with regard to personal adornment.

Detroit saloonkeepers have occasioned some surprise by expressing a desire to contribute liberally toward the expenses of a Christian Endeavor convention to be held in that city. President Mohn of the Retail Liquor Dealers' Association said to an interviewer: "We ought to be interested in every large convention that comes here, no matter what it is. The whole city is benefited by such a gathering and we will get our share of the business which it brings in."

**A MUCH-BROKEN COMMANDMENT.**

No matter what a man's religion, what his sect, what his surroundings may be, he acknowledges the reasonableness of the commandments. To kill, to steal, to bear false witness, to bring shame upon father or mother, to commit adultery, to worship idols—men and women everywhere admit that to do these is wrong. Men may break these commandments, but even then they admit their invulnerable rightness. This living together could not continue if killing, stealing, witnessing falsely and the like were permitted. But the last commandment—"Thou shalt not covet thy neighbor's house, his wife, his servants, his cattle, or anything that is his"—this last commandment seems to be different. We break it—most of us—almost daily. The other commandments we see the force of at once, because we can turn them in upon ourselves. We should not like to have killing and stealing directed against ourselves, and therefore we refrain. But we are not averse to having others admire our houses and horses and books. If people admire our possessions and want them, that gives them a certain value. There are many silly elements of face and figure which are only prized because others want them and can not have them. There are only here and there a few, very few, men who dress and work and live without much reference to the passing fashions of the hour. The great mass of the world is mostly busy finding out what the majority wants and then seeking it. In short, covetousness is the very heart of much of our life, for we only do want things because our neighbors have them. If we should strip our homes of all the things there except those that we ourselves, apart from all the rest of the world, want and need, there would be little enough there. What tons upon tons of unutterable rubbish which neither ministers to body nor mind this would clear out. It is only here and there in a well-to-do house, outside of the kitchen, that one can find things that are of any use at all. They are there mostly for the sake of show, not because anybody likes them. The kitchen of a country farm house is commonly a pleasant and home like place compared with the showy, uncomfortable living rooms of the city home. We should be happily rid of most of the truck and trash that cumber our houses. There are only a few books, a few materials, a few coals for the fire, that we really need, while the greatest industries, the largest shops in the world, are busy supplying us with the materialistic minutiae that we do not need. We not only want what our neighbors have, but we get things because our neighbors have them; and so it is probable that six-tenths of the wickedness and misery in most cities and towns results from drink, one-tenth from moral insanity and three-tenths from ferocious striving to get things that others have and because others have them.

The strain of the ape in us that is hardest to eradicate is that which is evidenced by our feeling that we can be like others by having what others have. How we fly to the same shops and buy the same coverings for our bodies, the same ornaments for our houses. How we see a wise man and straightway copy his coat; or a popular man and look for the secret in his manners or his smile; or a beautiful woman and copy her robes and mantles.

The force of the commandment

against covetousness lies in the fact that the things we can take and have and hold are not in reality the things we want. We take the book, but what we wanted was the love of it. We take the house, but what we really wanted was the trained taste that made it what it was. The most unhappy people are those whose life consists in getting and having things. The poor are not the most unhappy, but those who are living among great heaps of possessions that they have purchased because others have them, whose lives consist largely in striving to appear like others of their class, they are the miserable, the tired, the tiresome, the fretful and the dissatisfied.

**THE REVIVAL IN CEMENT.**

The announcement in this week's paper that one of the numerous cement companies in Michigan has finally paid a dividend marks an era in the cement business.

Like the creamery craze, the cannery craze and the beet sugar craze, the cement craze took deep root in Michigan soil and flourished for a season like a green baytree. People rushed into the business without any previous experience, investing enormous amounts of money in buildings and machinery without consulting competent engineers or making adequate investigations into the character and extent of their marl and clay deposits. The furor was so intense that hundreds of people of small and moderate means invested the savings of a lifetime. Widows and orphans were drawn into the maelstrom, attracted by the promise of quick and fabulous returns. In some cases the projects were fraudulent from start to finish, the promoters forming themselves into construction and selling companies, thus milking the parent company at both ends.

Then the crash came. Cement dropped to \$1 a barrel and less and many of the factories suspended operations. Several of those which weathered the storm unfortunately entered into contracts which tied up their entire output for a year or more. Cement bonds depreciated in value and cement stock, in many cases, sold for a song. People who had been eager to invest under promise of large returns could not find words strong enough to condemn the business and the men who still maintained the manufacture of cement could be made to pay under favorable conditions.

Then the price began to advance until it touched \$1.60, at which figure there is a handsome profit for the manufacturer. The contracts entered into a year or more ago are still in force with many producers, in consequence of which they are not yet getting the full benefit of the advance. As soon as they are able to do this, however, the drooping bonds will begin to revive and the languishing stock will begin to rally. Unless the price goes to \$2, which the manufacturers are undertaking to prevent because it would stimulate the organization of new companies, there is every reason to believe that the present enormous demand will not be curtailed and that the manufacture of cement will take its proper place among the substantial and dividend-paying industries of this country.

A woman would never be successful in running for office; she would have to stop too often to see if her hat was on straight.

## THE AGE OF NOSTRUMS.

There seems to be a pretty general feeling that the existing social and economic system is not what it should be—that men, and the things men have made in the life about us, are not altogether right. Something is wrong; on this point all men are agreed. Reformers multiply, each with his own patent nostrum, his own theory of the thing which alone will mend all the evil of the world. It is socialism, or anarchism, or nationalism, or individualism, or government ownership, or anti-trustism, or free silverism, or populism, or prohibitionism, or new reform partyism, or female suffragism—a magnificent, glittering cornucopia of "isms" poured out upon a patient public. There appears to be a very general belief that there must be some trick of management or organization in our social and political affairs, if once we could find it, which would enable us to make the crooked things straight and the rough places plain. And so we are forever amending our charters and constitutions and getting up new movements to bring the highest sagacity to bear upon them, as if our very life depended upon our success in this undertaking. The world, we seem to think, is a machine which goes in rather a lame and impotent fashion and does thus far very imperfect work. There must be a way to take out a wheel here and put in one there; to add a self-acting contrivance at some weak point, so that it will deliver a much more finished product.

Perhaps this might be expected to be the belief of a people which takes as much patent medicine as we manage to consume. May there not be some connection between the two things? We

learned the other day that the proprietor of one of these nostrums, which is warranted to cure almost everything from cholera to chilblains, had recently ordered seventy thousand gross of corks from a maker of those useful articles. Presumably each of these corks represents a bottle of the precious liquid; and the science of mathematics therefore assures us that something more than ten millions of people are expected to take, in the near future, each one his pint or quart of the healing fluid, and half of this number will pretty surely double that dose. This is only one of a dozen or so of popular remedies whose names are emblazoned on rocks and fences and trees from ocean to ocean. The saffron and pennyroyal and boneset teas and other spring decoctions of our grandmothers sink into entire insignificance beside this huge medicinal flood, which is one curious product of the modern art of advertising.

That all this occasions much serious harm other than the loss of good money we would not undertake to say. It may even do, or help to do, no small amount of real good, for the saying that "as a man thinketh in his heart, so is he," has its application to bodily health; and faith in this or that remedy for physical ills may work some astonishing cures. But what a sickly race we must be if the amount of medicine we consume indicates truly the extent of our illness and disease! It is often said that no mind is perfectly sane, and perhaps we may say that no body is perfectly well. But that all the people who are perpetually curing themselves are really sick enough to resort to medicines passes belief. The work of the world could not go on for a single day if that

were the case. The truth is that a great many people imagine themselves to be sick, or on the verge of dreadful illness, when, if they would simply go on about their business, their next birthday would find them much better off, both in pocket and in health, for lack of the stuff they are accustomed to buy and swallow. The regular physicians, and still more the "irregular" ones, reap a bountiful harvest of golden shekels from the pockets of the multitude of people who fool themselves into thinking they are sick.

Now, it is natural enough that people who are always tinkering with their physical bodies to put them in better shape, being persuaded that they can "take something" which will speedily turn weakness into strength and convert sickness into health, should also have a habit of tinkering in the same fashion at the body politic, in the attempt to turn its evil into good. Such a people, naturally, when the rumor gets abroad that a certain remedy is a good thing, will be quite willing to try, now a low tariff and then a high tariff, first free raw material and next free silver, in the hope that each in turn will work a magic cure. If the medicine does not act as was expected, try a bottle of something else. Plenty of nostrums are afloat, and there must be one which will just hit the case, so that the stagnant pulses of the nation can be made to flow with abounding life.

All properly educated physicians in recent years have tended to place less and less reliance upon the action of drugs. It is conceded that they have their place; but the old-fashioned idea that for every ill of the flesh nature has provided a plant or mineral which is a

perfect antidote has now been given up. So this other idea, which is apt to get into the head of the man recently elected to the legislature, that he has a bill in his pocket to set the world exactly right, must also in time be given up. The experience of the past teaches us that with good men and women in command almost any kind of outward system of things can be made to work; and with nothing but knavery and foolishness in charge no human enterprise can be steered clear of the innumerable dangers in its course. The world is not to be cured by legislation, or by any kind of medicine that is to abolish temptation. Righteousness must come from the inside. The kind that is plastered on by legislation does not stick. The great lack of the world is its lack of good men and women, at least in certain places where their presence would be of much advantage; and personal character is what, above all, we have most need to produce. Given the character in the man, we shall get like character in the work of his hand and brain and heart. So the root of our industrial troubles is not in condition, but in character. We have threatening social questions, not because the economic system is bad, but because people are. The solution is to be reached, not through good machinery, but through good men.

Three things are necessary in an advertisement in order to make it "pull." The first essential is that it shall contain some line or lines that shall arrest the attention. Secondly, it must have matter in it that will hold the attention until all of the facts have been read and digested. Thirdly, it must give assurance of something that will be to the advantage of him who reads. These three facts should be kept constantly in mind by the writers of advertisements.

## PROPOSITION THAT IS ATTRACTING GROCERS EVERYWHERE



This handsome and well made

### Panel Top Delivery Wagon

Is given by us with 200 lbs. guaranteed pure spices for

**\$85.00**

Spices delivered.

Wagon f. o. b. factory. Write for further particulars.

There is no scheme connected with this deal. It's a case where the merchant receives the benefit.

**Woolson Spice Co.**

Toledo, Ohio

Spice Department

## Clothing

### New Things in Neckwear, Underwear and Canes.

My last tour of the shops convinces me that the average man, provided he has the means and the inclination, is going to be more correctly dressed this season than he ever was in his life before. This is truer, perhaps, in the nicer details of costume than in the general effect.

To begin with, there is a sharp change in that favorite article of neckwear, the four-in-hand scarf of rich English or French silk. The narrow four-in-hand of last year has been superseded by one of 2¼ to 2½ inches in width, and it is a very plain rule that a scarf of modest device is to be worn with everything in the way of neckwear that is knotted. The four-in-hand is made to be tied in three ways—the ordinary sailor's slip-knot, the flat, or "once over" effect, and the Ascot, or "puff." The "once-over" effect can only be secured to advantage when the material is of the heaviest and best, and as it completely conceals the shirt front, it is intended for display in conjunction with a white or fancy waistcoat.

As to tints, the patterns shown me in heavy English squares run largely to grays and pale greens, although there are some beautiful effects in light browns and lavender. The puff scarf with the frock coat will be de rigueur, with, of course, the pin.

There is an important change, too, in the tie for evening dress, which this year is 1½ inches wide at the ends, graduating to ¾ of an inch at the back. In other words, the batwing bow has gone entirely out of fashion. For wear with the Tuxedo, or dinner coat, there is a tie made up of fine black barathea silk, or a black silk with a little cord in it, and of the same shape as the dress tie, thus giving the knot, or bow, a larger effect than that of last winter. In this connection it is well to remember that no tie but a black one should ever be worn with a Tuxedo, no matter whether the waistcoat be black or white. The reason for this is simple, and explainable in a sentence; the white tie is the symbol of full evening dress; when wearing a Tuxedo, a man is not in full dress and the white tie, when he is so clad would be a paradox; therefore black and black only, is permissible.

There is no radically new shape in collars, but there is an important line to be noted there, also in connection with evening dress. With full evening dress, the only correct collar is the straight standing or "poke" shape, just meeting at the buttonhole and turning outward the merest trifle at the tips. Such collars are now made with a small loop, or band fastened just below the left buttonhole. Through this the tie is inserted and thereby prevented from slipping upwards, and it, of course, remains invisible after the bow is tied. With the Tuxedo, the "poke," wing or high turnover collar may be worn at one's option, the Tuxedo being the garment of informality and having every latitude as to detail.

Some of the styles I have seen in full dress hose are sufficient to incite kleptomania among the impoverished. The finest are of almost transparent black silk, shot with white, or red or blue stripes, the stripes grading from a sixteenth of an inch in width at the rear to a single thread in front. These cost \$6 a pair. Others have faint clocks or fancy figures.

The correct full dress shoe is to be of fine patent leather or vici kid, with a dull kid top matching the material of the suit. The full dress shoe should always be buttoned and never laced and should come to the ankle. The low shoe is for street wear and is scarcely permissible even with the Tuxedo; although for the ballroom dancing "pumps" are, of course, always in order.

The full dress shirt will be the plain linen affair with cuffs attached, and with full bosom wholly devoid of ornamentation of any kind. The embroidered, pleated or pique bosoms of last year will not be affected by conservative dressers.

Another discovery that is worthy of mention: a haberdasher of considerable prominence tells me that the heavy winter underwear affected by our grandfathers is being discarded by the rising generation, which is steadily drifting to the use of light or medium weight undergarments the whole year around. It is a departure wholly in keeping with the laws of hygiene; for, as everyone knows, an entrance on a cold day into one of our steam-heated skyscrapers or apartment buildings is sufficient to give the wearer of heavy wool the material for a cold, or even worse. A medium weight undergarment at which I have just been looking is a mixture of Scotch llama wool and silk, and is to be had at the very moderate price of fifteen dollars the suit. It is as soft to the touch as eiderdown and as light as a handful of feathers. In all-silk underwear the same dealer has the English twenty-thread garments in tints of salmon, blue and lilac and costing \$34 a suit. They are undeniably handsome but seemingly a trifle too heavy for comfort. In the lighter weight there is the nine-thread suit, of the same quality and costing half the price. This is explained by the fact that pure silk is bought, like gold, by weight. Silk underwear is an expensive luxury, but those who can afford it protest that it is worth the extravagance.

The cane, or walking-stick in the eyes of capable critics, affords the finishing touch to the ensemble of a well-dressed man. For that reason some recent importations of very elegant design are worthy of notice. They are mainly of partridge wood, penang cane, waixel

### An Important Subject, Letter Writing

It is a surprising thing that business men who are aggressive and up-to-date, usually willing to adopt new ideas, when those ideas have been proven good ones, will still continue to write their business letters with a pen; these same men will involuntarily form an opinion of the standing of the wholesale house which would do such a thing, and yet typewritten letters are easily within their reach.

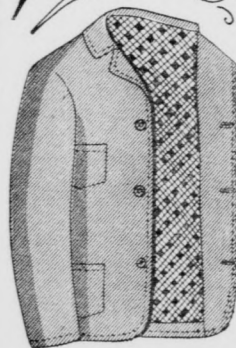
A Fox Typewriter is easy to buy and anyone can soon learn to operate it more rapidly than they can write with a pen. In buying a writing machine, though, get a good one and save yourself lots of annoyance, hence the necessity of getting "A FOX."

If you will advise us that you are interested we will acquaint you fully with the typewriter and enable you to try it for ten days. Let us at least send you our catalogue.

Fox Typewriter Co., Ltd.  
350 N. Front St.  
Grand Rapids, Mich

## LOOK TO VALUES

WHEN YOU BUY COVERT COATS



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

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

**LOOK** at the linings and workmanship

**LOOK** at the fit every time.

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

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

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

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

## "Correct Clothes" In Detroit

Just as a reminder to you when you visit the City of the Straits we'd like to have you bear in mind that the COMPLETE LINE of H. Bros.' "Correct Clothes" is carried at our salesroom

131 Jefferson Avenue

just a few doors from our old location, and where we'll be very glad to see you and "show you 'round."

We honestly believe we are to-day turning out the best made, best fitting, best appearing clothes for men on the market—that we can give you better sellers and better money-makers than any manufacturers in the business. Come and see.

### Heavenrich Bros.

Corner Van Buren and Franklin Streets,  
Chicago

Detroit Office, 131 Jefferson Avenue

and furze, and with about any style of handle you choose. All sticks nowadays are of medium thickness, flimsiness and overweight being avoided with equal caution by the conservative. The handles come in buckhorn, the head-product of the Cape Horn sheep, ivory and so on. And here is a secret in that connection: The Cape Horn sheep are scarce and an excellent imitation of their horns, which are of a smoky gray tint and susceptible to a high degree of polish, can be made from the backbones of very large fish, like the sturgeon or tarpon. It takes experts, my dealer tells me, to detect the difference between the Cape Horn sheep's horn and the fish horn (no witticism intended there, Mr. Editor), although there is naturally a very substantial difference in the matter of price. Some of the ivory handles have ornamentation in the way of carving, or filigree work in silver or gold. There are some very handsome handles, too, in combinations of silver and copper, and of iron and silver, welded or beaten together. Handsome sticks are becoming luxuries, like everything else, although one of elegance enough to satisfy anyone may be had for six or seven dollars. Those of elaborate design in handles cost much more—from \$12 to \$25 is about the average.

Still another novelty to close with: A coat just completed for a particularly fastidious dresser was built on lines furnished by himself and is, I believe, an idea received from London. It is a sack coat, made of bird's-eye Manchester crape, and is designed as a substitute for the Tuxedo. The collar is pressed flat, without any roll, but the garment differs from the ordinary sack in that it is made to cling tightly to every curve of the figure, especially at the waistline, and has a decided dip toward the front. It is a pretty and stylish enough garment, but I can not quite see where it scores an advantage over the Tuxedo, unless it be in the ability to button it closely over the shirt-front in the event of the atmosphere becoming chilly. I was also shown some exquisite designs in brocaded silks for waistcoatings. A pattern in lilac blossoms on a lavender ground was a veritable poem, and a drab effect with pale gray dots was almost equally fascinating. Still—I should say such confections were designed for the delight of very young men.—Percy Shafton in Apparel Gazette.

#### Handling High Grade Goods.

For years the cry of the bargain has been heard in the land, and its resonant screech will most likely perpetuate itself. Nevertheless it is a question whether this thing has not been greatly overworked and even some of the stores handling a medium class of goods are beginning to be rather less aggressive in this regard than formerly.

Perhaps the bargain fad has fastened itself so tenaciously on the gentler sex that it will take generations to make the leech loosen its suckers—you can interpret the term in any way you please. In the case of stores catering entirely to men, however, relief from this evil would not seem to be impossible. The man who has any considerable amount of money to spend for wearing apparel does not usually object to paying a little more, in many instances considerably more, for an article, providing thereby he can obtain what he likes and have the assurance that it is right in style, in material and in color. It is indeed a

matter for serious consideration whether men's stores can not do away with "leaders" almost entirely and not only loses no trade that they would care to keep, but gain greatly in prestige with the class of customers which they most desire to cultivate and which is in the end the most profitable.

We believe that in most localities the dealer has it in his power to largely educate his trade away from cheap and low grade articles of every description and induce them to buy high grade and consequently higher priced goods. Most men, even those who are in the habit of buying cheap goods, under the mistaken impression that they are thereby economizing, are susceptible to argument. If you can manage to delicately suggest to them that a better article, even if it cost double the price, will not only wear very much longer but also retain its shape for a much greater length of time than the lower priced garment, the chances are that you can get them to buy the goods you are exploiting.

Every merchant knows that it is a thankless task to sell inferior goods. Even if you have given the customer fair value for his money he does not remember the price paid, but only that the goods were not "right" if they do not possess the wearing or shape-retaining qualities of which he thought their appearance give promise. On the other hand, a merchant can of course greatly increase his profits on the same number of sales by handling high grade instead of cheap merchandise.

At any rate it will certainly pay any merchant to conduct a "campaign of education" along this line and make all his advertising of whatever kind emphasize the "quality idea."

#### Few Men Who Know Their Sizes.

A furnisher's clerk, who delights in the study of human nature, remarked recently that while every man practically can name the size of his collar there are very few who know their other sizes. He is right. The average man could not give his glove size to save himself, and this is true regarding his memory of half-hose, cuffs, underclothes and hats. It is not quite so true of shoes. We know of furnishers who give away little books of general information, or for memoranda, which contain tablets on which a man may note his various sizes, the number of his watch, etc. They are not bad for advertising souvenirs.

## Guardians

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

**The Michigan Trust Co.**  
Grand Rapids, Mich.

## 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 Suit for Every Unsatisfactory One

## When you visit the Fair

Sept. 29, 30, Oct. 1, 2, 3, 4

Please call at our office, No. 28 and 30 South Ionia Street, Wm. Alden Smith block, near Union depot. Our Mr. Weber will be only too pleased to entertain you, and if in need of any Men's Furnishing Goods will surely do all he can to please you.

BEST GOODS AT LOWEST PRICES.

Citizens Phone 1957  
Bell Phone 1282

The Peerless Manufacturing Co.

## A Fortune in a Pocket

The Vineberg's Patent Pocket Pants Co. are actually making a fortune out of their Patent Pocket, which was invented and patented by Mr. L. Vineberg. It is the only practical pocket from which no valuables can fall out and is proof against pickpockets.

They have started a large factory and are manufacturing pants fitted with these pockets and are selling them in every city in the State. If their representative does not call upon you write for samples.

**Vineberg's Patent Pocket Pants Co.**  
Detroit, Mich.

## Shoes and Rubbers

How the Shoe Clerk Should Spend Sunday.

I really feel as if I ought to be able to write some good things on this subject, because I was a shoe clerk for a good many years and I tried all ways.

My final conclusion was that the best way to spend Sunday was in some quiet recreation that rested while it amused. That makes a change of thought for the think tank and a rest for the body.

Result: Monday morning you go to the store bright and early, side stepping like a two-year-old colt, you feel so good. You are ready to wash windows, put in new displays, clean up stock, wait on cranky customers, or do anything else as if it was your chief delight, and every day you feel like that puts you a notch nearer a fatter pay envelope.

I do not claim any great credit in finding that out, because it was an accident that I did so. When I began clerking, I had a bunch of friends that were known to the rest of the town as "Warm Babies." It is needless for me to tell you what we did with our allowance Saturday night after the store closed.

We had a "good time" in the sporty sense of the word. Also on Sunday afternoon and evening we kept the ball rolling (both high balls and billiard and pool balls). Monday morning saw us late at the store. I would get up with a large, heavy head. It felt so big I sometimes reached a foot away to scratch it. Hands and knees shaky, tongue coated with peach fuzz, and a very thick, dark brown taste in my mouth. If you've been there you know, and if you have not, take my word for it.

Later the bicycle craze struck me. Sunday runs of from forty to one hundred miles were the thing then. I was one of the true enthusiasts. Joined the L. A. W. and the local wheel club, rode winter and summer, and never got tired. Did you ever know a bicycle rider, in the days of the craze, to own up he was tired? Some way it was considered the height of disgrace to be tired. The unwritten motto seemed to be, "Never say you are tired until you drop dead, and then you can not say it."

But my Sunday bicycling received its death blow when I met Grace. Grace had a religion that was all wool and a yard wide, and she gently let me know that no one was a welcome caller who straddled the steed of steel and rubber on Sunday. And I held a bargain bicycle sale. For Grace had a beauty of soul which I was sure would last a lifetime, and look just as well on one side as on the other, for it was eighteen karats fine and set with diamonds. The diamonds were a pair of soft brown eyes that made me forget that I was shoe clerk on earth. I knew it was eighteen karats because of the beautiful tone of her voice. It was a sweet soprano in the choir, but I am not sure what it was on the way home after church. We used to sit up until about eleven talking of the higher life and the stars, and baptism by immersion and otherwise, also of carriage rides and ice cream socials. To keep up my end of the talk I found I was cultivating an intelligence that made a noise like a buzz saw and my one-time boon companions gave me the same kind of a pitying look that a tender-hearted woman would give her sister in a crazyhouse.

Just at this stage an old flame of mine

returned to the village for a visit. Now this old flame, compared with Grace, was short on piety but she was long on shape, also on fond recollections of happy days gone by. I made a call and then some, and as Sunday was her last day in town I forgot to go to church as usual Sunday eve.

It was what is called a strange coincidence, for Grace also had an old flame in town that week, but I was so busy I did not know it. But while I was wondering what kind of a tale I would fix up for Grace, her old flame was saving me the trouble. For right after church he led her into the church parlors, called the minister and he gave them the right to forever afterward pack their clothes in the same trunk.

But I consoled myself with the thought that after all there is no foolishness like the first attachment and that next Sunday I would call on my old flame at her own home—run down on the Sunday morning train. But adverse fate was working overtime in my case. Saturday evening the mail brought me a large square white envelope. Opening it I found inside another large square white envelope.

"Ah! Grace is sending me an at home card," I told myself with a bitter smile. "Well, she does not need to lay awake nights wondering if I still survive, at least not as long as I have my old flame down at Podunk." So I opened envelope number two without haste. If it wasn't that I have a splendid heart action I certainly would have done the fainting act when I read it, for it contained nothing less than a "Charley come to the church" from the parents of my old flame at Podunk. Yes, my old flame was to marry Mr. Moneymuch, and the first payment was to be made in just thirty days.

Now what do you think of that?

I'll have to admit that I could not concentrate all my thoughts on the shoe business for several seconds.

My next customer was a man after oil grain boots. He said he would take "that two-fifty pair," and I wrapped him up one two-fifty one and one two-dollar one, both rights, one eight and one nine.

A few minutes later I took in a lead dollar.

As I have said before, that was Saturday night. When the store closed I could not chase myself into the solitude of my room quick enough. Sunday I did not feel very sociable. I tried to console myself by thinking that "there are as good fish in the sea as ever were caught," but I had to conclude that if that was so then it must be my bait was very musty. I did not feel like seeing any one and stayed in my room almost all day. As there was nothing doing I went to bed at nine o'clock.

And Monday morning I got up feeling like a prize fighter. I had so much energy I had to do something. On the way to the store I made up my mind that I would get rich just to spite those girls. I would show them that they played the wrong horse.

And so I got to work with new reasons for energy and ambition. And I had the vigor in me that Monday morning, because I had not been out with the boys Saturday and Sunday nights, or had not laid myself up for a week by breaking a bicycle record the day before, or had not held hands with some sweet dam-sell until eleven or twelve and then lain awake an hour or two more thinking about it, and I said to myself,

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.

"It's you for quiet Sundays from now on."

And then the real surprise came. I found that what pleasure I lost on Sundays I more than made up by the extra pleasure I took in doing my work when I was not too tired to do it. And I had still another surprise coming. A couple of months later the boss handed me ten dollars one Saturday night instead of the usual eight. I was so surprised I did not know what to say. I commenced to stutter and he said, "It's all right, Ham, you're earning it."

The quicker every young shoe clerk learns that he can have more pleasure on the whole and make more money at the same time by spending his Sundays quietly the better off he will be.

That is why I have told this little tale. Now, in closing, I want to say that I do not advise any shoe clerk not to have a nice time on Sunday, in any way best suited to his own tastes. What I do want to insist on is that it is a big mistake to make a practice of being up late Saturday and Sunday evenings, or to do anything Sunday which leaves you tired Monday.

The tired clerk is not the one who forges ahead.—Brother Ham in Shoe and Leather Gazette.

#### Louis Heels Returning to Popular Favor.

Slowly but surely we are drifting back to old styles and old fashions. The heavy, mannish last has given way to a much more modified form. The extreme extension edges have been replaced by closer trims. The broad walking heel gave way to the military heel and, in turn, the military heel has given way to the narrow "steeple." As the season advances, the steeple is being displaced by the Louis, and by next spring there will be found another revolution in the fashion of footwear. The colonial slipper has had its run, and the more petite three-strap sandal has taken its place.

People ask what has caused this change of style in women's footwear. Perhaps there is no one who can answer this question better than the women themselves. In a nutshell, look at the way women hold their skirts at the present time and you can answer it for yourself. Three years ago the walking skirt was all the fashion. The mannish last contrasted with this skirt to perfection and gave to women a comfortable appearance. A little later on the walking skirt was discarded and a medium between it and the old long, trailing garment was substituted. This skirt demanded a modified form of footwear, which was found in the narrow toes, closer trims and steeple heels. Dame Fashion now decrees still another form of outdoor garment for women. It is more petite. It is more on the style of 1899, and, added to this style, is the manner in which the same fickle dame decrees that women should hold their skirt while walking. Wearing a colonial and holding the skirt to the top of the ankle gives the foot a thick, foreshortened appearance. Wearing a shoe with a broad tread gives the foot almost the same effect; therefore, women looked around for something which was more in keeping with their present mode of attire. They have found this in the narrow toes and steeple heels. More idealistic is the Louis heel, the thin shank of which, combined with the high arch, closer trim single sole, or feather-edge turn, is the embodiment of all that is beautiful, as far as looks are concerned. As to comfort, that is another thing, and while there are some women

whose feet will never be adapted to anything but a Louis heel, the generality of the fair sex have feet the arches of which demand an entirely different form of footwear.

Storekeepers should give their clerks on the floor a serious talk on the subject of foot-fitting, as at the present time, with the demands of fashion so insistent, many sales will be lost and many customers will depart forever if this subject is not given due consideration.

Managers and buyers should study this situation very thoroughly before they place orders for spring goods. Conditions differ in the various localities, but that there will be a demand for shoes, many of which certain stores have never before carried, there is no doubt. It would be well to handle novelties "without gloves." Lay in but a limited supply. Bread-and-butter stock is more productive, but any man who finds that his trade is clamoring and crying for something entirely different from what he has must of necessity this year (perhaps more than any other in the last ten) give the subject of new styles much weight and consideration. The business is too cut up not to harken to the appeals of the people. If they do not find what they want in one store they will go to another, and once lost they may be lost forever. Do not be sure that because your section of the country has not been clamoring for colonials you will not be able to sell a raft of same next spring and summer. Do not feel too positive that the styles of yesterday will do for to-day. They are changing, and changing rapidly.

Even in men's shoes there is a change, and it is quite apparent. A higher heel is being put on the better grade of men's footwear.

More tans are in demand. Patent leather is not quite as strong as it was a year ago, and it will not keep its present run next summer. (We all know from past experience how the trade takes up a special kind of leather, runs on it strong for two or three years and then practically discards it.) Men's shoes are not being made with such a tremendous swing. The outside extension and spade shank have not the same call. Kid stocks are coming in stronger, and the button oxford in the better grades of men's wear will be a better seller next summer than it was this.—Shoe Retailer.

## It Certainly Will

Be to your advantage to send for samples of our Over-gaiters, Jersey and Canvas Leggings. Qualities are A 1 and prices right. Send for Catalogue and deal at headquarters.

#### CHICAGO

Shoe Store Supply

COMPANY

154 Fifth av., Chicago



## DO IT NOW

Before fall trade begins look over carefully your stock of rubbers. See what sizes you are out of and what kinds and how many you are going to want. And then write us to send you the Boston Rubber Shoe Co.'s goods. Bostons are always durable.

RINDGE, KALMBACH, LOGIE & CO., LTD.  
GRAND RAPIDS, MICH.

## 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

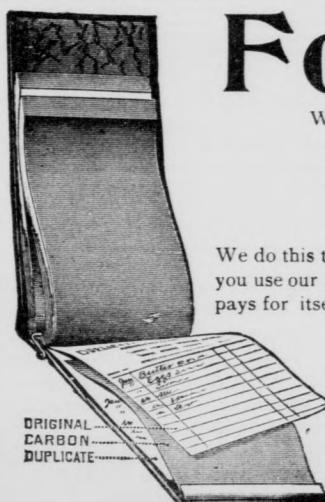
A. H. Morrill, Agt.

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**—The tone of the heavy brown goods market is much stronger, and on these  $\frac{1}{8}$ @ $\frac{1}{4}$ c more is sometimes quoted, but not all sellers are willing to allow even this much. There is no weakness to be found in the market now and the agents are being governed entirely by the dictations of the mills. Bleached cottons are steady in prices with an excellent amount of business in progress. Tickings have shown no special change, but other coarse colored cottons are strong and decidedly against buyers.

**Prints and Gingham**s—Staple business has been quiet this week for brown calicoes, also store trade, but there has been a fair demand by way of the mails and the total business is well up to the average of this time of the year. The tone of the market is firm and steady for both fancy and staple goods and sellers generally report stocks in good shape. Printed flannelettes in all desirable lines are well sold and steady in price. Gingham in general are in an excellent position. Dress style gingham for next spring are stated to be well contracted for. Fine woven patterned lines of the madras variety have secured a good business for next spring, and the market is very firm.

**Linings**—The business in linings has shown a general improvement over last week. The demand has been spread over practically the entire field as far as immediate requirements are concerned, and buyers are showing somewhat more inclination to arrange for the future. Kid finished cambrics are steady on the basis of  $3\frac{1}{2}$ c for 64s and buyers have been taking larger quantities than in previous weeks. Silesias also show an improved demand and some of the better grades show a hardening tendency. The clothing trade demand has been fully up to the average for cotton Italians, Alberts, twills, etc., and cotton warp Italians, mohairs, serges, alpacas, etc.

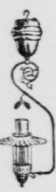
**Wool Dress Goods**—One strong reason for the slow development of spring business is the hesitation in regard to prices. Agents are reluctant to commit themselves in regard to this and no definite stand may be taken for some days. As for the samples which have been shown, however, fancies and novelty effects are very strong, stronger than for several seasons past. It seems to be the almost universal opinion that fancies are to become more popular than for some time past, but this is really much in the way of speculation, for not enough business has been accomplished to give color to any theories. It is not by any means expected, however, that plain goods will be largely supplanted by fancies. The jobbers and garment manufacturers have continued to find a good fall business, which has now been reflected to the primary market and consequently a good trading for fall goods for immediate delivery is under way. This includes principally staple goods, both smooth and rough faced, broadcloths, chevots, thibets, venetians, sackings and Henriettas.

**Underwear**—Naturally little can be stated in regard to the prospects of the season except what is based on the jobbers' business. The retailers have bought in excellent quantities and have prepared for a big season for themselves; if their expectations are realized it will certainly mean a big fleece sea-

son for the mills; it also ought to have influence in the way of steadying prices, but in regard to this we can not make any predictions, because the knit goods market is guided by whatever factors may be presented at the time of making a sale. It is realized by everybody in the trade that buyers would have been willing to pay a year ago considerably more than they did; they felt then that they were getting bargains. What their attitude will be this year is another question. They received the benefit of low prices; they may demand them this year and refuse to entertain anything different and they may be accommodated. It would seem that even now efforts have been made to secure business and certain buyers state positively that they have been offered fleece underwear on the same basis as the present prices, but even although this seems attractive they are too busy with the present season's business to consider the future yet. Last October and November it was possible to get very presentable fleeced goods at around \$3, and some was quoted at even less, but to-day these same grades are quoted at \$3.12 $\frac{1}{2}$ , \$3.25, or over. Many say that \$3 fleeces will again be in the market this coming season. Spring lines are showing a quiet condition at present, but as the majority of them are pretty well situated there is little fear on this score. There are many who have not approached the sold up line, but there are quite a number who have and consequently have withdrawn their lines. Balbriggans, as previously reported, are in the best shape and advances are being secured on a good many lines.


**Hosiery**—There is little life in the hosiery end of the business and the few buyers who are in town are placing exceedingly small orders. The bulk of

## Detroit Quick Lighting



**Gas-O-Lamps  
Don't Go Out  
Nights.**

Hang them and burn them, then you will be satisfied. Are pressure and gravity.



AMES & CLARK, Detroit, 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 16 page illustrated booklet it will make you better acquainted with our methods and new process. We have no agents. We pay the freight. Largest looms in United States.

Petoskey Rug Mfg. & Carpet Co.,  
Limited

455-457 Mitchell St., Petoskey, Mich.

## Things We Sell

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

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



## WRITE AT ONCE

for a copy of our Unabridged Fall and Winter Catalogue No. 325, containing over 1,000 pages devoted to everything known in the general merchandise line

This catalogue is the most elaborately illustrated and the most thorough in its descriptions of any published in America. It quotes prices on every article we handle in our establishment, which is the largest wholesale general merchandise supply house in America.

### A COPY OF THIS CATALOGUE

should be in the hands of every merchant, as its prices are a reliable criterion of correct market values. It will be mailed free upon application only to dealers.

### AN APPLICATION FOR A COPY

of this catalogue implies but one obligation: that, when you receive it, keep it in a place secure from the intrusion of those who have no right to the information it contains.

A great many of our catalogues come into the hands of private parties through the carelessness of dealers in allowing them to lie around within easy reach.

### WE HAVE AN ORGANIZED DEPARTMENT

which is maintained at a large expense for the purpose of preventing any but dealers from buying goods of us, and we therefore would consider it a special favor if dealers, when aware of a "consumer" or a "club of consumers" who are making their purchases of us, will put us in possession of their names. If dealers will co-operate with us in this, and also be careful about keeping our catalogues out of the consumers' sight, we are confident that we will thoroughly root out the names of all persons from our books who are not entitled to buy at wholesale.

### A WORD ABOUT FILLING ORDERS

Our shipping facilities are being constantly improved, and with the recent addition of more floor space, which now gives us a total area of nearly half a million square feet, we are in position to make satisfactory shipments.

## LYON BROTHERS,

Wholesale Dry Goods and General Merchandise,

Madison, Market and Monroe Sts.,

CHICAGO, ILL.

the spring business is practically over and it shows conservative buying all along the line. One reason for this conservatism is the styles. Buyers seem to be uncertain as to what will be wanted either in patterns or in colors. Staples have received a fair amount of attention, but the biggest interest has been in fancies. It is a question, however, whether solid colors or high fancies will be wanted most and this and similar questions are evidently what hold buyers back. Agents are looking for considerably more business in fleeced goods. Imported lines of fancies show gathering strength and prices are advancing.

**Carpets**—The carpet mills continue busy on old business, which should last the balance of the season. Practically all the spring orders have been taken and some manufacturers are looking around for ideas on the new fall goods. Heavy deliveries to the jobbers and wholesalers keep up, their continual hungry demands being pacified as much as possible. The large Eastern mills have in many cases withdrawn their productions from the market as their books are filled now with orders. This can also be said of many of the smaller mills. Scarcity of experienced help continues in evidence, especially in the weaving end, and it is no uncommon occurrence to see quite a number of looms idle in a mill on that account. The advance in yarns within the past few weeks, making the second heavy advance thus far this season, has exerted a very stiffening influence on future business. If prices keep up, November carpet prices should show a vast difference over those made at the beginning of the present season, in May. Yarn men are quoted as saying that importers of wool are informed that they may expect to find some difficulty later on in buying good combing and filling wools. Abroad higher prices are being asked and both dealers and manufacturers are laying in a good supply. In fact, the demand is of such proportions that its effect on importations into this country has already been noticed. Wool dealers here report that good, desirable offerings of the kinds mentioned are readily taken by the manufacturers and it is seldom now that any good lots are shipped to the warehouses upon being taken from the steamer's hold. Wools have not proportionately advanced as much as yarns, especially worsted yarns, and manufacturers fail to see why spinners are so high, other than that they have taken advantage of the opportunity to "boost" prices when the yarns must be had. Ingrain worsted yarn in 14s white shows an advance of nine cents a pound over price current a year ago. For 3/4 goods jobbers report an exceedingly heavy demand. The final distributors have not finished their fall buying, but a good share of the business has been done. The fine grade carpets up to now have done remarkably well, but the largest part of the trading was in the medium lines, such as the Brussels, velvets, axminsters and tapestries. The very cheap tapestries, such as the cotton and jute makes, have had very little call right along. The Philadelphia ingrain weavers still continue active on old business. Plenty of orders are in hand as a general thing that will keep them going up to the time the new season comes in. Prices show no change over a week ago. Heavy goods of the best grade are in demand.

**Rugs**—The rug trade in and about Philadelphia is about in its normal con-

dition again. Mills are running full and working on old business. In the fine rugs, the demand for Brussels and Wilton 9x12 rugs is larger than the supply. Art square makers are well employed on medium-priced goods.

#### Recent Changes Among Indiana Merchants.

**Bedford**—S. K. Hogan continues the grocery business formerly conducted under the style of Hogan & Darnell.

**DeGonia**—A. J. Polk has sold his general merchandise stock to August Hass.

**Ellettsville**—John E. Matthews has taken a partner in his general merchandise business under the style of John E. Matthews & Co.

**Emma**—Hostetler & Hostetler are closing out their general stock at auction sale.

**Jasonville**—Hunter & Hastings, general merchandise dealers, have dissolved partnership. The business is continued by Cushman & Henderson.

**Ligonier**—C. F. Graham has purchased the interest of his partner in the feed and implement business of Smith & Graham.

**Marion**—Geo. B. Rowan, grocer, has discontinued business.

**Mitchell**—Barcus Bros., dealers in dry goods and clothing, have dissolved partnership, B. F. Barcus succeeding.

**Montgomery**—Williams & Lundergan is the new style under which the hardware business of Patrick H. Williams is continued.

**Ottwell**—R. M. Craig & Son have purchased the general merchandise stock of Gray & Co.

**Peru**—Wm. E. Edmunston, dealer in cigars, has sold out to Wm. Buskirk.

**Roann**—T. J. Lewis & Bro. succeed Thos. J. Lewis in the lumber, grain and coal business.

**Syracuse**—Miller & Lehman, dealers in notions, have dissolved partnership, M. Miller succeeding.

**Tennyson**—Mrs. A. J. Dimmit, dealer in general merchandise, has taken a partner under the style of Dimmit & Spradley.

**Veedersburg**—M. J. Osborn, dealer in general merchandise, and Isaac Newton Kerr, dry goods dealer, have merged their stocks under the style of the Osborn-Kerr Dry Goods Co.

**Vernon**—The Reed & Rogers Manufacturing Co. succeeds Reed & Rogers in the manufacture of hay rakes.

**Vincennes**—Karascheky & Hartly, undertakers, have sold out to Weyl & Weyl.

**Vincennes**—The confectionery business of Harry Rumer is continued under the style of Rumer & Son.

**Zionsville**—C. E. Gregory, druggist, has discontinued business.

#### Tender-Hearted Bess.

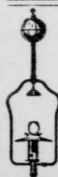
She wouldn't beat the carpets,  
She wouldn't whip the cream,  
She wouldn't pound the beefsteak;  
Too cruel it did seem.  
She wouldn't strike the matches,  
She'd give hot tea no blows;  
She made no hit at baking,  
She wouldn't wring her clothes.  
She wouldn't cut a chicken,  
Or think of drowning care,  
She wouldn't mash potatoes,  
Or bang her golden hair.  
She wouldn't do all these things,  
My tender-hearted Bess,  
And so she smashed all records  
At downright laziness.

F. P. Pitzer.

#### 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



## Michigan's Best Fair

September 29 to October 4

Take advantage of the low railroad rates and come to Grand Rapids and select your line of goods for fall and winter business. We carry a large and complete line of the following goods:

Underwear, Hosiery, Bed Blankets, Comfortables, Duck Coats, Mackinaws, Lumberman's Socks, Kersey Pants and a good assortment of piece goods in cotton and wool.

**P. Steketee & Sons,**

Wholesale Dry Goods

Grand Rapids, Mich.



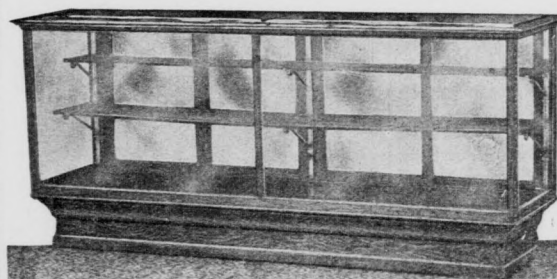
## There Is a Chance

to make a nice profit on TOP SKIRTS. We have them at \$1.00, \$1.50, \$2.00, \$2.25 and \$2.75 each. Try a sample lot—it may be a new venture for you but we know you will not regret it.

**Grand Rapids Dry Goods Co.,**

Grand Rapids, Mich.

Exclusively Wholesale



#### SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base. Cigar Cases to match.

**Grand Rapids Fixtures Co.**

Bartlett and S. Ionia St., Grand Rapids, Mich.

Shipped  
knocked  
down.  
Takes  
first  
class  
freight  
rate.

## THE CIRCUS.

Wherein It Helps and Hurts the Retail Merchant.

Written for the Tradesman.

Circus day I saw a girl come down Western avenue and I was reminded of the lilies of the field—that toil not, neither do they spin, yet Solomon in all his glory was not arrayed like one of these. The girl was in to see the circus and the dust of twenty miles of dusty roads still clung to her sylph-like form. Neither weariness nor dust could discourage this fair maiden as she waited for the great parade. The young fellow on her arm—for so he was, not she on his—indicated she was a bride. If she had not already embarked upon the sea of matrimony she had at least engaged passage. No woman of marriageable age who is not already wed is an immune when it comes to a question of marriage, no matter how advanced her ideas or retired her manners, how iron her will or steely her heart. This girl, if she had not already become inoculated with the matrimonial germ was at least taking all the risk possible of contracting the contagion.

I say that the young fellow on her arm indicated all these things. When I say he indicated it I do not mean he merely indicated it by his presence. He indicated it by his manner and by his hand, which gripped the girl's arm in a vise-like grip just above the elbow. It may have hurt the girl, but who will not make some sacrifice upon the altar of love? As Uncle Heinie says, he had a good grip with his gripping irons and he steered the girl through the crowd by means of that grip, shoving her out before him like a snow plow on the pilot of an engine and turning the crowd to right and left as that snow-plow would scatter the drifts of winter. The girl got all the bumps from the careless throng, but she still looked happy and her escort by his manner showed his own satisfaction at doing his whole duty as her esquire on circus day.

I have said something about her costume in order to interest the tradesmen's wives so they would read this far and find out what it was she wore. The dress was white lawn. I do not know myself that it was, but that is what my wife says and she ought to know, for she had a new dress once herself. The dress was white lawn, to the best of my knowledge, information and belief, and around the middle—the waist I mean—was a blue ribbon nearly as wide as the circulation of the Tradesman—and that is pretty wide. The ribbon was cotton—I got this from my wife, too—the ribbon was cotton and was caught up behind in a bow. I think "caught up" is the phrase to use, although "tangled up" would seem to me to be better. This gave the girl two bows—the bow on her back and the beau on her arm, and if I had been the girl and had been permitted a choice I think I would have taken the blue cotton bow on her back in preference to the green beau on her arm. Of course, I have no means of knowing how many and how much better bows she had left behind at home. This blue bow on her back was, I suppose, to indicate her course and point out the direction which she was going, like the green light on the end of a train.

I now come down to the maiden's shoes, for every man is bound to come to a woman's feet sooner or later. They were dainty feet, not larger than 5's, and encased in white kid slippers. The

white kid showed the effect of dusty roads a little and were, perhaps, better suited to a ball room than a ball ground; but, being a Benedict and a pessimist, I said to her—mentally, I hasten to assure my wife, the same wife mentioned earlier in this article:

"Enjoy yourself, my dear; it may be the last good outfit you'll get."

The circus girl and the circus crowd and the circus itself have been exercising the minds of merchants for some months now and will hold their sway a month longer perhaps. The circus is an annual visitation, like the tax assessor and the measles. Every merchant since the Phoenicians has wondered how much good and how much ill it worked to him, how much it helped or hurt his trade and how much it helped or hurt his town. The circus takes away a few thousand dollars of the circulating medium and leaves behind stacks of soiled white kid slippers and peanut shells. Yet I would not decry the circus nor question its educational value. Many a small school boy who had little or no idea what an elephant really looks like now has a perfect and vivid mental picture of that animal just as it roams through the African jungles eating peanuts and hay and with a bottled beer advertisement hanging on its sides.

I have heard a merchant argue an hour about the damage a circus does to his town—how it carries away the people's money, etc. I have never been in the circus business myself—except the circuses in the old barn when a boy, to which the admission was two pins—and I am not here to defend circuses. I have no doubt that the circus carries away a large wad of the people's money, just as the argumentative merchant says; but arguing against the circus seems to me to be about the same as arguing against summer or winter. A man may argue night and day, but he can not make the snowclouds disappear or push the sun back down below the eastern horizon again.

The circus is a great American institution which has come to stay. Like many another thing that bright Americans have invented, it has invaded the sacred precincts of continental Europe and the islands of King Ed. and left them open-eyed and open-mouthed at the stupendous magnitude of such amusement enterprises.

The merchant may be able to discover ways in which the circus hurts him. It carries away the people's money. It often furnishes employment, or at least transportation from place to place, for an undesirable class of citizens; but it has come to stay, and the



Bellevue, Mich., Sept. 2, 1902.

Allen Gas Light Company, Battle Creek, Mich.

Gentlemen—I have used your Little Giant Gas machine for about two months. Prior to this I have used two other makes of gas machines with not very good results. I can say for your machine that it gives a better light, with less breakage and trouble, than any machine I have ever seen. As you know, I light two stores, fifteen lights, and it takes about four gallons of gasoline every three nights. I think that I have the best lighted store in the State of Michigan. Trusting that you may have good success, I remain,

Truly yours, B. D. VAUGHAN.

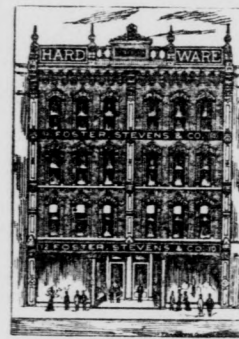
## Buckeye Paint & Varnish Co.

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.



A Postal Card

Will get you prices on the best store stools made.

BRYAN PLOW CO., Bryan, Ohio  
Manufacturers

## TENTS



All sizes and kinds for all purposes for sale or rent. Prices, rates and terms on application. Camp furniture and canvas covers. Send for catalogue.

THE M. I. WILCOX CO.

210 TO 216 WATER ST., TOLEDO, OHIO

merchant, like the typical American, when he finds he can not combat the circus successfully, will do the next best thing—look at it philosophically and make the best of it.

The circus does not book its route by chance. It maps out certain territory from which it wishes to draw and, if the merchant discourages it and drives it away from his own town, it will pitch its tents in some neighboring town and draw his patrons there. In his own town the merchant will get something; if the circus goes to some other burg he will get nothing.

Circus day, although it falls upon a different day in every different town, has come to be revered as a holiday by the American people. On that day they flock to town in their best bib and tucker and, while the circus gets some of their money, it does not get all of it and the merchant will get his share if he makes a bid for it. A little extra advertising at this time, a few more tempting offers and a display of those things that a circus day crowd is likely to want will all turn something more into the merchant's coffers, whether he be grocer, druggist, dry goods man, shoe dealer or what. The successful merchant is not always the one that continually combats those things that seem to be contrary to his interests but which are outside of his business. The really successful merchant is the one who makes the best of everything, sells the best of everything and gives his trade the best of everything.

The girl with the white lawn dress, the blue cotton sash and the white kid slippers is back home now and, perhaps, married to the man who gripped her arm; but I am obliged to her for furnishing the text of this article on the circus in relation to the merchant.

Douglas Malloch.

#### Peculiarities of the Hardware Trade Fifty Years Ago.

Fifty years ago the retail hardware merchant had to have sufficient stock to carry him through the winter. It was not customary to buy as frequently as now. Traveling men were not known. The merchant doing business away from the wholesale centers would make one or two trips a year to buy goods sufficient for a certain time. This mode of business would not be very pleasant and inconvenient. At that time people would take life more easily. Business had more pleasure. Customers would wait a month or longer for certain articles and not become impatient. Prices were steady, there being very little fluctuation. Nearly every article was bought and sold at a net price and there were no strings of discounts to figure. For fifteen years the price list on wood screws did not change one cent, the discount remaining 25 or 30 per cent., according to place of purchase. Goods could be bought cheaper in Cincinnati than in Chicago and cheaper in New York than in Cincinnati, but transportation, exchange and mail would more than equalize the price in small shipments. In ten years the price on nails dropped from \$2.75 to \$2.62½ base, and in the whole time there was very little change in price. If stock got low, we would buy to keep up the assortment. There was no need to figure prices or being afraid goods would soon be cheaper. Very little change in style or make of goods took place. The assortment was very limited—about one-tenth of what it is now—except in cutlery, which trade was left entirely to the hardware dealer. In edge tools, about

four kinds of axes, eight kinds of saws, but a full line of tang firmer chisels and socket framing chisels, hatchets and claw hammers, wooden braces with a lot of small bits, a full assortment of old-time bench and molding planes would make a good stock of tools. Free delivery and delivery wagons were not known until 1855 or 1856, and then only for the retail groceries. When the goods had been sold, then further expenses were all charged to the buyer—package, cartage and freight—and this rule regulated both wholesale and retail business. Trade was more pleasant and more sociable. "Live and let live" had a meaning then and was practiced. A dealer who would offer his goods below the recognized market price, with the object of stealing a customer, would be looked upon as a man with small principles, to say the least; but this has changed, and the writer is sorry to remark it. From 1861 to 1865 morals and honor became shaky. Most everything has changed since that period. Many pleasant improvements have taken place. Mentally compare the interior of a retail hardware store fifty years ago with an up-to-date hardware store at the present time. We then had no gas or electric light—not even coal oil—depending wholly on lard oil, fish oil and camphine, which was the most dangerous of all artificial lights. There were no such nice fixtures as shelving, counters, show cases, etc. The goods on the shelves were wrapped in paper tied with strings, there being no exception to this. All kinds of tools, from a gimlet to a hand saw, from a razor to a butcher's cleaver, were all likewise tied up in paper. There were no such nice boxes, and if the package had been opened half a dozen times or more, there being possibly one article left in the package, you can imagine how things looked. If you compare the appearance of carriage bolts now with every other shelf article you have a fair example how the goods tied up in paper looked then. It is impossible to describe the kind and finish of hardware fifty years ago. Very little was home made, 90 per cent. being imported, including Scotch T hinges, English sad irons, blunt pointed wood screws, hook hinges, doorlocks, all more or less in a poorly finished condition. There were no nice polished garden tools, shovels, spades and other implements, and in addition our store-rooms were in keeping with the times, small, with low ceilings, poor light and defective show windows. These were all characteristics of the hardware trade fifty years ago. Wm. Kansteiner.

Happy are they who don't want the things they can't get.

## Bicycle Dealers

Who have not already received our 1902 Catalogue No. 6

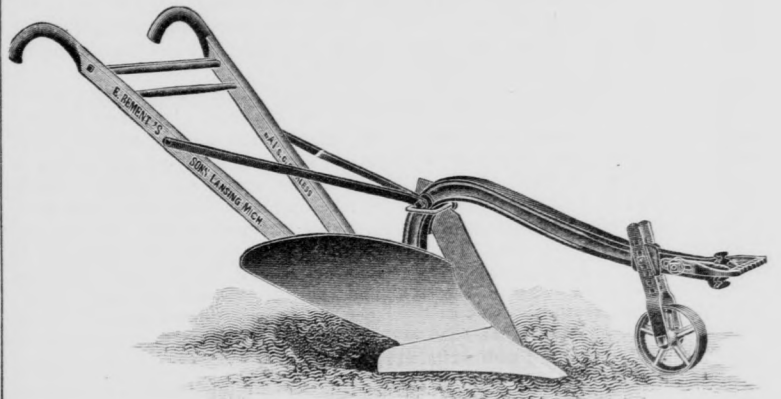
pertaining to Bicycles and Bicycle Supplies should ask for it. Mailed free on request. We sell to dealers only.



ADAMS & HART

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

## E. Bement's Sons Lansing Michigan.



# Bement Peerless Plow

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

**Bement Plows**  
TURN THE EARTH.

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

**E. Bement's Sons**  
**Lansing Michigan.**

ALL GENUINE BEMENT PEERLESS REPAIRS  
BEAR THIS LABEL  
**BEWARE OF IMITATIONS!**

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

## Clerks' Corner.

### How to Obtain and Retain Efficient Clerks.

First, then, let us be particular about whom we hire. My experience in hiring clerks has been not to depend very much upon my judgment at first sight—no, nor as a rule, upon written recommendations. I would suggest corresponding with, or seeing personally the person whom the applicant for a position previously worked for; find out what kind of a merchant he is and his manner of conducting his business. He may not be very particular as to stock-keeping or strict enough in his business methods—he may let his clerks shift about, much as they like, during hours of work, all of which constitutes a very damaging education to a clerk. I would much rather hire a green, inexperienced young clerk, with the spirit of pleasing and the proper amount of true grit to make his way up the ladder, than an over-educated, know-it-all who waits at the desk for the other clerks to do the waiting on the customers.

I know of clerks who are quite efficient in effecting a sale, but when a customer comes into the store whom they consider of less importance, they are a good deal like the old church member—very attentive indeed, but so interested in the hymnal, whenever the collection box is passed around, as to never notice it. So with the clerk, he never sees those people until they are cared for by some other clerk. A customer continually treated in this manner will soon know it, and is apt to take offense, as customers are sure to form an estimate of your store from the manner and ability of your clerks.

If some of the clerks are inclined to show their importance, the others in the store are apt to catch it equally. One "high and mighty" will find it hard to exist among a number of courteous and obliging salespeople. Salespeople in a store should be made to realize the importance of being cordial and obliging—no more, no less to all. The object in a store is to sell goods—that is our only excuse for being in business. An intelligent and obliging salesman can sell goods honestly and at an honest price. He can sell more goods, and in a much greater degree enjoy the confidence and good will of the customers and the merchant—he is a living advertisement for your store.

I am not trying to enumerate all the duties of the merchant and his clerk. I think, however, a clerk who is a good stock-keeper possesses an important qualification. Goods well arranged and well taken care of indicate more knowledge of the same. It makes the work of selling easier, and certainly sells more goods, as they look fresher and more attractive. In fact, to be a good salesman, one must know, in a stock of clothing, your odd sizes of suits to be closed out, as well as your odd pairs of shoes in your stock of shoes. My idea in effecting a sale is to interest your customers at once. In selling a suit of clothes, do not put on the customer size 40 when he takes size 37; do not be continually showing him a frock when he thinks he must have and wants a sack coat. Put a coat on him that fits, show the good points, and in most cases a sale is effected with pleasure and satisfaction on both sides—the customer because he is suited and suited quickly; the clerk because he has effected a sale with profit to himself and the proprietor. And this is much easier done

when you know where to put your hand on the goods you desire. Of course, in country stores it is more difficult to confine a clerk to a special department. Trade is different from what it is in the city department stores and must be met in a different manner.

Nevertheless, I aim to give my clerks the work most congenial to them—that is, if a clerk shows himself suited to the clothing department, I give him that work, as much as I can, as his special province.

I believe clerks should fully understand, in the first place, that you will not tolerate any form of outside speculation, such as the buying and selling of options on grain, etc., which is likely to take up his valuable time, both mental and physical, which you are entitled to. If clerks are interested in making money to such an extent that they engage in such wild speculation, then chances are your store in their minds will be secondary, as they will first of all study out their own business affairs, and, in my opinion, in most instances of this kind the clerk is not worthy of his position. No one should be tolerated in your store who is not in sympathy with the spirit and principles of your store.

A clerk, however, should be given a fair chance, as he may possess qualifications that will offset the one you dislike in him. Still, I do not think the clerk who has the spirit of speculation in him, as stated above, can be as fully trusted as if his heart and spirit were all bent on working himself up as a merchant. Your telling him and his assurance that he will give it up is not likely to make him do so; he will in most cases only prove all the more deceptive. This is a time when the spirit

## Ask Us

To send you a sample order of our famous

### Standard Bud Oyster Crackers

They are what you need now as oysters are coming in season. They are crackers of the highest quality as every merchant who has ever sold them will tell you. They are profit earners and are not made by a trust.

**E. J. Kruce & Co.**  
Detroit, Mich.

## Let the Goods Do the Talking

The dealer who buys where he gets the most for his money is not worried by competition for his customers buy in the same manner. Our lines speak for themselves. We pay our customers' expenses.

**William Connor Co.**

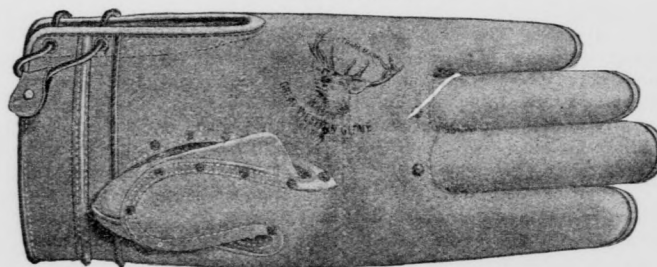
Wholesale Clothing

28 and 30 South Ionia Street, Grand Rapids, Michigan

## 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.

## THE FRANK B. TAYLOR COMPANY

IMPORTERS AND MANUFACTURERS' AGENTS

135 JEFFERSON AVENUE

DETROIT, Mich.,

September 10, 1902.

MR. MERCHANT,

Dear Sir:

Our complete line of Holiday Goods is on display on the second floor of the Pythian Temple, Grand Rapids, until further notice.

Mr. McPherson and Mr. Jackson will be pleased to show you the most complete line in the country.

Copyrighted books (while in Grand Rapids) 87 cents in lots of 25 asst.

Drop them a line telling them when to expect you at our expense.

THE FRANK B. TAYLOR COMPANY.

of speculation is catching. The one lesson to be learned in every disaster is to prevent a recurrence. I believe in the old adage: "An ounce of prevention is worth a pound of cure."

The merchant who is progressive and desirous of making a success of his business is, as a rule, a man who looks well to the integrity of his clerks. He does not simply hire a clerk, and because he is competent, leave him to his own resources, and give him much the opinion that he is his own master. It is to the clerk's benefit and to the interest of your store that he fully understand that he has a master who is vigilant and well posted on everything that transpires in his domain. In this manner a clerk is made to escape many of the temptations which would easily befall him otherwise. This policy teaches the clerk to be on the alert to do his duty, knowing that an expectant, watchful eye is on his movements. Like good old George Washington, during the Revolutionary War, with all the confidence he had in his half-starved and ragged soldiers, he believed in having his eye on them. Does not history tell us somewhere that he slipped out of his tent one night, unknown, and in disguise surprised the sentinel on duty, just to see if the fellow fully understood his duties, which he found that he did not? Washington posted the fellow at once. Let us take the old General's example into our business.

You should cultivate the spirit of cheerfulness in your store. You are obliged to live there, so to speak, and the store should contain a moral and healthy atmosphere, beneficial to your customers and yourself as well. The merchant in all his dealings with the clerk, whether in reproach or otherwise, should be gentlemanly, and use good language, and never under any circumstances lose your self-control and place yourself in a position that the clerk may lose his respect for you. Be honest in all your dealings with him, just as you desire him to conduct the affairs of your store. People are quick to imitate or take advantage, therefore be particular in the little things as well as in the large things.

Now, remember that all work and no play makes Jack a dull boy, just as well as all play and no work does. See that your clerks have such recreation as you can conveniently give them. In country stores it has been considered difficult to have certain hours for opening and closing. In our town we are getting down to earlier closing. I think, if we merchants and our clerks in our respective towns would cultivate the spirit of friendship, one with another, we could settle this matter satisfactorily to all concerned.

During the summer my clerks are in the store at 7:30 a. m., and we close at 8 p. m. Forty-five minutes for each meal leaves about 10½ hours for work. During the winter, after Christmas, I open at 8 a. m. and close at 7:30 p. m. I think, however, stores should be closed at 6:00 p. m. during January and February, as practically no business is done between the hours of 6:30 and 7:30 p. m. During hot summer weather we should all have a vacation, no matter how short. See that each one of your clerks has at least one week's vacation. They will come back willing to work harder than ever for the success of your business.

I find that there are clerks who will impose on their employer even although given these advantages, such as trying

to shirk labor which is disagreeable to them; running out of the store when they seem to have a little leisure, when most likely as soon as they are gone a customer comes in for them to care for, but this proves the exception, rather than the rule.

Although I know men who have attained success by sheer pluck and perseverance, I would like to say to every merchant, as well as every clerk, know thyself.

Do not neglect the conscious power that has been given you mentally and physically. To some extent cultivate it. It is the great magnet by which we may attract and conquer all electrodes—even fear, our greatest enemy in business.

Keeping these facts well in mind, and possessing a natural ability for the work you are engaged in, I am sure you will find that courtesy, self-respect and an interest in your work are the conditions that will lead to ultimate success.—A. J. Hauge in Commercial Bulletin.

Wise saws of the ancients are more or less rusty.

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.

**F. M. C.**  
**COFFEES**

are always  
**Fresh Roasted**

We offer extra good values in Horse Collars. Our salesmen are out now taking orders for present delivery as well as for next spring



trade. Don't place your orders until you have seen our samples and prices. We are also showing a nice line of Sleigh Bells.

**BROWN & SEHLER,**  
Grand Rapids, Mich.

**UNIQUE** and **CAN NOT**  
**PERFECT** System **EXPLODE**  
**of Commercial** **NOR CLOG UP**  
**Light-** **Absolutely Free**  
**ing** **FROM DANGER**

You have our word of honor that the Safety Gas Light Machine will save you 75 cents on every dollar you now expend for light, regardless of what method you may be using. How is it? Haven't you a better investment for this money than expense?

### A Few Other Advantages

You have a complete private lighting system for your individual use. No gas or electric collectors to stare you out of pocketbook each month. No annoyance with dirty kerosene lamps—no smoke or odor.

**Common Gasoline**, from which is generated gasoline vapor gas, furnishes the illuminating power. Cheapest method of lighting known to earth. **Amount saved** on your light bill will pay for a plant in nine months' time.

You will not have to worry over conditions of weather for atmospheric changes do not affect this light. The mechanical construction of lighting machine is of such a substantial nature that each will outlast a generation. In short, there is nothing about them to wear out.

Simple to operate—a child of 8 years can do it. There are a few other points of advantage gained by the adoption of this system of illumination about which we would be pleased to tell you. Machines in stock for immediate delivery.

For merchants of good business standing we install plants on ten days' trial. If you are satisfied we take the cash, otherwise we take the machine. Could anything be more fair? Do you know of a better way to reveal our confidence in that which we recommend? Catalogue on request.

**PERFECTION LIGHTING CO.**

**17 S. Division St., Grand Rapids, Michigan**

Both Phones 2090



**Alpha**  
**New England**  
**Salad Cream**

**Contains No Oil**

**The Cream of All Salad Dressings**

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

**20 and 25 cents per bottle**

Valuable pillow tops given free for 5 trade marks.

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

Also manufacturers of

**Wonderland Pudding Tablets**

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



## Woman's World

Erroneous Ideas Relative to the Education of Children.

Uncle Sam has been making a study of his growing babies and the result is a report that ought to command the careful consideration of every parent in the land. Thousands of children have been observed at their work and their play and their mental and physical development noted, analyzed and classified, and from the data thus collected these interesting deductions have been drawn by the commissioner of education:

That restlessness up to the age of seven is a sign of development, after that it is an indication of disease.

That the restless child generally grows up into the active man or woman.

That overstudy will permanently injure a child's mind.

That overexercise will stunt a child's growth.

That the quiet child who prefers to sit with a book in its hand does not necessarily grow up into a clever man or woman. A disinclination to play is just as often an indication of physical weakness as it is a sign of genius.

These observations, which are entirely in line with those of every thoughtful person, come with peculiar significance now at the beginning of the school year, when we are preparing to make our annual sacrifice upon the altar of our mistaken idea of what constitutes an education. In every city and town in the land may be witnessed the pathetic spectacle of pale and anaemic little creatures, staggering along the streets under a load of books they lack the physical strength to carry, and the mental ability to assimilate, while their complacent parents sit at home and congratulate themselves upon "the advantages" they have been able to give their Tommies and Sallies.

In no other country in the world is such a fetish made of education as in this, and nowhere else does such a false idea prevail as to what education consists in. Probably it is because most of our leading men in every line have had almost no college training that we have a superstitious reverence and awe of books, and with one accord are determined to nail our children, like unhappy little Strasburg geese, to a desk, and stuff them full of indigestible facts and figures.

Certain it is that when we say "education" we mean books, and we consider a person educated who can talk glibly of literature and art and "Shakespeare and the musical glasses," no matter how big a dunce he may be about everything worth knowing. The result of this is the typical American spectacle, so often observed, of the shrewd, intelligent, far-seeing father and the wise, broad-minded mother being snubbed and patronized by their crassly ignorant children who know nothing but what they learned in school. The parents may never have heard of the Rubaiyat or the philosophy of Maeterlinck—they may have never a yearn after the new thought, and not be able to tell Tannhauser from Anhauser, but they have:

—the wise, free, bookless lore,  
The knowledge nature taught them,  
And wisdom that the hills and vales  
And toiling men have brought them.

And that is an education that is worth all that is taught in the schools. As Bob Burdette once observed to the college graduate: "It is true that the old man's handwriting may look like chicken tracks, but, my son, on the business end

of a check it will get more money out of the bank in a minute than you will be able to with a copper plate signature in twenty years."

Having this ideal of education before us, it is also characteristically American that we should set about obtaining it for our children with our usual strenuousness. We are determined not only to educate our children, but to do it in the shortest possible space of time, and so the unfortunate little victims are shunted through the schools with a rapidity that takes away their breath, and leaves them only too often nervous wrecks with neither bodies nor intellects fit for the serious education of life.

In every household where there are children the talk is of "making grades," not of what they are learning; the anxiety is to "pass," not to grasp the subject they are studying, and the prize pupil is the one who can skip the most classes, not the one who has reached down below the outer husk of the day's lesson and gotten the kernel of knowledge.

Now to pass through a school and come out at the far end with a diploma no more makes one educated than traveling through Germany makes you a German. If a school diploma, even, were of any earthly use after you got it, except to stuff in a broken window pane or hang over a dirty place on the wall, there would be some reason for this mad haste to get one at the earliest possible moment, but there is not. It does not weigh one iota in the scale of success, but what does weigh is the individual development and knowledge.

It is unbelievable that this should be sacrificed to haste or vanity. It is incredible that, in order that Sally or Tommy may "make a grade" and thereby shorten their school life a year, their parents will run the awful risk of stunting them for life in mind or body, yet it is done continually. We all know poor, white-faced little creatures who can neither eat nor sleep, so anxious are they about their studies, who are still urged on by their insatiable parents. That this is the wreck of health and the death of genius there can be no doubt, and it explains why so many precocious children grow up into dull and commonplace men and women. Children are merely little animals, and it has been proved hundreds of times that the animal that is overtaxed or even pushed in its immaturity never reaches its full growth or power.

All of us, of course, desire to do the best we can for our children, but to do that we must throw away our false ideals of education and start out on a new basis that has the individual child as its whole object. The first thing to consider is the child and its tastes and needs. If you think a child has not thoroughly grasped everything in its lessons, keep it in the same grade another year, no matter if the class does go on. Better is one thoroughly understood fact than a ton of ungrasped information. Never sacrifice a child's health to education. If you have to choose between a strong mind and a strong body, take the body every time. It is never too late to acquire an education, but you can seldom get back lost health.

The next important thing is to try to recognize the truth about your own child. It is a pleasing illusion that all of us are the mothers and fathers of geniuses, but it is not true. Because Mrs. Jones' children can take a certain course of studies is no reason that yours can. The lessons that may be no task

## How About It?

It is no doubt your intention to make a special effort to increase your fall sales of this year over those of last year. How are you going to do it? There is nothing that helps to increase the sales of china more than display Racks. We handle them all, for plates, cups and saucers, salads, fruit sets, ewers and basins, etc., etc. Will make you up any kind of an assortment at lowest possible cost.

**Geo. H. Wheelock & Co.**

113 and 115 W. Washington St., South Bend, Ind.

## A Business Hint

A suggested need often repeated creates the want that sends the purchaser to the store.

Every dealer should have his share of the profit that reverts from the enormous amount of money expended by the National Biscuit Company in keeping their products constantly before the eyes of the public.

These goods become the actual needs that send a steady stream of trade to the stores that sell them.

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

Each new product as it is announced to the public serves as a stimulant to business and acts as a drawing card that brings more customers to the store than any plan you could devise.

A well stocked line of National Biscuit goods is a business policy that it is not well to overlook.

**Cheap as Dirt, Almost**

**50,000**

DUPLICATE ORDER SLIPS

**Only 25 Cents per Thousand**

Half original, half duplicate, or all original as desired.  
Larger quantities proportionately cheaper.

**THE SIMPLE ACCOUNT FILE CO.**

500 Whittlesey St., Fremont, Ohio

at all to one child may wreck another. Bobby Brown may be able at sight to add up a column of figures and understand intricate mathematical propositions that your Johnny will spend hours of tearful labor over. Susie Robinson may pick up language almost by intuition, while your Mary is stone deaf to the subtle shades of pronunciation, and, like Mark Twain, in studying German, gets into the dative case and does not know how she got in or how she is to get out.

Many a dull boy and girl are made duller and lose all chances at the education they might have by not having their idiosyncrasy of mind cultivated. They are forced along in a fast class to which they do not belong, and in which they were never intended to run, and in consequence are rank failures, whereas they might have been successful and been made into cultivated men and women if they had been taught slowly—just given each day what they could digest of knowledge, instead of being gorged on so much that they could not assimilate any of it.

The most important thing of all, however, is to try to give every child an education that is of some practical value. Personally, I believe that any education that does not fit a boy or girl for real life is a rank failure, and I hope to live to see the time when all the frills and furbelows of our public schools will be cut off and, after teaching the basic elements of reading, writing, spelling and arithmetic, all of the school fund will be spent in manual training. People who have the book hunger will always be able to gratify it in these days of free libraries, and those capable of the higher education or who have any desire or need for it will find the doors of plenty of universities open to them.

There is no other one thing that would make as much for morality and virtue and domestic happiness as to send every girl out of our public schools capable of cooking a good dinner and making her own clothes, and every boy with an honest, self-supporting trade ready to his hand.

If the time ever was when one could become educated from books alone that hour has gone by now. This is an age of science and observation and experiments, where the successful man is not the man who knows what other men have done, but the man who does something different himself. The highest prices that are paid to-day for any kind of work are paid for original work. The man or woman who can sing a song in a way that it has not been sung before, who can say a thing differently or draw a picture like no other, are the ones who are drawing all of the capital prizes.

Our ideal is no longer the student, burning the midnight oil, full of knowledge that he can put to no practical purpose, but the man or woman who has learned from life, who has read books and seen people, and drawn their own wisdom from a hundred outside sources. Life does not ask us: "Where did you learn that? What college stamp is upon it?" but "What do you know? What can you do that is of real use in the world?" And the answer that we return to the question is the sum of our education. Dorothy Dix.

#### How to Become Your Own Manicurist.

Every well-groomed woman takes great care of her finger nails and her hands. We can not all have pretty hands, but we can have well-kept nails and white skin. Well-kept hands and

nails are an evidence of refinement.

For the woman who desires to manicure her own nails all that is needed is a nail file, an orange wood stick and a set of nail emeries, which can be bought by the half dozen or by the box. Some nail salve, pink nail powder for polish and a piece of chamois skin are also necessary.

The art of manicuring is not hard to learn. You must attend to your fingers every day. Neyer, never bite your nails. Do not cut the cuticle, for that only makes it grow thicker and ugly.

Manicure the nails in this manner: First dip the hands in a bowl of warm soapy water; castile soap is best. Soak them for a few minutes, then wipe them, pushing the cuticle downward instead of upward. Take the little nail emery and carefully file the nails in curves, not pointed. Use the scissors only to cut down in the corners of the nails, but never cut either the curve of the nail or the cuticle. Push the cuticle down softly with the orange stick. If any little particles adhere to the nail, wrap a small piece of cotton wool upon the orange stick, and dip it either in lemon juice or a bleaching fluid and scrape the nail. After filing, scraping and pushing down the cuticle, dip the fingers in the soapy water again. Wipe them dry.

Now comes the polishing. Put on a little of the nail salve and polish each finger separately with the chamois or nail polisher, if you have one. Then dip in water again. Wipe and put on the powder and polish again. Be careful not to get too high a polish on the nail, for this is vulgar. If the skin around the nails has a yellow appearance, use more of the bleaching fluid. If the hands are chapped, use this solution:

One-third glycerine; one-third bay rum; one-third rosewater.

Shake the mixture well before applying.

If the hands are red, little can be done; but try rubbing with cold cream.

Hands may be an index to character and to birth. The hand with long tapering fingers is the hand of the woman who is artistic, musical and intellectual. The hand that is short, dimpled and broad belongs to an indolent person—a woman fond of luxury.

Opening and shutting the hand slowly will make the fingers stronger. Doubling up the fists and moving them sideways will also strengthen the hands. Fencing and club swinging will increase the muscles of the fingers and wrist. So with piano playing.

If the hands are soft and white, the nails curved, pink and smooth, it does not matter so much about the shape of the hand. If, however, your fingers and hands are well shaped, you are especially fortunate. Cora Stowell.

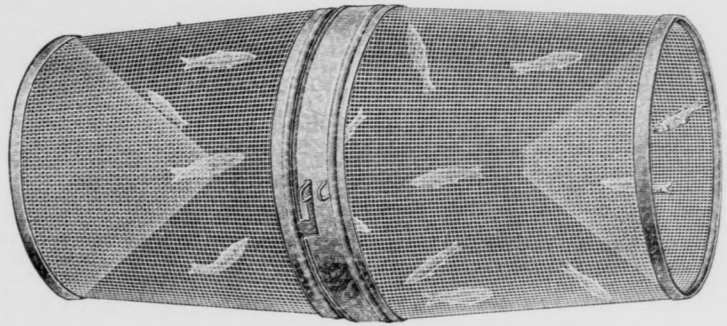
## Dorothy

## Dix

Commercial  
Credit Co.

Can run the gamut of human action and endeavor the most accurately of any writer; but her knowledge is no more comprehensive than that of the C. C. C. in posting merchants when safe and when unsafe to sell goods on credit.

## "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.



## Leggins and Over-Gaiters

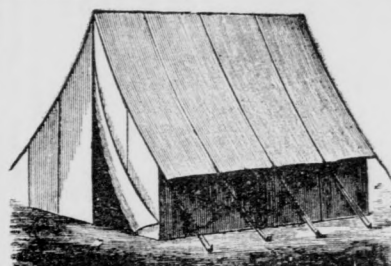
We make them. Get your order in now so as to have them when cold weather sets in.

Lamb's Wool Soles

Write for prices.

**Hirth, Krause & Co.,**

Grand Rapids, Mich.



## Tents Awnings

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

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

OLD RELIABLE **B.L.** CIGAR ALWAYS BEST.  
LUBETSKY BROS. DETROIT, MICH. MAKERS

## Fruits and Produce.

### Good Profit in the Manufacture of Beet Sugar.

Wm. E. Curtis in Chicago Record-Herald.

"There is unquestionably good profit to the factories in the manufacture of beet sugar," said my friend. "The average trust price for refined sugar at the factory has been from 4 to 4½ cents a pound. Two years ago the Illinois Sugar Refining Co. at Pekin, Ill., sold its products to the trust at 4¼ cents. It is a common phrase among those conversant with the business that three years of successful grind of a good tonnage of beets should pay for any factory building. For example, supposing an 800-ton factory had a sixty-day run, consuming 48,000 tons of beets, or 4,800 acres at an average of ten tons per acre. In other words, if it made 200 pounds of sugar net to the ton, or figuring the value of its product as equivalent to 200 pounds of sugar, it would make 4,800 tons of sugar. This would cost an average of 2½ cents a pound, and it could be sold at the factory for 4½ cents a pound which is \$35 a ton profit, or a net profit for the season of \$178,000. If the factory had three seasons with the same result, the profit would be \$534,000, which would more than build any 800-ton plant.

"That there is a large profit in the business is demonstrated by the confidence which all the manufacturers of beet sugar making plants and machinery have in the results. For instance, I have in my possession propositions from three or four big beet sugar factory builders, offering to put up the plants and the machinery and take the stock of the company at par in payment for from one-fourth to one-half of the contract price. They always insist, however, that signed contracts be obtained with farmers to cultivate from 3,000 to 5,000 acres of beets for a term of at least three to five years. Allowing for a liberal profit in the contract price in all such propositions, there is still enough in them to prove the point that the sugar plant builders have faith in the industry and are aware of the profits derived by factories where beets can be obtained at the standard price, and the standard price for beets is almost as universal and as stable as the value of a gold dollar.

"Another thing has been demonstrated by people engaged in the business, which is that sugar beets can be raised at a profit by farmers when they are sure of receiving this standard price, namely, \$4 a ton for beets testing 12 per cent. with 80 per cent. purity, and allowing 25 cents per ton extra for each additional ½ per cent. of sugar and 2 per cent. of purity. We have also demonstrated the fact that in the agricultural States like Illinois, Nebraska, Kansas, Iowa, the Dakotas and Minnesota, where the farms are large and help is as scarce as it has been for a number of seasons, it is difficult and usually impossible to interest enough farmers in any vicinity to insure a sufficient tonnage of beets to warrant the erection of a factory.

"You say that it is impossible to ascertain the cost of making sugar," continued my friend. "From a thorough experience, extending over three states, I have learned that the cost runs from 1.7 cents to 3 cents per pound, depending very largely upon the ability and economy of the superintendent in charge of the factory; that is, his ability to run the machinery so as to obtain all the saccharine matter that is in the beets and not allow it to run out of the syrup end of the plant, as it is called. I believe that it would be a conservative estimate to call 2.5 cents per pound a big average for the cost of beet sugar throughout the United States. This is based upon the standard price of beets, which I have already named, and which is practically universal in every beet growing country. You can figure it out for yourself. Twelve and one-half per cent. of 2,000 pounds is 250, and 80 per cent. of that leaves 200 pounds net of sugar to the ton. To me manufacturers claim that they fall a little short of this,

and do not really obtain more than an average of 180 pounds of refined sugar to the ton of beets. Well, call it that. At 2½ cents a pound we have \$4.50 worth of sugar for each \$4 ton of beets, which allows 50 cents for the manufacture. That is an allowance of \$400 a day for running an 800-ton plant, which is ample. In addition to this there is always a certain amount of syrup as well as by-products in the way of fertilizers and feed. Some of the factories sell the pulp. Others buy cattle and fatten them on it, for it is excellent feed when mixed with a little grain.

"These latter items are by no means insignificant if the factory is properly managed, and will add enough to its income to make 2.5 cents a pound a safe estimate as to the average cost of making beet sugar in this country. The prices I have stated have been paid by Oxnard both at his Grand Island and Norfolk factories in Nebraska for years. At one time, however, his managers deducted such an enormous per cent. for tare that the whole community arose in indignation against them. That has made it necessary for the factories to raise their own beets.

"There is a discrepancy between the acre tonnage shown by your figures from the Agricultural Department report and what the advocates of the beet sugar industry generally preach. They sometimes lead the farmers to expect more than they get. They claim that from ten to fourteen tons per acre is an average yield, yet your figures show that six or six and a half tons is nearer the actual fact, considering the entire acreage grown in 1900.

"The cost of raising and marketing an acre of beets ranges from \$20 to \$30. An average yield of six and one-half tons per acre sold at \$4 or even at \$4.50 per ton would not leave any margin, while an average of ten to fourteen tons, as claimed by the beet sugar manufacturers, would leave a splendid margin. My experience has shown that by careful cultivation fourteen tons an acre can be produced in good soil, but, as you said in your recent article, even on that showing and with those profits farmers will not agree to raise beets extensively because of the amount of hand labor involved. The machine labor of raising ordinary crops even at a less profit per acre appeals more strongly to them."

### Couldn't Have Both.

"You haven't any fire-extinguishing apparatus in this town, have you?" asked the dry goods drummer.

"No," said the village merchant, who was looking over his line of samples. "We had to choose between fire extinguishers and a band concert every Saturday night, and we just had to have the concerts."

## Michigan State Fair

At Pontiac, Sept. 22-26, 1902

The success of last year's fair gives assurance of still further success this year. Last year the event was the most widely attended in the history of the institution. This year the attendance gives every promise of being still greater.

### Why?

The attractions will be superior in every way. The premiums will be more extensive. Everything portends this year's fair will be the crowning event in the interest of the society.

\$17,000 in premiums will be offered.

Race purses amounting to \$5,500.

Grand racing program.

See the great Fire Team Races.

Railroad trains and electric cars to the gates. Half fare on all railroads.

W. P. ANDERSON, Pres.

I. H. BUTTERFIELD, Pontiac, Sec'y.

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.

## 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.

SHIP YOUR

## BUTTER AND EGGS

—TO—

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

and be sure of getting the Highest Market Price.

## EGGS WANTED

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

### Butter

We can handle all you send us.

WHEELOCK PRODUCE CO.

106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.

Citizens Phone 3232.

## 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

## NEW CROP TIMOTHY

We are direct receivers and recleaners of choice Western grown Timothy Seed. We buy and sell

Clover, Alsike, Beans, Pop Corn

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.

## The New York Market

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

New York, Sept. 13.—The coffee market is "off." Huge receipts are reported at Rio and Santos and weaker advices from Europe, as a consequence, all tend to make the situation rather drooping. At the close Rio No. 7 is worth in an invoice way 5½c, and no surprise will be felt if it touches 5c. In store and afloat there are 2,930,369 bags, against 1,830,675 bags at the same time last year. Neither roasters nor jobbers seem to take much interest in the article and the outlook is certainly in favor of the buyers. Mild sorts, including the better grades of West India coffee, are very firm and offerings are only moderate. Good Cucuta is firmly held at 9c. East India coffee meets with about the usual call and prices show little, if any, change.

Most of the sugar business done during the week has consisted of withdrawals on outstanding contracts and the actual volume of new business has been somewhat moderate. The withdrawals, in the aggregate, amount to a big total and it has been one of the banner weeks of the season in the sugar trade. Refiners are said to be oversold from one to three weeks.

The tea situation is comparatively unchanged. Prices are well sustained, but orders are for the smallest possible lots and there are none too many of them. The consumption of tea is now only about one pound per capita in this country—owing largely to the advertising done by the cereal beverage factories of Battle Creek. China and Japan must give way to that enterprising town.

In rice the week has been rather quiet, although for the very best grades some call has sprung up. Supplies seem to be sufficiently large to meet all demands and prices are without change. Choice to head, 5½@6c.

Pepper retains its growing strength and almost every day shows more firmness in the market. Singapore black, 13¼@13½c in an invoice way. Cloves are firm and, while there is no special change in the price of spices other than pepper, the situation grows more favorable as the season advances and holders look for a good fall and winter trade.

In molasses there is a fairly active call for the better grades of grocery goods, and this demand is steadily improving. Offerings are comparatively light and prices are well sustained. Good to prime centrifugal, 17@30c. Syrups are fairly firm, especially for the better grades.

Canned salmon is being rather more actively sought for and red Alaska and sockeye, talls, have sold pretty well for future delivery. Carloads of the latter, f. o. b. coast, have been sold at \$1.25. Spot goods are pretty well established at \$1.32½c and \$1.30 has been refused. Tomatoes are selling well and the market is likely to be closely cleaned up. New Jersey standards are worth from 95c@\$1 and are firm. Jersey gallons, \$3.10. Standard New York corn is worth 80c and is selling at a rate that indicates that very little will be left. California fruits have shown increasing strength, although the demand has not been especially active.

In dried fruits there is scarcely a bit of change, but prices are, as a rule, gathering more and more strength and a good trade is anticipated for the fall and winter.

Nuts are strong and demand is fairly active.

Sales of lemons are of a jobbing character and small lots seem to go a good ways. The range for Sicily lemons is from \$2@3.75 per box, the latter for very fancy fruit. Oranges are selling pretty well, but quotations are nominal. The range is wide and Valencias range from \$3 to \$7 per box.

The butter market has suddenly acquired strength and best Western has shown an advance of 1c a pound, extra Western closing at 22c; seconds to firsts, 18@21c; imitation creamery, 16½@17½c; factory, 15@16½c, latter for

June make; renovated, fancy, 17@18½c. Cheese is stronger. For best New York State full cream, 10½c is obtainable and, while buyers are reluctant to pay more, it is likely they will have to before long.

The egg market is firm. Best Western, loss off, 22c; fair to good 21c; at mark, 19½@21c for choice to fancy candled; ungraded, 17@19c.

Said By President Roosevelt.

It is a good thing to have great factories and great citizens, but it is a better thing to have strong and decent men and women.

Play is a first rate thing, so long as you know it is play.

We shall win out in the future, not by seeking to take the course that is pleasantest, but by finding out the course that is right and following that.

You must trust to the citizen himself to work out the ultimate salvation of the state.

The crimes of craft and the crimes of violence are equally dangerous.

The worst enemy of the people, upon whose behalf mob violence is often invoked, is the man who invokes it.

It is not a kindness to bring up a child in the belief that it can get through life by shirking the difficulties.

I despise the man who will not work.

Gossips are not to blame if one-half the world doesn't know how the other half lives.

We respectfully solicit the correspondence and consignments of Michigan and Indiana Egg Shippers.

Est. 1849.

LAMSON & CO.,

13 Blackstone St., Boston, Mass.

## Why Not Try

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



Imported  
KOBE

JAPAN RICE

BLUE PAPER LINED POCKETS

There is no guess work in the making of

### CERESOTA FLOUR

We mill according to the most approved methods, and the flour in every stage of the manufacturing process must be up to our standard, and must stand the baking test, or we do not brand it, "Ceresota." Our brand is better than an inspector's certificate.

Northwestern Consolidated  
Milling Co.,

Minneapolis, Minn.

Olney & Judson Grocer Co.,  
Distributors for  
Western Michigan

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.

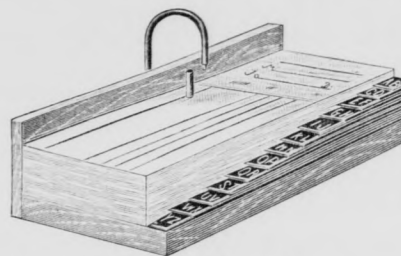
MOSELEY BROS., GRAND RAPIDS, MICH.

26-28-30-32 OTTAWA ST.

## Butter

I always  
want it.

E. F. Dudley  
Owosso, Mich.



### Account Files

DIFFERENT STYLES

VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

The Simple Account File Co., 500 Whittlesey Street, Fremont, Ohio



It sells strictly ON ITS MERIT—no prizes, no schemes, just coffee—  
ALL COFFEE.

OLNEY & JUDSON GROCER CO., Grand Rapids

### How to Conduct a Popular Voting Contest.

Do you want to have some amusement, Mr. Merchant, and attract more attention to your store than you ever have before?

Here is a scheme that will not fail to attract an immense amount of attention and one which will prove your popularity.

Advertise to give away a buggy to the most popular farmer in your county or in the section where you do business.

Procure a good buggy—the best one that you can obtain—at a fair figure and display it in the store or on the sidewalk with the announcement of the conditions under which it will be given away.

These conditions should be as simple as possible.

One of them should provide that the buggy will be given away on a certain date to the most popular farmer in your community and that the farmer receiving the most votes in the contest will be the most popular.

A further condition should be that one vote accompany each purchase amounting to ten cents. A purchase amounting to twenty cents should carry with it two votes and a purchase amounting to a dollar ten votes.

Slips for voting purposes should be issued with each purchase.

They should contain a blank for the name of the person voted for and the date on which the vote is cast.

As a starter the clerks might cast about thirty or forty votes for as many different farmers who are considered popular and who have sufficient pride to keep them interested in the contest with a determination to win.

This will draw some farmers into it who otherwise might not become in-

terested and who will make it a point to make all their purchases and urge their friends to make their purchases at this particular store in order that they may win the prize as to popularity and may also win the buggy.

Such a contest should be continued for at least two months.

During its continuance the vote at the close of each day should be posted on a bulletin board in the store and each week should be published in the county paper.

As the votes increase in number and the contest grows warmer in some sections farmers will leave their work in order to advertise the merchant and influence the vote of their friends in their favor.

And as the contest draws to a close the merchant will have a great deal of difficulty in keeping his stock up to the point where he can fill orders.

People will, in some instances, buy months ahead, in order that they may secure votes and the buggy offered as a prize will be paid for many times over.

Other merchants unless they do something to counteract the scheme of the merchant who adopts this plan will find that their stores are nearly empty and that they are losing trade.

It is a well fixed principle of human nature that any person who is trying to get something for nothing will earn it many times over.—Commercial Bulletin.

### The Awakening of Great Men.

Instructor—Lord Byron said that Macaulay woke up one morning and found himself famous. What great character in American literature is parallel to this?

Student (who had been dozing)—Rip Van Winkle!

### The Tyranny of Little Things.

Little things—odds, trifles—can wear away a woman's life if she will let them.

Women are so constituted that they are naturally lovers of detail, and as such are in constant danger of being wholly submerged by the small calls upon their time.

In the access of "new ideas" women are in danger of crowding their lives into a corner.

One of them is a slave to her bric-a-brac, another is overcome by fancy work and still another has a new form of "new thought" once a week.

She is the most emaciated and nervous of the lot.

Although women were never in such danger before of being covered out of sight with the new thought, they are also, by a wise provision of things, given weapons against the very trouble.

Housework, cluttered with the new ideas, would kill a woman if it were not for the many inventions that have sprung into life to make it easy.

How to select these is a problem in itself, but once settled, the wheels of the machinery run smoothly enough.

The secret is discrimination, wise selection, moderation.

Look calmly on, take what you need in the way of ideas for regulating your life, and the rest will be easy.

The "foxes that are destroying the vines" are the tyrannical little things.

### The Electrocuting of Flies.

Among recent patents is one covering an electric fly trap by Edward R. Greene. The flies are lured into the apparatus and killed by a current of electricity. It is not explained whether or not the trap is capable of working havoc

among mosquitoes at night when there are no flies to be electrocuted. The fly killer is described as a frame made of wood or other insulating material. Sugar is used for bait. On the frame are positive and negative wires forming grids on both faces of frame. Every fly lighting on the grid for the purpose of getting a taste of the sugar is supposed to have his feet on at least two wires, and the current, passing through the insect, relieves mankind of the pest. The flies fall on a shelf, composed of positive and negative wires, so that if the first shock was not fatal the second will put it out of their power to crawl over bald heads. When the shelf is covered with flies shocked to death it is removed and the dead and dying are dropped into the fire or the nearest pond, when the shelf is replaced and is ready for another quart of victims. The inventor states that he had an electric trap in use last summer, and that it was as fatal to flies as the death chair in a New York prison is to condemned criminals. The trap is connected with Narragansett 104 or 235-volt circuits, and every fly alighting on the wires and closing the circuit ceases to exist.

Mr. Greene claims to be the first to utilize electricity for the destruction of flies. When the trap is out of order, due to the crossing of wires, an incandescent lamp is lighted, and when it is in working condition—circuits open—the lamp remain unlighted. A switch shuts off the current while the shelf is cleared of the accumulations of flies.

### Naturally.

One Girl—Jack tried to kiss me last night.

Another—What in the world did you do?

"Oh, I was up in arms in a minute."

# A Wagon Without a Peer

## At the Price

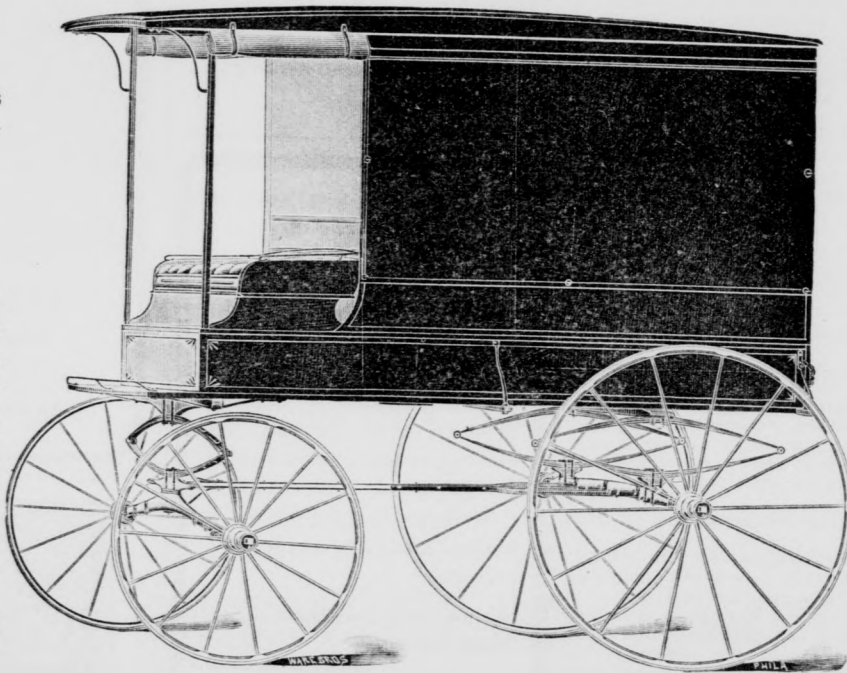
We have no hesitancy in saying that the trade has never been offered a spice proposition as attractive as this at any price:

### This Express Delivery Wagon

with portable knock-down top; body 40 inches wide by 7 feet 6 inches long; 10 inch panels strongly ironed and braced; ironed top edge; strips of iron lengthwise on bottom; drop and gate; double collar axles; 36 inch elliptic springs; 15 inch full malleable circle; reach hounds and braces well ironed and clipped; Sarven wheels 36 and 48 inches high; body painted in blue green, neatly striped; gear dark wine color. Imitation leather cushions. Top covered with heavy rubber duck. Capacity 1,200 pounds.

With 200 pounds of positively pure spices for

**\$85.00**



**THE TOLEDO COFFEE & SPICE CO., Toledo, Ohio**

# Commercial Travelers

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

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

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

## Gripsack Brigade.

"Me face is me fortune" is no longer popular. You must have the cash.

A remarkable case—the sample case. It is remarked every time it is checked. Why is marriage sometimes a failure? Because it generally follows an attachment.

"'Tis more blessed to give than receive." This explains why advice is given so freely.

The bachelor salesman has one consolation—he doesn't have to keep the flies off the baby.

Commercial travelers are not sheep, therefore there is no bell sheep to capture and have the others follow after.

Trucks should be provided for every station and baggage taken from a car placed on them. Slamming trunks out on the platform is not right.

Will Compton, who represents the St. Johns Table Co. and other lines on a commission basis, is confined to his house by an attack of granulated lids, caused by getting a sliver in his right eye at Chicago last week.

R. A. Whyte, representing M. O. Baker & Co., produce dealers and commission merchants at Toledo, is on the Grand Rapids peach market for the first time. Like all men who come to the market for the first time, he is appalled at the magnitude of the daily transactions.

Owosso Press: W. S. Lamb, traveling salesman for Hall Bros., Nichols & Dutcher Co., was thrown from a buggy by a fractious horse at Ithaca Tuesday. Mr. Lamb was badly bruised and narrowly escaped a broken leg. He kept on with his trip, not returning home until last night.

W. A. Van Leuven, who has been compelled to take an unpleasant vacation during the past six months by reason of an injury to his arm sustained on a G. R. & I. train, has so far recovered the use of his arm that he expects to resume his visits to his trade in the course of a couple of weeks.

Every salesman is kindly invited to contribute to the columns of the Tradesman "In unity there is strength," and by observing this plan unity will be the result. We ask that politics, religion and personal hate receive no attention. Personals, changes in business and original articles are solicited.

B. A. Beneker, who entered the employ of P. Steketee & Sons twenty-four years ago, leaving that house four years later to take a clerkship with John Benjamin for two years, since which time he has covered the city trade of Spring & Company, has engaged to travel for A. Krolik & Co., of Detroit, covering Grand Rapids, Muskegon, Grand Haven, Holland and Allegan. His headquarters will be at 114 Michigan Trust building.

Evart Review: Chas. Morford, who had been in the employ of the Standard Pump Co., traveling in Ohio, Michigan and Wisconsin, has entered the employ of that company's successor, the U. S. Pump & Supply Co. Mr. Morford will travel exclusively in Wisconsin,

and starts this week for the new field. While here he closed a contract with the Evart Hardware Co. for several carloads of lumber to be used in his company's new plant to be built in Toledo.

A well-known hotel man recently remarked to the Tradesman: "I can't see the justice of charging just double the price for two persons occupying a hotel room that is paid by one person using the same room. I go to a hotel and take a \$4 per day room; my wife accompanies me and I pay \$8 per day. Now, have I not the right to demand an additional \$4 room to be used by us if we see fit? She could register and get another room at \$4, and we would then have two rooms at \$8. No, sir, two persons occupying a room should not pay double the price one person pays. I have always held this to be justice and have always followed that rule, but I regret to see that some good hotel men do not."

In this age of deception too many are inclined to doubt the honesty and sincerity of fellowmen in insurance affairs and seem to base their conclusion on the fact of "too much insurance." An honest man can not have too much accident insurance, provided he can afford it. A dishonest man should be barred from every association. A man who receives a slight injury and takes advantage of his fellow travelers by prolonging his illness is unworthy of consideration. The professional worker of accident associations should be expelled from every association and advertised to the world. The traveling salesman who attempts to work his fellow travelers is not entitled to the name. Because a few of these dishonorable, dishonest men appear occasionally it is unjust to accuse an honest man of having too much accident insurance. If our medical men were all men of ability and honor these professional workers would have trouble to furnish sufficient proofs of alleged injuries sustained. While we have physicians willing to aid dishonest men in securing claims against associations, some unjust claims will be paid. It is wrong to doubt every claim presented, even although the nature of the accident may appear peculiar. Accidents are alarmingly strange at times. Many apparently trivial injuries often prove serious. Some claims are refused on account of incomplete evidence, and others are rejected because of disease being the cause instead of accident. The percentage of unjust claims made is very small. This is evidence that honesty among traveling men largely rules. The few dishonest men should not regulate the amount of insurance the many honest men should carry. A careful board of directors, aided by honest physicians, will prevent many dishonest men from robbing the treasury, but no one has a right to name the amount of insurance any man may carry.

These St. Louis boddlers, who had an agreement that any one of them who revealed the existence or operations of their combine should forfeit his life, must have been a veritable band of brigands. They should be exhibited at the exposition which is to be held in St. Louis in 1904. They might be given a place among the freaks and wild men on the midway.

Many a business man has come to grief because he lacked a reserve of capital, of discipline or of knowledge of his business.

## Quarterly Meeting of the Board of Directors, M. K. of G.

Saginaw, Sept. 15—The September meeting of the Board of Directors of the Michigan Knights of the Grip was held here Saturday, all the directors being present except Manley Jones.

Secretary Brown reported receipts of \$27 for the general fund and \$2,972 for the death fund, all of which he had remitted to the Treasurer. Adopted.

Treasurer Schram reported as follows: General fund—Receipts, \$387.32; disbursements, \$385.05; balance on hand, \$2.27.

Death fund—Receipts, \$4,542.30; disbursements, \$3,169.40; balance on hand, \$1,372.90.

Deposit fund—\$184 on hand. Employment and relief fund—\$80.24 on hand.

The report was adopted. The following bills were allowed:

M. S. Brown, salary.....	\$149.95
M. S. Brown, incidentals.....	20.85
J. W. Schram, salary.....	59.98
J. W. Schram, incidentals.....	.80
Wm. A. McIntyre, printing.....	16.25
G. H. Randall, board meeting....	3.52
J. A. Weston, board meeting....	6.10
L. J. Koster, board meeting....	9.56
Jas. Cook, board meeting.....	7.75
C. W. Hurd, board meeting.....	5.37
J. W. Houran, board meeting....	6.57
J. W. Schram, board meeting....	8.82

The death claim of Benj. J. Harrower was allowed, half to his wife and half to his son.

The claim of F. M. Tyler was allowed.

The claim of S. Bachman was allowed.

The claim of H. A. Radcliff was allowed.

It was decided to hold the next board meeting at Grand Rapids at the Morton House on the first Saturday of November.

A vote of thanks was extended Brothers Smith and Brown for the very hospitable manner in which they entertained the board.

A vote of thanks was extended Farnham Lyon for the use of the Bancroft House parlors and for his general good treatment. M. S. Brown, Sec'y.

## Where the Joke Was.

A belated wayfarer was passing an English public house late at night when a foreigner was ejected therefrom who bore all the signs of extremely rough usage, but nevertheless was laughing immoderately.

"What is the joke?" the gentleman asked.

"Why," said the other, "a man came up to me in the bar just now, gave me a fearful punch on the nose and said, 'Take that, you blooming Norwegian,'" and he fell to laughing again.

"But," the gentleman said, "there's nothing very funny in that."

"No," the man answered, "but then

he bit me a crack in the eyes and afterward knocked out my teeth, saying, 'An take that, too, you blooming Norwegian.'"

"But still I can't see anything funny."

"Ho, ho, ho!" the other yelled. "The joke is that I'm a Swede!"

## Easily Answered.

Managing Editor—Well, what's the trouble?

Assistant—The beauty editor is away, and a woman writes to know what to do with a wrinkle in her forehead.

Managing Editor—Tell her to putty it up and forget it.

They have had a whistler participate in the musical programme at the services of a Chicago church and they liked the effect. The innovation attracted a congregation that filled the church to overflowing. Crowds stood outside the edifice to listen to the whistler, who was a professional named Robert C. Bain. It has not yet been decided to make whistling a permanent feature. Some church members are doubtful of its propriety. They say the demand for it is simply a craving for novelty. If novelty in the churches went in no worse direction there would be little room for criticism.

## The Warwick

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

## Fair Visitors

Will be interested in knowing that the

LIVINGSTON HOTEL,

the modern fire-proof hotel of Grand Rapids—corner South Division and Fulton streets—is on the street car line that runs directly to the fair grounds without changing cars.

## POTATOES

Carlots only wanted. Highest market price. State variety and quality.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Long Distance Telephones—Citizens 2417

Bell Main 66

304 & 305 Clark Building,

Opposite Union Depot

WHOLESALE

## OYSTERS

CAN OR BULK

DETTENTHALER MARKET, Grand Rapids, Mich.

## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
**HENRY HEIM, Saginaw** Dec. 31, 1902  
**WERT P. DOTY, Detroit** Dec. 31, 1902  
**CLARENCE B. STODDARD, Monroe** Dec. 31, 1904  
**JOHN D. MUIR, Grand Rapids** Dec. 31, 1907  
**ARTHUR H. WEBBER, Cadillac** Dec. 31, 1906

President, **HENRY HEIM, Saginaw**  
 Secretary, **JOHN D. MUIR, Grand Rapids**  
 Treasurer, **W. P. DOTY, Detroit**

Examination Sessions.  
 Lansing, November 5 and 6.

### Mich. State Pharmaceutical Association.

President—**LOU G. MOORE, Saginaw**.  
 Secretary—**W. H. BURKE, Detroit**.  
 Treasurer—**C. F. HUBER, Port Huron**.

### Increasing the Sale of Goods By Window Displays.

There is no form of advertising that can be made more profitable in a least economical way than window displays. About all it costs one is the time utilized in dressing them. No matter how small, or large a space the window occupies in the store, it can be used to advantage as a silent salesman. Windows are the eyes through which the public look. It is through the windows that a great deal of patronage enters, and it depends upon the neatness and attractiveness of these inlets of trade that make them remunerative. The public are quick to judge the internal business of a store by its outward appearance. Windows that bespeak of dust, dinginess and cobwebs, serve little as trade winners. There is nothing that detracts so much from even a well-chosen display, than carelessly cleaned windows. If they are thoroughly clean, it is far better to leave them empty than filled with goods, and in such condition that the outside public can scarcely distinguish what is displayed. Perfectly clean windows seem to lend freshness to a store that people can not help but be attracted by, especially at night, if the show bottles are bright and clear, and have a good light behind them. People stopping in a strange town, if they are in need of a drug store, always look for the colored globe. It has been a standing advertisement for the pharmacist for years and it is not probable that they will ever pass out of use.

Too much attention can not be paid to the proper lighting of the window. Where a town is large enough to afford electricity the incandescent light is the steadiest and best, but where electricity can not be obtained, the druggist will have to content himself with gas or kerosene. Footlights at the front of the window furnish a good illumination, particularly if provided with reflectors, and besides the light is soft and not too glaring.

The window dresser should have some artistic taste as well as good, practical business ideas of the goods he is displaying. Too much artistic arrangement without an eye to the business side, is just as bad as the reverse. The former may attract those interested in harmony of colors and artistic arrangement, but some thought should be given to the sale of your goods as well. Do not take it for granted that people know everything about your goods, but when making your display let your placards tell of some of their good points or many advantages.

In a store where there are several clerks employed there is generally one, whose talent lies more in the direction of window dressing than any of the others. By testing the skill of each you can find out where the proficiency is, and then let the one who exhibits the most originality have full charge of this part

of the store duties and give him every encouragement. A slight increase in salary would stimulate him on to a better interest in his work.

Window displays should be changed frequently, not only for the sake of variety but very many goods such as perfumes, mineral waters, stationery, etc., are seriously affected by the action of the light, and are made to appear old or shop-worn. It is not as necessary in a small town to change them as often as in the city, but even then they should be replaced by other goods once a week. Keep your windows moving. An idle window denotes something of the characteristics of your business, at least the public are prone to think so. The small store may not possess the advantage of the large one in carrying as much stock, but it is not always the amount of material at hand to work with, the art lies in the novelty of ideas applied to what you have.

We know of one druggist who had a jar in his window filled with quinine pills, and offered a prize to anyone guessing the nearest number of pills contained in the jar. He made the contest open and free to all, and it was not compulsory to make a purchase in order to be allowed to guess. This advertisement had its effect and more than many times paid for the outlay. We quote another instance of a druggist in New York City who is displaying a Morris chair with a gross of ten cent soap. To each purchaser of a cake of this soap he gives a coupon bearing a number. One of these numbers is duplicated, and the fortunate one drawing the duplicate number is entitled to the chair. The entire gross of soap may not aggregate the cost of the chair, but it is an advertising scheme that brings customers into his store and induces them to make other purchases. The idea is to get people into your place of business and then impress them so indelibly by your courteous treatment that it will be a pleasure for them to return.

New customers are the ones you are trying to make, and let your business have an air of congeniality about it that will speak a welcome to every one that comes in contact with you. Manufacturers are always anxious to increase the sales of their goods and will willingly furnish a druggist with very attractive window displays if they will only make application for them. Sometimes stores situated on the prominent thoroughfares of a city, make their windows profitable by charging a certain sum for the use of them in advertising manufacturers' goods. Some druggists charge as high as twenty-five dollars a week for their window space. Do not be satisfied with simply filling your windows full of goods; they are too valuable for that. As everybody passing your way is bound to see them, try to make them more profitable each week by constantly experimenting to get better effects.

H. H. WYER.

### Unique Cologne.

Oil patchouli.....	1 1/2 drs.
Oil sandalwood.....	1 1/2 drs.
Oil lavender.....	6 drs.
Oil bergamot.....	1 1/2 drs.
Oil thyme.....	4 drs.
Oil cloves.....	4 drs.
Oil neroli.....	1 1/2 drs.
Oil rose geranium.....	4 drs.
Tinct. orris.....	6 ozs.
Tinct. musk.....	4 ozs.
Tinct. civet.....	3 ozs.
Deod. alcohol to make 2 gallons.	

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

### Tattooed Blushes.

One of the most daring feats in tattooing, an attempt to produce on the cheeks of a woman an all-the-year-around delicate pink complexion, was the recent suggestion of an American lady who was tired of constantly rouging her cheeks. One can well imagine the kill required for so delicate an operation, as a single mark either in the wrong spot or put too heavily into the skin would have meant disfigurement for life; but the experiment made by a London tattooist was successful, and the fair American left his studio bearing the freshest and daintiest of complexions, warranted not to wash off or fade, and one that would last her to the end of her days.

The news of this great discovery spread rapidly, for it is an open secret that such artists have since treated many society ladies who are anxious for complexions that will endure under all conditions. Most people have an idea that tattooing is very painful during the operation, and also in the after effect. The slight pricking of the new elastic needle is said to give but little irritation for a few hours, and that even the most delicate ladies make no complaint.

### The Drug Market.

Opium—Is unchanged, although firm in the primary markets.

Morphine—Is steady.

Quinine—There has been a reaction. Powers & Wightman advise an advance of 2c per oz. Other manufacturers will no doubt follow.

Alcohol, Grain—Advanced 2c per gallon last week. It is very firm.

Balm Gilead Buds—Are scarce and have advanced.

Menthol—The market is very firm and lower prices are not looked for.

Balsam Fir, Canada—Is unsettled and it is stated that stock will be large this year and lower prices will probably rule.

Juniper Berries—Continue very firm and there are no prospects for lower prices for two or three months.

Oil Peppermint—Is very firm and advancing.

Oil Cloves—Is firm on account of higher prices for spice.

Oil Cassia—Continues to advance.

Short Buchu Leaves—Are very scarce and steadily advancing.

Senega Root—Has again advanced and is tending higher.

Linseed Oil—Is unsettled. Prices are largely nominal.

### Sulphur Cream For Dandruff.

Dr. Geo. T. Jackson says the following will make an elegant sulphur ointment, which he uses extensively in the treatment of dandruff:

White wax.....	3 1/2 drs.
Oil petrolati.....	2 1/2 ozs.
Rose water.....	1 oz.
Sod. bicarbonate.....	15 grs.
Precipitated sulphur.....	3 1/2 drs.

This is an elegant, smooth, white

preparation without sulphur odor. It keeps perfectly, does not separate, and is as perfect an ointment as can be. Dr. Jackson has tried on his scalp all sorts of lotions in the treatment of seborrheal dermatitis, and invariably comes back to the sulphur cream with pleasure and profit. Used once or twice a week it keeps the scalp comfortable, does not make the hair too greasy, when properly applied, and checks the dandruff.

Give a man an inch and he wants a tumbler full.

### EAT WHAT YOU LIKE

A GUARANTEED CURE—That is the way Hickerson Dyspepsia Tablets are sold. They will positively cure and relieve all forms of stomach trouble. 25 days' treatment in each box for \$1. Sent to any address. Don't wait, but get a box.

HICKERSON MEDICINE CO.,  
 Warren, Ind.

### FRED BRUNDAGE

wholesale

### Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

## REMEMBER

We carry a complete line of

### School Supplies, Stationery, Wrapping Paper and Fancy Goods

and will be pleased to receive your order.

G. R. STATIONERY CO.  
 29 N. Ionia St. Grand Rapids, Mich.

### A. C. McClurg & Co.

CHICAGO

will display their

## Holiday

lines at

DETROIT

Cadillac Hotel

From Sept. 7th to Sept. 19th

### GRAND RAPIDS

Kortlander Block  
 146 Fulton St.

Sept. 29th to Oct. 15th

T. J. Humble, Agent

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

## WHOLESALE DRUG PRICE CURRENT

Advanced—Elm Bark, Juniper Berries, Senega Root.  
Declined—Ipecac Root, Cocoa Butter.

<b>Acidum</b>		<b>Conium Mac.</b>	80¢ 90	<b>Sedlitz Mixture</b>	20¢ 22	<b>Linseed, pure raw</b>	54 57
Aceticum. \$	60¢ 8	Copalba.	1 15¢ 1 25	Tolutan.	20¢ 22	Linseed, boiled.	55 58
Benzoleum, German.	70¢ 75	Cubebe.	1 30¢ 1 35	Prunus virg.	20¢ 22	Neatsfoot, winter str.	65 80
Boracae.	24¢ 27	Exechthitos.	1 50¢ 1 60			Spirits Turpentine.	53 54
Citricum.	43¢ 45	Erigeron.	2 00¢ 2 10	<b>Tinctures</b>			
Citricum.	24¢ 29	Gaultheria.	2 00¢ 2 10	Aconitum Napellis R	60		
Hydrochlor.	30¢ 35	Geranium, ounce.	1 50¢ 2 00	Aconitum Napellis F	50		
Nitroceum.	12¢ 14	Gossypii, Sem. gal.	50¢ 60	Aloes.	50		
Oxalicum.	12¢ 14	Hedeoma.	1 50¢ 1 55	Aloes and Myrrh.	50		
Phosphorium, dil.	50¢ 53	Junipera.	2 00¢ 2 10	Arnica.	50		
Salicylicum.	1 1/2 1 20	Lavendula.	2 00¢ 2 10	Assafetida.	50		
Sulphuricum.	1 10¢ 1 20	Limonia.	2 75¢ 3 00	Atrope Belladonna.	50		
Tartaricum.	38¢ 40	Mentha Piper.	2 00¢ 2 10	Aurant Cortex.	50		
		Mentha Verid.	2 00¢ 2 10	Benzoin.	50		
<b>Ammonia</b>		Morruha, gal.	2 00¢ 2 10	Benzoin Co.	50		
Aqua, 16 deg.	40¢ 6	Myrica.	4 00¢ 4 50	Barosma.	50		
Aqua, 20 deg.	60¢ 8	Olive.	75¢ 3 00	Cantharides.	50		
Carbonas.	13¢ 15	Picls Liquida.	10¢ 12	Capitum.	50		
Chloridum.	12¢ 14	Picls Liquida, gal.	10¢ 12	Cardamon.	50		
		Ricin.	9¢ 98	Cardamon Co.	50		
<b>Aniline</b>		Rosmarini.	1 00 1 00	Castor.	1 00 1 00		
Black.	2 00¢ 2 25	Sabina.	90¢ 1 00	Catechu.	50		
Brown.	45¢ 50	Santal.	2 75¢ 3 00	Cinchona.	50		
Red.	2 50¢ 3 00	Sassafras.	55¢ 60	Cinchona Co.	50		
Yellow.	2 50¢ 3 00	Sinapis, ess. ounce.	1 50¢ 1 60	Columba.	50		
		Tigill.	40¢ 50	Cubebe.	50		
<b>Bacca</b>		Thyme, opt.	1 50¢ 1 60	Cassia Acutifol.	50		
Cubebe. po. 25	22¢ 24	Theobromas.	15¢ 20	Cassia Acutifol Co.	50		
Juniperus.	80¢ 9			Digitalis.	50		
Xanthoxylum.	1 50¢ 1 60			Ergot.	50		
				Ferri Chloridum.	35		
<b>Balsamum</b>				Gentian.	50		
Copalba.	50¢ 55	<b>Radix</b>		Gentian Co.	50		
Peru.	60¢ 65	Aconitum.	20¢ 25	Gulaca.	50		
Terabin, Canada.	45¢ 50	Althae.	30¢ 35	Gulaca ammon.	50		
Tolutan.	45¢ 50	Anchusa.	10¢ 12	Hyoscyamus.	50		
		Arum po.	25 25	Iodine.	75 75		
<b>Cortex</b>		Calamus.	20¢ 40	Iodine, colorless.	75 75		
Abies, Canadian.	18 18	Gentiana, po. 15	12¢ 15	Kino.	50 50		
Cassia.	12 12	Glycerhiza, pv. 15	16¢ 18	Lobelia.	50 50		
Cinchona Flava.	18 18	Hydrastis Canaden.	75 75	Myrrh.	50 50		
Eunymus atropurp.	30 30	Hydrastis Canad.	80 80	Nux Vomica.	50 50		
Myrica Cerifera, po.	20 20	Isula, po.	12¢ 15	Opil.	75 75		
Prunus Virginica, po.	12 12	Ipecac, po.	2 75¢ 2 80	Opil, comphorated.	1 50 1 50		
Quillaja, gr'd.	12 12	Iris plox. po. 35¢ 38	35¢ 40	Opil, deodorized.	50 50		
Sassafras. po. 15	12	Jalapa, pr.	25¢ 30	Quassia.	50 50		
Ulmus. po. 18, gr'd	25 25	Maranta.	25¢ 30	Rhatany.	50 50		
		Podophyllum, po.	22¢ 25	Rhel.	50 50		
<b>Extractum</b>		Rhel.	75¢ 1 00	Sanguinaria.	50 50		
Glycerhiza Glabra.	24¢ 25	Rhel, cv.	1 25 1 25	Serpentaria.	50 50		
Glycerhiza, po.	28¢ 30	Rhel, pv.	75¢ 1 35	Stromonium.	50 50		
Haematox, 15 lb. box	11¢ 12	Spigelia.	35¢ 38	Tolutan.	50 50		
Haematox, 18.	13¢ 14	Sanguinaria, po. 15	50¢ 55	Valerian.	50 50		
Haematox, 1/4s.	14¢ 15	Serpentaria.	50¢ 55	Veratrum Veride.	50 50		
Haematox, 1/4s.	16¢ 17	Senega.	80¢ 85	Zingiber.	20 20		
		Smilax, officinalis H.	40 40				
<b>Ferru</b>		Smilax, M.	25 25	<b>Miscellaneous</b>			
Carbonate Precip.	15 15	Sellae.	10¢ 12	Aether, Spts. Nit. 2 F	30¢ 35		
Citrate and Quina.	2 25 25	Sellae, po. 35	10¢ 12	Aether, Spts. Nit. 4 F	34¢ 38		
Citrate Soluble.	40 40	Symplocarpus, Foetidus, po.	25 25	Alumen.	24¢ 30		
Ferrocyanidum Sol.	15 15	Valeriana, Eng. po. 30	15¢ 20	Alumen, gro'd. po. 7	30¢ 40		
Solut. Chloride.	2 2	Valeriana, German.	15¢ 20	Annatto.	40¢ 50		
Sulphate, com'l. by bbl, per cwt.	80 80	Zingiber a.	14¢ 16	Antimoni, po.	40¢ 50		
Sulphate, pure.	7 7	Zingiber j.	25¢ 27	Antimoni et Potass T	40¢ 50		
				Antipyrin.	25 25		
<b>Flora</b>				Antifebrin.	25 25		
Arnica.	15¢ 18	<b>Semen</b>		Argent Nitras, oz.	46 46		
Anthemis.	22¢ 25	Anisum. po. 18	13¢ 15	Arsenicum.	10¢ 12		
Matricaria.	30¢ 35	Apium (gravelions).	40 6	Balm Gilead Buds.	45¢ 50		
		Bird, is.	10¢ 11	Bismuth S. N.	1 65¢ 1 70		
<b>Folia</b>		Carul. po. 15	10¢ 11	Calcium Chlor., 1s.	9 9		
Barosma.	35¢ 40	Cardamon.	1 25¢ 1 75	Calcium Chlor., 1/4s.	12 12		
Cassia Acutifol. Tinnevely.	20¢ 25	Cardamon.	80¢ 10	Cantharides, Rus. po	20 20		
Cassia, Acutifol. Alx.	25¢ 30	Coriandru.	5¢ 6	Capitel Fructus, af.	15 15		
Salvia officinalis, 1/4s and 1/2s.	12¢ 20	Cannabis Sativa.	5¢ 6	Capitel Fructus, po.	15 15		
Uva Ursi.	8¢ 10	Cydonium.	75¢ 1 00	Capitel Fructus B. po.	12¢ 14		
		Chenopodium.	15¢ 16	Caryophyllus. po. 15	30¢ 35		
<b>Gummi</b>		Dipterix Odorata.	1 00¢ 1 10	Carmine, No. 40.	55¢ 60		
Acacia, 1st picked.	6¢ 65	Foeniculum.	10 10	Cera Alba.	40¢ 42		
Acacia, 2d picked.	6¢ 65	Foenugreek, po.	7¢ 9	Cera Flava.	40¢ 42		
Acacia, 3d picked.	6¢ 65	Lini.	4 6	Coccus.	40 40		
Acacia, sifted sorts.	6¢ 65	Lini, gr'd. bbl. 4	4 6	Coccul Fructus.	35 35		
Aloe, Barb. po. 18¢ 20	45¢ 65	Lobelia.	1 50¢ 1 50	Centraria.	10 10		
Aloe, Cape. po. 15.	6¢ 12	Pharlaris Canarian.	5 6	Cetaceum.	45 45		
Aloe, Socotri. po. 40	6¢ 30	Rapana.	5 6	Chloroform.	50¢ 60		
Ammoniac.	55¢ 60	Sinapis Alba.	9¢ 10	Chloroform, squibbs	1 10 1 10		
Assafetida. po. 40	25¢ 40	Sinapis Nigra.	11¢ 12	Chloral Hyd Crst.	1 35¢ 1 60		
Benzoinum.	50¢ 55			Chondrus.	20¢ 25		
Catechu, 18.	6¢ 14	<b>Spiritus</b>		Cinchonidine, P. & W	38¢ 48		
Catechu, 1/4s.	6¢ 14	Frument, W. D. Co.	2 00¢ 2 50	Cinchonidine, Germ.	38¢ 48		
Catechu, 1/4s.	6¢ 14	Frument, D. F. R.	2 00¢ 2 25	Cocaine.	4 05¢ 4 25		
Camphora.	64¢ 69	Frument.	1 25¢ 1 50	Corks, list, dis. pr. ct.	75 75		
Euphorbium. po. 35	40 40	Juniperis Co. O. T.	1 65¢ 2 00	Creta, prep.	2 2		
Galbanum.	1 00 1 00	Juniperis Co.	1 75¢ 3 50	Creta, precip.	9¢ 11		
Gamboge.	80¢ 85	Saacharum N. E.	1 90¢ 2 10	Creta, Tubra.	8 8		
Guaiaacum. po. 35	75 75	Spt. Vini Galii.	1 75¢ 6 50	Crocus.	20 25		
Kino. po. \$9.75	75 75	Vini Oport.	1 25¢ 2 00	Cudbear.	24 24		
Mastic.	60 60	Vini Alba.	1 25¢ 2 00	Cupri Sulph.	64¢ 80		
Myrrh.	40 40			Dextrine.	70 10		
Opil. po. 4.10¢ 4.30	3 00¢ 3 10	<b>Syrups</b>		Ether Sulph.	70¢ 92		
Shellac.	35¢ 45	Acacia.	50 50	Emery, all numbe.s.	8 8		
Shellac, bleached.	40¢ 45	Auranti Cortex.	50 50	Emery, po.	8 8		
Tragacanth.	70¢ 1 00	Zingiber.	50 50	Ergota. po. 90	85¢ 90		
		Ipecac.	50 50	Flake White.	12¢ 15		
<b>Herba</b>		Ferri Iod.	50 50	Galla.	23 23		
Absinthium. oz. pkg	25 25	Rhel Arom.	50 50	Gambler.	8¢ 9		
Eupatorium. oz. pkg	25 25	Smilax Officinalis.	50 50	Gelatn, Cooper.	60 60		
Lobelia. oz. pkg	25 25	Senega.	50 50	Gelatn, French.	35¢ 60		
Majorum. oz. pkg	25 25	Sellae.	50 50	Glassware, flint, box	75 5		
Mentha Pip. oz. pkg	25 25			Less than box.	70 70		
Mentha Vir. oz. pkg	25 25			Glue, brown.	11¢ 13		
Rue. oz. pkg	25 25			Glue, white.	15¢ 25		
Tanacetum V. oz. pkg	25 25			Glycerina.	17¢ 25		
Thymus, V. oz. pkg	25 25			Grana Paradisi.	25 25		
				Humulus.	25¢ 55		
<b>Magnesia</b>				Hydrarg Chlor Mite	1 00 1 00		
Calcined, Pat.	55¢ 60			Hydrarg Chlor Cor.	90 90		
Carbonate, Pat.	18¢ 20			Hydrarg Ox Rub'm	1 10 1 10		
Carbonate, K. & M.	18¢ 20			Hydrarg Ammonlati	1 20 1 20		
Carbonate, Jennings	18¢ 20			Hydrarg Unguentum	50¢ 60		
				Hydrargyrum.	60 60		
<b>Oleum</b>				Ichthyobolia, Am.	65¢ 70		
Absinthium.	7 00¢ 7 20			Indigo.	75¢ 1 00		
Amygdale, Dulc.	60¢ 60			Iodine, Resubl.	3 40¢ 3 60		
Amygdale, Amarae.	8 00¢ 8 25			Iodoform.	3 60¢ 3 85		
Anisi.	1 60¢ 1 65			Lupulin.	50 50		
Auranti Cortex.	2 10¢ 2 20			Lycopodium.	65¢ 70		
Bergamit.	2 50¢ 2 65			Macle.	65¢ 75		
Cajuputi.	80¢ 85			Liquor Arsen et Hydrarg Iod.	25 25		
Caryophylli.	75¢ 80			Liquor Potass Arsenit	10¢ 12		
Cedar.	80¢ 85			Magnesia, Sulph.	22 3		
Chenopadi.	2 75 2 75			Magnesia, Sulph, bbl	1 1/2 1 1/2		
Cinnamoni.	1 00¢ 1 10			Manna, S. F.	50¢ 60		
Citronella.	35¢ 40						

## 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

Some Sugars  
Pearl Barley  
Carpet Tacks  
Cocoanut

## DECLINED

Teal Hominy  
Compound Lard  
Sun Lamp Burners

Index to Markets  
By Columns

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

## 1

AXLE GREASE		doz.	gross
Aurora.....	.....	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.....	75	9 00	
Paragon.....	55	6 00	
<b>BAKING POWDER</b>			
Egg			
1/4 lb. cans, 4 doz. case.....	3 75		
1/2 lb. cans, 2 doz. case.....	3 75		
1 lb. cans, 1 doz. case.....	3 75		
5 lb. cans, 1/2 doz. case.....	8 00		
<b>JAXON</b>			
Royal			
10c size.....	95		
1/4 lb. cans 1.....	1 30		
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		
<b>BATH BRICK</b>			
American.....	70		
English.....	80		
<b>BLUING</b>			
Arctic, 4 oz. ovals, per gross	4 00		
Arctic, 8 oz. ovals, per gross	6 00		
Arctic 16 oz. round per gross	9 00		
Small size, per doz.....	40		
Large size, per doz.....	75		
<b>BREAKFAST FOOD</b>			
<b>CERA NUT FLAKES</b>			
Cases, 36 packages.....	4 50		
Five case lots.....	4 40		
<b>BROOMS</b>			
No. 1 Carpet.....	2 70		
No. 2 Carpet.....	2 25		
No. 3 Carpet.....	2 15		
No. 4 Carpet.....	1 75		
Parlor Gem.....	2 40		
Common Whisk.....	2 40		
Fancy Whisk.....	1 10		
Warehouse.....	3 60		
<b>BRUSHES</b>			
Scrub			
Solid Back, 8 in.....	45		
Solid Back, 11 in.....	95		
Pointed Ends.....	85		
<b>Shoe</b>			
No. 8.....	1 00		
No. 7.....	1 30		
No. 6.....	1 70		
No. 5.....	1 90		
<b>Stove</b>			
No. 3.....	75		
No. 2.....	1 10		
No. 1.....	1 75		
<b>BUTTER COLOR</b>			
W. R. & Co.'s, 15c size.....	1 25		
W. R. & Co.'s, 25c size.....	2 00		

## 2

Electric Light, 8s.....	12
Electric Light, 16s.....	12 1/2
Paraffine, 6s.....	10 1/2
Paraffine, 12s.....	11
Wickless.....	17
<b>CANNED GOODS</b>	
<b>Apples</b>	
3 lb. Standards.....	1 10
Gallons, standards.....	3 35
<b>Blackberries</b>	
Standards.....	80
<b>Beans</b>	
Baked.....	1 00@1 30
Red Kidney.....	75@ 85
String.....	70
Wax.....	75
<b>Blueberries</b>	
Standard.....	90
<b>Brook Trout</b>	
2 lb. cans, Spiced.....	1 90
<b>Clams</b>	
Little Neck, 1 lb.....	1 00
Little Neck, 2 lb.....	1 50
<b>Clam Bouillon</b>	
Burnham's, 1/2 pint.....	1 92
Burnham's, pints.....	3 60
Burnham's, quarts.....	7 20
<b>Cherries</b>	
Red Standards.....	
White.....	
<b>Corn</b>	
Fair.....	80
Good.....	85
Fancy.....	1 00
<b>French Peas</b>	
Sur Extra Fine.....	22
Extra Fine.....	19
Fine.....	15
Moyen.....	11
<b>Gooseberries</b>	
Standard.....	90
<b>Hominy</b>	
Standard.....	85
<b>Lobster</b>	
Star, 1/4 lb.....	2 15
Star, 1 lb.....	3 60
Picnic Tails.....	2 40
<b>Mackerel</b>	
Mustard, 1 lb.....	1 75
Mustard, 2 lb.....	2 80
Soused, 1 lb.....	1 75
Soused, 2 lb.....	2 80
Tomato, 1 lb.....	1 75
Tomato, 2 lb.....	2 80
<b>Mushrooms</b>	
Hotels.....	18@25
Buttons.....	22@25
<b>Oysters</b>	
Cove, 1 lb.....	85
Cove, 2 lb.....	1 55
Cove, 1 lb Oval.....	95
<b>Peaches</b>	
Pie.....	85@ 90
Yellow.....	1 65@1 85
<b>Pears</b>	
Standard.....	1 00
Fancy.....	1 25
<b>Peas</b>	
Marrowfat.....	1 00
Early June.....	1 00
Early June Sifted.....	1 60
<b>Plums</b>	
Plums.....	85
<b>Pineapple</b>	
Grated.....	1 25@2 75
Sliced.....	1 35@2 55
<b>Pumpkin</b>	
Fair.....	70
Good.....	70
Fancy.....	70
<b>Raspberries</b>	
Standard.....	1 15
<b>Russian Caviar</b>	
1/4 lb. cans.....	3 75
1/2 lb. cans.....	7 00
1 lb. can.....	12 00
<b>Salmon</b>	
Columbia River, tails.....	@1 85
Columbia River, flats.....	@1 80
Red Alaska.....	@1 80
Pink Alaska.....	@ 90
<b>Shrimps</b>	
Standard.....	1 40
<b>Sardines</b>	
Domestic, 1/4s.....	3 1/2
Domestic, 1/2s.....	6
Domestic, Mustard.....	11@14
California, 1/4s.....	17@24
French, 1/4s.....	7@14
French, 1/2s.....	18@28
<b>Strawberries</b>	
Standard.....	1 10
Fancy.....	1 40

## 3

Fair.....	Succotash.....	95
Good.....		1 00
Fancy.....		1 10
Fair.....	Tomatoes.....	1 10
Good.....		1 15
Fancy.....		1 20
Gallons.....		3 00
CARBON OILS		
Barrels		
Eocene.....		@ 11
Perfection.....		@ 10
Diamond White.....		@ 9 1/2
D. S. Gasoline.....		@ 14 1/2
Deodorized Naptha.....		@ 12
Cylinder.....		29 @ 34
Engine.....		16 @ 22
Black, winter.....		9 @ 10 1/2
CATSUP		
Columbia, pints.....		2 00
Columbia, 1/4 pints.....		1 25
CHEESE		
Acmé.....		@ 11 1/2
Amboy.....		@ 12
Carson City.....		@ 11 1/2
Elsie.....		@ 11 1/2
Emblem.....		@ 12 1/2
Gem.....		@ 12 1/2
Gold Medal.....		@ 11 1/2
Ideal.....		@ 11 1/2
Jersey.....		@ 12
Riverside.....		@ 12
Brick.....		14 @ 15
Edam.....		@ 20
Lelden.....		@ 17
Limbarger.....		50 @ 75
Pineapple.....		13 @ 14
Sap Sago.....		19 @ 20
CHEWING GUM		
American Flag Spruce.....		55
Beeman's Pepsin.....		60
Black Jack.....		55
Largest Gum Made.....		60
Sen Sen.....		55
Sen Sen Breath Perfume.....		1 00
Sugar Loaf.....		55
Yucatan.....		55
CHICORY		
Bulk.....		5
Red.....		7
Eagle.....		4
Frank's.....		7
Schener's.....		6
CHOCOLATE		
Walter Baker & Co.'s.		
German Sweet.....		23
Premium.....		31
Breakfast Cocoa.....		46
Runkel Bros.		
Vienna Sweet.....		21
Vanilla.....		28
Premium.....		31
CLOTHES LINES		
Sisal		
60 ft. 3 thread, extra.....		1 00
72 ft. 3 thread, extra.....		1 10
90 ft. 3 thread, extra.....		1 20
60 ft. 6 thread, extra.....		1 29
72 ft. 6 thread, extra.....		1 39
Jute		
60 ft.....		75
72 ft.....		90
90 ft.....		1 05
120 ft.....		1 50
Cotton Victor		
50 ft.....		80
60 ft.....		95
70 ft.....		1 10
Cotton Windsor		
50 ft.....		1 20
60 ft.....		1 40
70 ft.....		1 65
80 ft.....		1 85
Cotton Braided		
40 ft.....		55
50 ft.....		70
70 ft.....		80
Galvanized Wire		
No. 20, each 100 ft long.....		1 90
No. 19, each 100 ft long.....		2 10
COCOA		
Cleveland.....		41
Colonial, 1/4s.....		35
Colonial, 1/2s.....		33
Eppe's.....		42
Huyler.....		45
Van Houten, 1/4s.....		12
Van Houten, 1/2s.....		20
Van Houten, 1s.....		40
Webb.....		30
Wilbur, 1/4s.....		41
Wilbur, 1/2s.....		42
COCOANUT		
Dunham's 1/4s.....		26 1/2
Dunham's 1/2s and 1s.....		28
Dunham's 1s.....		27
Dunham's 1 1/2s.....		28
Bulk.....		13
COCOA SHELLS		
20 lb. bags.....		2 1/2
Less quantity.....		3
Pound packages.....		4
COFFEE		
Roasted		
F. M. C. brands		
Mandehling.....		30 1/2
Purity.....		28
No 1 Hotel.....		28
Monogram.....		26
Special Hotel.....		23
Parkerhouse.....		21
Honolulu.....		17
Fancy Maracaibo.....		16
Maracaibo.....		13
Porto Rican.....		15

## 4

Dwinell-Wright Co.'s Brands

White House, 1 lb. cans.....	8 1/2
White House, 2 lb. cans.....	9 1/2
Excelstor, M. & J. 1 lb. cans.....	8
Excelstor, M. & J. 2 lb. cans.....	8
Tip Top, M. & J., 1 lb. cans.....	8
Royal Java.....	8
Royal Java and Mocha.....	8
Java and Mocha Blend.....	8
Boston Combination.....	26
Ja-Vo Blend.....	26
Ja-Mo-Ka Blend.....	26
Distributed by Olney & Judson.....	
Gro. Co., Grand Rapids, C. E.....	
llott & Co., Detroit, B. Deser.....	
berg & Co., Kalamazoo, Symon.....	
Bros. & Co., Saginaw, Jackson.....	
Grocer Co., Jackson, Melsel &.....	
Goeschel, Bay City, Fielbach.....	
Co., Toledo.....	

Telfer Coffee Co. brands	
No. 9.....	8 1/2
No. 10.....	9 1/2
No. 12.....	12
No. 14.....	14
No. 16.....	16
No. 18.....	18
No. 20.....	20
No. 22.....	22
No. 24.....	24
No. 26.....	26
No. 28.....	28
Belle Isle.....	20
Red Cross.....	24
Colonial.....	26
Juvu.....	28
Koran.....	14

Delivered in 100 lb. lots.

#### Rio

Common.....	8
Fair.....	9
Choice.....	10
Fancy.....	15

#### Santos

Common.....	8
Fair.....	9
Choice.....	10
Fancy.....	13
Peaberry.....	11

#### Maracaibo

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

#### Mexican

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

#### Guatemala

Choice.....	13
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#### Java

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

#### Mocha

Arablan.....	21
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#### Package

Arbuckle.....	10 1/2
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New York Basis.

Dilworth.....	10 1/2
Jersey.....	10 1/2
Lion.....	10

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

#### Extract

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

#### CONDENSED MILK

4 doz in case.

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

#### CRACKERS

National Biscuit Co.'s brands

#### Butter

Seymour.....	6 1/2
New York.....	6 1/2
Family.....	6 1/2
Salted.....	6 1/2
Wolverine.....	7

## 5

Soda XXX.....	7
Soda, City.....	8
Long Island Wafers.....	13
Zephyrette.....	13
Oyster	
Faust.....	7 1/2
Farina.....	7
Extra Farina.....	7 1/2
Saltine Oyster.....	7
Sweet Goods-Boxes	
Animals.....	10
Assorted Cake.....	10
Belle Rose.....	8
Bent's Water.....	16
Cinnamon Bar.....	9
Coffee Cake, Iced.....	10
Coffee Cake, Java.....	10
Cocoanut Macaroons.....	18
Cocoanut Taffy.....	10
Cracknells.....	16
Creams, Iced.....	8
Graham, Crisp.....	10 1/2
Cubans.....	11 1/2
Currant Fruit.....	12
Frosted Honey.....	12
Frosted Cream.....	9
Ginger Gems, 1/2 doz sm'll.....	8
Ginger Snaps, N. B. C.....	6 1/2
Gladiator.....	10 1/2
Grandma Cakes.....	9
Graham Crackers.....	8
Graham Wafers.....	12
Grand Rapids Tea.....	16
Honey Fingers.....	12
Iced Honey Crumpets.....	10
Imperial.....	8
Jumbles, Honey.....	12
Lady Fingers.....	12
Lemon Snaps.....	12
Lemon Wafers.....	16
Marshmallow.....	16
Marshmallow Creams.....	16
Marshmallow Walnuts.....	16
Mary Ann.....	8
Mixed Picnic.....	11 1/2
Milk Biscuit.....	7 1/2
Molasses Cake.....	8
Molasses Bar.....	9
Moss Jelly Bar.....	12 1/2
Newton.....	12
Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	9
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/2
Pretzelettes, hand made.....	8 1/2
Pretzels, hand made.....	8 1/2
Scotch Cookies.....	9
Sears' Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Cream, XXX.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crimp.....	8
E. J. Kruee & Co.'s baked good	
Standard Crackers.....	
Blue Ribbon Squares.....	
Write for complete price list	
with interesting discounts.	
CREAM TARTAR	
5 and 10 lb. wooden boxes.....	30
Bulk in sacks.....	29
DRIED FRUITS	
Apples	
Sundried.....	25
Evaporated, 50 lb. boxes.....	@ 9
California Prunes	
100-120 25 lb. boxes.....	@ 4
90-100 25 lb. boxes.....	@ 4 1/2
80-90 25 lb. boxes.....	@ 5 1/2
70-80 25 lb. boxes.....	@ 5 1/2
60-70 25 lb. boxes.....	@ 6 1/2
50-60 25 lb. boxes.....	@ 7 1/2
40-50 25 lb. boxes.....	@ 8 1/2
30-40 25 lb. boxes.....	9
1/2 cent less in 50 lb. cases	
California Fruits	
Apricots.....	@ 11 1/2
Blackberries.....	
Nectarines.....	8 1/2
Peaches.....	@ 9 1/2
Pears.....	9 1/2
Pitted Cherries.....	
Prunnelles.....	
Raspberries.....	
Citron	
Leghorn.....	11
Corsican.....	12 1/2
Currants	
California, 1 lb. package.....	
Imported, 1 lb. package.....	7
Imported, bulk.....	6 1/2
Peel	
Citron American 19 lb. bx.....	13
Lemon American 10 lb. bx.....	13
Orange American 10 lb. bx.....	13
Raisins	
London Layers 2 Crown.....	1 75
London Layers 3 Crown.....	1 90
Cluster 4 Crown.....	
Loose Muscats 2 Crown.....	7 1/2
Loose Muscats 3 Crown.....	7 3/4
Loose Muscats 4 Crown.....	8 1/4
L. M., Seeded, 1 lb.....	9 1/2 @ 10
L. M., Seeded, 1/2 lb.....	8
Sultanas, bulk.....	11
Sultanas, package.....	11 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima.....	5 1/2
Medium Hand Picked.....	1 80
Brown Holland.....	2 25
Farina	
24 1 lb. packages.....	1 13
Bulk, per 100 lbs.....	2 80
Flour	
Flake, 50 lb. sack.....	90
Pearl, 100 lb. bbl.....	5 00
Pearl, 200 lb. sack.....	2 50
Maccaroni and Vermicelli	
Domestic, 10 lb. box.....	60

## 11

<b>Common Corn</b>	
20 1-lb. packages.....	6
40 1-lb. packages.....	5¼
<b>SYRUPS</b>	
<b>Corn</b>	

Barrels.....	27
Half bbls.....	29
10 lb. cans, 1/2 doz. in case..	1 85
5 lb. cans, 1 doz. in case....	2 10
2 1/2 lb. cans, 2 doz. in case..	2 10

**Pure Cane**

Fair.....	18
Good.....	20
Choice.....	25

**STOVE POLISH**



No. 4, 3 doz in case, gross..	4 50
No. 6, 3 doz in case, gross..	7 20
<b>SUGAR</b>	
Domino .....	6 80
Cut Loaf.....	5 20

Crushed .....	5 20
Cubes .....	4 95
Powdered .....	4 80
Coarse Powdered .....	4 80
XXXX Powdered .....	4 85


Fls. Granulated.....	4 70
2 lb. bags Fine Gran.....	4 90
5 lb. bags Fine Gran.....	4 85
Mould A.....	5 05
Diamond A.....	4 70
Confectioner's A.....	4 50
No. 1, Columbia A.....	4 40
No. 2, Windsor A.....	4 35
No. 3, Ridgewood A.....	4 35
No. 4, Phoenix A.....	4 30

No. 5, Empire A .....	4 25
No. 6 .....	4 20
No. 7 .....	4 20
No. 8 .....	4 10
No. 9 .....	4 05
No. 10 .....	4 00
No. 11 .....	4 00

No. 12.....	3 95
No. 13.....	3 90
No. 14.....	3 80
No. 15.....	3 85
No. 16.....	3 80

**TABLE SAUCES**

**LEA & BERRING**



# PERRINS' SAUCE

The Original and Genuine  
Worcestershire.

Lea & Perrins', pints.....	5 00
Lea & Perrins', ½ pints....	2 75

Halford, large.....	3 75
Halford, small.....	2 25
<b>TEA</b>	
<b>Japan</b>	
Sundried, medium.....	31
Sundried, choice.....	33
Sundried, fancy.....	43
Regular, medium.....	31
Regular, choice.....	33

Regular, fancy.....	43
Basket-fired, medium.....	31
Basket-fired, choice.....	38
Basket-fired, fancy.....	43
Nibs.....	30
Siftings.....	18@21
Fannings.....	20@22
<b>Gunpowder</b>	
Moynne, medium.....	29
Moynne, choice.....	28

Moyné, choice.....	58
Moyné, fancy.....	53
Pingsuey, medium.....	28
Pingsuey, choice.....	£3
Pingsuey, fancy.....	43
<b>Young Hyson</b>	
Choice.....	30
Fancy.....	36
<b>Oolong</b>	

Formosa, fancy.....	42
Amoy, medium.....	25
Amoy, choice.....	32
<b>English Breakfast</b>	
Medium.....	27
Choice.....	34
Fancy.....	42
<b>India</b>	
Ceylon, choice.....	32

Fancy.. .....42

**TOBACCO**  
Cigars

H. & P. Drug Co.'s brands.

Fortune Teller..... 35 00  
Our Manager..... 35 00  
Quintette..... 35 00

G. J. Johnson Cigar Co.'s brand.

**S. C. W.**  
S. C. W. .... 85 00

Cigar Clippings, per lb.....	26
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## 12

Lubetsky Bros. brands	
B. L.	35 00
Daily Mail, 5c edition	35 00
Fine Cut	
Cadillac	54
Sweet Loma	33
Hiawatha, 5 lb. palls	76
Hiawatha, 10 lb. palls	54
Telegram	22
Pay Car	21
Prairie Rose	49
Protection	37
Sweet Burley	38
Tiger	38
Plug	
Red Cross	32
Palo	31
Kylo	34
Hiawatha	35
Battle Axe	35
American Eagle	32
Standard Navy	36
Spear Head, 16 oz.	41
Spear Head, 8 oz.	43
Nobby Twist	48
Jolly Tar	36
Old Honesty	42
Toddy	33
J. T.	36
Piper Hildick	41
Boot Jack	74
Honey Dip Twist	37
Black Standard	38
Cadillac	38
Forge	30
Nickel Twist	50
Smoking	
Sweet Core	34
Flat Car	37
Great Navy	34
Warpath	25
Bamboo, 16 oz.	24
I X L, 5 lb.	26
I X L, 16 oz. palls	30
Honey Dew	35
Gold Block	35
Flagman	38
Chips	32
Klin Dried	21
Duke's Mixture	37
Duke's Cameo	41
Myrtle Navy	39
Yum Yum, 1 1/2 oz.	38
Yum Yum, 1 lb. palls	35
Cream	35
Corn Cake, 2 1/2 oz.	22
Corn Cake, 1 lb.	20
Plow Boy, 1 1/2 oz.	37
Plow Boy, 3 1/2 oz.	38
Peerless, 3 1/2 oz.	32
Peerless, 1 1/2 oz.	34
Alr Brake	36
Cant Hook	30
Country Club	32-34
Forex-XXX	28
Good Indian	23
Silver Binder	30-32
Silver Foam	34
TWINE	
Cotton, 3 ply.	16
Cotton, 4 ply.	16
Jute, 2 ply.	12
Hemp, 6 ply.	12
Flax, medium	10
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 90
Pearline	2 75
Soapine	4 10
Babbitt's 1776	3 75
Roseline	3 50
Armour's	3 70
Nine O'clock	3 35
Wisdom	3 80
Securine	3 50
Rub-No-More	3 75
WICKING	
No. 0, per gross.	25
No. 1, per gross.	30
No. 2, per gross.	40
No. 3, per gross.	55
WOODENWARE	
Baskets	
Bushels	85
Bushels, wide band	1 15
Market	30
Splint, large	6 00
Splint, medium	5 00
Splint, small	4 00
Willow Clothes, large	5 50
Willow Clothes, medium	5 00
Willow Clothes, small	4 75
Bradley Butter Boxes	
2 lb. size, 24 in case	72
3 lb. size, 16 in case	68
5 lb. size, 12 in case	63
10 lb. size, 6 in case	60
Butter Plates	
No. 1 Oval, 250 in crate	40
No. 2 Oval, 250 in crate	45
No. 3 Oval, 250 in crate	50
No. 5 Oval, 250 in crate	60
Churns	
Barrel, 5 gals., each	2 40
Barrel, 10 gals., each	2 55
Barrel, 15 gals., each	2 70
Clothes Pins	
Round head, 5 gross box	50
Round head, cartons	75
Egg Crates	
Humpty Dumpty	2 25
No. 1, complete	29
No. 2, complete	18

## 13

Faucets	
Cork lined, 8 in.	65
Cork lined, 9 in.	75
Cork lined, 10 in.	85
Cedar, 8 in.	65
Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	75
No. 2 patent brush holder	85
12 lb. cotton mop heads	1 25
Ideal No. 7	90
Palls	
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 80
Ideal	1 50
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, tin, 5 holes	70
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 85
No. 3 Fibre	7 20
Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 25
Single Peerless	2 50
Northern Queen	2 50
Double Duplex	3 00
Good Luck	2 75
Universal	2 25
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
11 in. Butter	75
13 in. Butter	1 10
15 in. Butter	1 75
17 in. Butter	2 75
19 in. Butter	4 00
Assorted 13-15-17	1 75
Assorted 15-17-19	2 50
WRAPPING PAPER	
Common Straw	1 1/4
Fiber Manila, white	3 1/4
Fiber Manila, colored	4
No. 1 Manila, colored	4
Cream Manila	3
Butcher's Manila	2 1/4
Wax Butter, short count	13
Wax Butter, full count	20
Wax Butter, rolls	15
YEAST CAKE	
Magic, 3 doz.	1 00
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Cream, 3 doz.	1 00
Yeast Foam, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	50
FRESH FISH	
Per lb.	
White fish	10 1/2
Trout	9
Black Bass	10 1/2
Halibut	14
Ciscoes or Herring	5
Bluefish	11
Live Lobster	20
Bolled Lobster	22
Cod	10
Haddock	8
No. 1 Pickerel	8 1/4
File	7
Perch	7
Smoked White	11
Red Snapper	12
Col River Salmon	12 1/2
Mackerel	18
HIDES AND PELTS	
Hides	
Green No. 1	8
Green No. 2	7
Cured No. 1	9 1/2
Cured No. 2	8 1/2
Calfskins, green No. 1	9 1/2
Calfskins, green No. 2	8
Calfskins, cured No. 1	10 1/4
Calfskins, cured No. 2	9
Pelts	
Old Wool	50 1/2 1 60
Lamb	45 1/2 65
Shearlings	30 1/2 50
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	7
Standard Twist	8
Cut Leaf	9
Jumbo, 32 lb.	
Extra H. H.	7 1/4
Boston Cream	10 1/4
Beet Root	8

## 14

Mixed Candy	
Grocers	6
Competition	7
Special	7 1/2
Conserve	7 1/2
Royal	8 1/2
Ribbon	8
Broken	8
Cut Leaf	8 1/4
English Rock	8
Kindergarten	8
Bon Ton Cream	8 1/4
French Cream	9
Dandy Pan	10
Hand Made Cream	11 1/4
Crystal Cream mix	13
Fancy-In Pails	
Champ. Crys. Gums	8 1/2
Pony Hearts	15
Fairy Cream Squares	12
Fudge Squares	12
Peanut Squares	9
Sugared Peanuts	11
Salted Peanuts	10
Starlight Kisses	10
San Blas Goodies	12
Lozenges, plain	9
Lozenges, printed	10
Champion Chocolate	11
Eclipse Chocolates	11 1/4
Quintette Choc.	12
Gum Drops	12 1/2
Moss Drops	12
Lemon Sours	9
Imperial	9
Ital. Cream Opera	12
Ital. Cream Bonbons	12
20 lb. palls	11
Molasses Chews, 15	13
lb. palls	13
Molasses Waffles	12
Fancy-In 5 lb. Boxes	
Lemon Sours	2 50
Peppermint Drops	2 50
Chocolate Drops	2 50
H. M. Choc. Drops	2 50
H. M. Choc. Lt. and	2 50
Dk. No. 12	2 1 00
Gum Drops	2 35
Licorice Drops	2 75
Lozenges, plain	2 55
Lozenges, printed	2 60
Imperial	2 60
Motors	2 60
Cream Bar	2 55
Molasses Bar	2 55
Hand Made Creams	2 90
Cream Buttons, Pep.	2 65
and Wint.	2 65
String Rock	2 65
Wintergreen Berries	2 60
Caramels	
Clipper, 20 lb. palls	2 8 1/4
Perfection, 20 lb. pls	2 12 1/4
Amazon, Choc Coy'd	2 13
Korker 2 for 1c pr bx	2 55
Big 3, 3 for 1c pr bx	2 60
Dukes, 2 for 1c pr bx	2 60
Favorite, 4 for 1c, bx	2 60
AA Cream Car's 3 lb	2 50
FRUITS	
Oranges	
Florida Russett	2
Florida Bright	2
Fancy Navels	2
Extra Choice	2 50 2 6 00
Late Valencia	2
Seedlings	2
Medt. Sweets	2
Jamaicas	2
Rodl	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	3 50 2 4 50
Messinas 300s	3 50 2 4 50
Bananas	
Medium bunches	1 50 2 00
Large bunches	1 50 2 00
Foreign Dried Fruits	
Figs	
California, Fancy	2
Cal. pkg. 10 lb. boxes	2 1 00
Extra Choice, Turk.	2
10 lb. boxes	2
Fancy, Trkr., 12 lb.	2
boxes	2
Pulled, 6 lb. boxes	2
Naturals, in bags	2
Dates	
Fards in 10 lb. boxes	2 6 1/2
Fards in 60 lb. cases	5 2 5 1/2
lb. cases, new	2
Sals, 60 lb. cases	2
NUTS	
Almonds, Tarragona	2 15
Almonds, Ivica	2
Almonds, California,	15 2 16
soft shelled	10
Pilberts	2 13
Walnuts, Greenobles	2 13
Walnuts, soft shelled	12 1/2 2 13 1/2
California No. 1	2 13 1/2
Table Nuts, fancy	2 13 1/2
Pecans, Med	2 13
Pecans, Ex. Large	2 13
Pecans, Jumbos	2 14
Hickory Nuts per bu.	2
Ohio, new	2 3 50
Cocoanuts, full sacks	2
Chestrnuts, per bu	2
Peanuts	
Fancy, H. P. Suns.	5 1/2 6 1/4
Fancy, H. P. Suns	6 1/2 7 1/4
Roasted	6 1/2 7 1/4
Choice, H. P. Jumbo	9 1/4
Choice, H. P. Jumbo	9 1/4
Roasted	9 1/4
Span. Shld No. 1 n'w	6 2 7

## Hardware Price Current

Ammunition					Mattocks.....\$17 00..dls		65
Caps					Metals—Zinc		
G. D., full count, per m.....	40				800 pound casks.....	7 1/2	
Hicks' Waterproof, per m.....	50				Per pound.....	8	
Musket, per m.....	75				Miscellaneous		
Ely's Waterproof, per m.....	75				Bird Cages.....	40	
Cartridges					Pumps, Clsfern.....	75&10	
No. 22 short, per m.....	2 50				Screws, New List.....	85&20	
No. 22 long, per m.....	3 00				Casters, Bed and Plate.....	50&10&10	
No. 32 short, per m.....	5 00				Dampers, American.....	50	
No. 32 long, per m.....	5 75				Molasses Gates		
Primers					Stebbins' Pattern.....	60&10	
No. 2 U. M. C., boxes 250, per m.....	1 40				Enterprise, self-measuring.....	30	
No. 2 Winchester, boxes 250, per m.....	1 40				Pans		
Gun Wads					Fry, Acme.....	60&10&10	
Black edge, Nos. 11 and 12 U. M. C.....	60				Common, polished.....	70&5	
Black edge, Nos. 9 and 10, per m.....	70				Patent Planished Iron		
Black edge, No. 7, per m.....	80				"A" Wood's patent planished, Nos. 24 to 27.....	10 80	
Loaded Shells					"B" Wood's patent planished, Nos. 25 to 27.....	9 80	
New Rival—For Shotguns					Broken packages 1/4c per pound extra.		
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Planes		
120	4	1 1/2	10	10	Ohio Tool Co.'s, fancy.....	40	
129	4	1 1/2	9	10	Scotia Bench.....	50	
128	4	1 1/2	8	10	Sandusky Tool Co.'s, fancy.....	40	
126	4	1 1/2	6	10	Bench, first quality.....	45	
135	4 1/4	1 1/2	5	10	Nails		
154	4 1/4	1 1/2	4	10	Advance over base, on both Steel and Wire.		
200	3	1	10	12	Steel nails, base.....	2 50	
208	3	1	8	12	Wire nails, base.....	2 35	
236	3 1/4	1 1/2	6	12	20 to 60 advance.....	Base	
265	3 1/2	1 1/2	5	12	10 to 16 advance.....	5	
264	3 1/2	1 1/2	4	12	8 advance.....	10	
Discount 40 per cent.					6 advance.....	30	
Paper Shells—Not Loaded					4 advance.....	20	
No. 10, pasteboard boxes 100, per 100.....	72				3 advance.....	50	
No. 12, pasteboard boxes 100, per 100.....	64				2 advance.....	70	
Gunpowder					Fine 3 advance.....	15	
Kegs, 25 lbs., per keg.....	4 00				Casing 10 advance.....	15	
1/2 kegs, 12 1/2 lbs., per 1/2 keg.....	2 25				Casing 8 advance.....	25	
1/4 kegs, 6 1/4 lbs., per 1/4 keg.....	1 25				Casing 6 advance.....	35	
Shot					Finish 10 advance.....	25	
In sacks containing 25 lbs.					Finish 8 advance.....	35	
Drop, all sizes smaller than B.....	1 50				Finish 6 advance.....	45	
Augurs and Bits					Barrel 1/2 advance.....	85	
Snell's.....	60				Rivets		
Jennings genuine.....	25				Iron and Tinned.....	50	
Jennings' Imitation.....	50				Copper Rivets and Burs.....	45	
Axes					Roofing Plates		
First Quality, S. B. Bronze.....	5 50				14x20 IC, Charcoal, Dean.....	7 50	
First Quality, D. B. Bronze.....	9 00				14x20 IX, Charcoal, Dean.....	9 00	
First Quality, S. B. S. Steel.....	6 00				20x28 IC, Charcoal, Dean.....	15 00	
First Quality, D. B. Steel.....	10 50				14x20 IC, Charcoal, Allaway Grade.....	7 50	
Barrows					14x20 IX, Charcoal, Allaway Grade.....	9 00	
Railroad.....	13 00				20x28 IC, Charcoal, Allaway Grade.....	15 00	
Garden.....	29 00				20x28 IX, Charcoal, Allaway Grade.....	18 00	
Bolts					Ropes		
Stove.....	70				Sisal, 1/4 inch and larger.....	10 1/2	
Carriage, new list.....	60				Manilla.....	15 1/2	
Plow.....	50				Sand Paper		
Buckets					List acct. 19, '88.....	dls	50
Well, plain.....	\$4 00				Sash Weights		
Butts, Cast					Solid Eyes, per ton.....	30 00	
Cast Loose Pin, figured.....	70				Sheet Iron		
Wrought Narrow.....	60				Nos. 10 to 14.....	com. smooth.	com.
Chain					Nos. 15 to 17.....	3 7c	
1/4 in. 5-16 in. 3/4 in. 1 in.	1/4 in. 3/4 in. 1 in. 1 1/4 in.				Nos. 18 to 21.....	3 90	
Com.....	7 c. 6 c. 5 c. 4 1/2 c.				Nos. 22 to 24.....	4 10	3 90
BB.....	8 1/2 7 1/2 6 1/2 5 1/2				Nos. 25 to 28.....	4 20	4 00
BBB.....	8 1/2 7 1/2 6 1/2 5 1/2				No. 27.....	4 30	4 10
Crowbars					All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.		
Cast Steel, per lb.....	6				Shovels and Spades		
Chisels					First Grade, Doz.....	8 00	
Socket Firmer.....	65				Second Grade, Doz.....	7 50	
Socket Framing.....	65				Solder		
Socket Corner.....	65				1/2@1/4.....	19	
Socket Slicks.....	65				The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
Elbows					Squares		
Com. 4 piece, 6 in., per doz.....	75				Steel and Iron.....	60-10-5	
Corrugated, per doz.....	1 25				Tin—Melyn Grade		
Adjustable.....	40&10				10x14 IC, Charcoal.....	\$10 50	
Expansive Bits					14x20 IC, Charcoal.....	10 50	
Clark's small, \$18; large, \$26.....	40				20x14 IX, Charcoal.....	12 00	
Ives' 1, \$18; 2, \$24; 3, \$30.....	25				Each additional X on this grade, \$1.25.		
Files—New List					Tin—Allaway Grade		
New American.....	70&10				10x14 IC, Charcoal.....	9 00	
Nicholson's.....	70				14x20 IC, Charcoal.....	9 00	
Heller's Horse Rasps.....	70				10x14 IX, Charcoal.....	10 50	
Galvanized Iron					14x20 IX, Charcoal.....	10 50	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.	28 17				Each additional X on this grade, \$1.50		
Discount, 65.....	17				Boiler Size Tin Plate		
Gauges					14x56 IX, for No. 8 Boilers, } per pound..	13	
Stanley Rule and Level Co.'s.....	60&10				Traps		
Glass					Steel, Game.....	75	
Single Strength, by box.....	dls 85&20				Onelda Community, Newhouse's.....	40&10	
Double Strength, by box.....	dls 85&20				Onelda Community, Hawley & Norton's.....	85	
By the Light.....	dls 85&20				Mouse, choker per doz.....	15	
Hammers					Mouse, delusion, per doz.....	1 25	
Maydole & Co.'s, new list.....	dls 33 1/2				Wire		
Yerkes & Plumb's.....	40&10				Bright Market.....	60	
Mason's Solid Cast Steel.....	30c list 70				Annealed Market.....	60	
Hinges					Coppered Market.....	50&10	
Gate, Clark's 1, 2, 3.....	dls 60&10				Tinned Market.....	50&10	
Hollow Ware					Coppered Spring Steel.....	40	
Pots.....	50&10				Barbed Fence, Galvanized.....	3 25	
Kettles.....	50&10				Barbed Fence, Painted.....	2 95	
Splders.....	50&10				Wire Goods		
Horse Nails					Bright.....	80	
Au Sable.....	dls 40&10				Screw Eyes.....	80	
House Furnishing Goods					Hooks.....	80	
Stamped Tinware, new list.....	70				Gate Hooks and Eyes.....	80	
Japanned Tinware.....	20&10				Wrenches		
Iron					Baxter's Adjustable, Nickleod.....	30	
Bar Iron.....	2 25 c rates				Coe's Genuine.....	30	
Light Band.....	3 c rates				Coe's Patent Agricultural, Wrought.....	30	
Knobs—New List							
Door, mineral, jap. trimmings.....	75						
Door, porcelain, jap. trimmings.....	85						
Lanterns							
Regular C Tubular, Doz.....	5 00						
Warren, Galvanized Pount.....	00						

**How to Deal With the Cut Rate Grocer.**

The cut rate grocer is usually a man who "never learned" the grocer's trade, who could not tell a Santos coffee from a Salvador, nor a Ceylon tea from Young Hyson, if the label were off; nor a piece of breakfast bacon from English belly; he has gone into the business to make money, and in order to attract the public to his store he usually advertises some one or more leading staples, well known and fully labeled, at a little below cost. The bargain hunter is attracted and not only buys, but tells his neighbor—your customer—how cheap Arbuckle's coffee, for instance, is sold at Mr. Green's new grocery. They are nearly always new grocers. Your friend, the customer, does not go there to buy. She would not leave her old place; but she tells you how very queer it is you can not sell goods as cheap as Mr. Green does, and she enumerates his prices. You try to show her that you can not possibly sell those goods at cost, but that your new competitor probably intends making it up on something else, and she says: "Oh no; why, he gives one pound of sugar more for \$1 than you do; and flour—why, Mrs. Jones, my next door neighbor, bought a sack at 90 cents, while you have been charging me \$1 right straight along, and—" What's the use of arguing? You heave a sigh and get kind of nervous (if you are just a small concern), as you dare not get mad for fear of losing a good customer. But if you are bigger, you do not care so much, and perhaps get a little huffy, and tell her those are your prices and if she thinks she can do better she had better try Green—and she does not. In nine cases out of ten she will stay right with you; maybe kick a little, but she likes you, and that is the reason she stays.

But others who are not your regular customers will drop in and ask: "How do you sell Arbuckle's coffee?" "How many pounds of sugar for a dollar?" And when you tell them, they turn around and walk out—and you begin to wonder if it is epidemic and you are the only high-priced store in town. Some clerk suggests that maybe we better give an extra pound of sugar on the dollar, and you frown and wait awhile. You have all been there. What makes people who are not your customers come to you if they can get the low rates at Green's? Well, I will tell you. As a rule, they do not like Green. They do not like the appearance of the goods in his store, but the price is an attraction, but the people would rather it was some other store.

Now, as to Mr. Green. He is usually a man who has tried several vocations. He has dealt in real estate, been a contractor, a speculator, done some teaming and is now trying his hand at groceries. He has had a tip from a friend where he can buy cheap and he has a little money. He can undersell anybody; why, he can get canned goods, for instance, from 30 cents to 50 cents per dozen cheaper than a jobber would sell you by the carload. He does not know that the extra vent in the can-top means a "do-over," and if he knows he does not care. The same with his dried fruit—if it has been steamed once or twice to kill the sugar weevil and grubs, what is the odds? He makes larger margins with his cut-rate price than you, the honest grocer, can possibly do on straight goods. Well, yes, he hurts trade some. I suppose I am about up to my subject—that is, his influence. Customers get dissatisfied, and

either you will meet his prices—and fail; or you will stick to the association price (which good business judgment has dictated)—and lose trade. "Oh, I don't know!" Your best trade will stay with you. They have learned to trust you and they like you. Some who leave will come back again. Those who stay with him and trade—well, I do not know what influence he will have on them. He may assist the physician, the health officer, the coroner and the undertaker in their lines of business. I know not, merely hint at it, as I have no authority for such statement. As a rule he does not last long; he does not get rich fast, and it is but a passing wonder when his store closes or changes hands. If we were to imagine him to remain with us, it would naturally demoralize the grocery trade. Inferior goods of the racket store style would have to be sold. Good, honest men would abandon the business; young men, willing to learn the trade with a view to a future business of their own, would receive no encouragement, and unreliable, shiftless clerks would be the consequence. Short weight and measure would be the aim of the manufacturer, and adulterated goods whenever possible. But the world is not going backward, and in the long run honesty will prevail.

Now, I wish I knew a remedy, although my subject does not contemplate one, and I would give it to you. One suggestion, perhaps, may help—that is, there are cut-rate jobbers, in character like the retailer described, who furnish him with goods—anything and everything—and then they come to you and offer bargains, and you bite. You sometimes give them a big share of the trade which should go to your own jobber, and you chuckle when the drummer comes in and tell him of the bargain you made in Japan rice one-half cent under his quotations, and you compare it and find it is Japan seed, that he would not sell you unless you had to have it, and then his price is perhaps one-quarter cent below what you paid. So it comes back to you. Competition is good, and sound judgment in buying is excellent—but never patronize a cut-rate jobber. If you have to keep inferior goods, I have always found my regular wholesaler glad to secure them for me if he does not keep them in stock. I doubt if the cut-rate jobber could thrive on the patronage of the cut-rate grocer alone.

But perhaps the influence of the cut-rate grocer is not all bad. It may be some good comes out of it. It is said that Dr. Henrick Johnson, President of Chicago Theological Seminary, once remarked about Bob Ingersoll that he was performing a good service for the Lord, and, when asked how, said he thought the Lord used him to whip up lazy ministers. Perhaps we might grow lazy but for the cut-rate grocer we so heartily dislike. Who knows? C. H. Hanson.

**Success in Business.**

The secret of success is a simple matter of honest work, ability and concentration. There is no question about there being room at the top for the exceptional man in any profession. The problem is how to get there. The answer is simple: Conduct your business with just a little more ability than the average man in your line. If you are only above the average your success is assured, and the degree of success is in ratio to the greater degree of ability and attention which you give above the average.—Printers' Ink.

## OUR Holiday Catalogue

**I**F your self-interest has not prompted you to ask for one of our condensed catalogues, it certainly should compel you to send for a copy of the fall unabridged edition—which illustrates and prices our gigantic stock of holiday goods—the most complete and attractive line we, or any other house, have ever offered to the American trade. You can not afford to place your Christmas orders until you have seen this catalogue—the largest and best we have ever issued. You need it to tell you what the seasonable sellers are—what you should buy—what prices you should pay. It will be sent absolutely free to any retail merchant who asks for it. Mention catalogue J436.

## Butler Brothers

230 to 240 Adams St.

CHICAGO

WE SELL AT WHOLESALE ONLY

## Too Late to Classify.

Colon—Newman & Bartholomew have purchased the clothing stock of V. K. Brown.

Lansing—Shank & Reynolds, grocers, have dissolved partnership. The business is continued under the style of Reynolds Bros.

Cadillac—The Cadillac Commercial Club, which was given the custody of the \$10,000 raised by bonding the city for park purposes a year ago, has expended the money in securing the location of two new manufacturing enterprises—the C. M. Oviatt Veneer Lumber Co. and the Williams Bros. Co. The Club has now under consideration the raising of a still larger sum by taxation or bonding, to be used in securing additional factories.

Bay City—The Best Cement, Brick & Moulding Co., Limited, has been organized with a capital stock of \$25,000. The officers are Fred Laughrey, President; Edward Laughrey, Vice-President; W. J. Gould, Secretary; Robert Laughrey, Treasurer. The new concern has purchased four machines with a capacity of 8,000 bricks per day, which are adapted to moulding any design or size of brick and mixing, coloring and cutting the materials at one operation.

Detroit—The Detroit Bag & Paper Manufacturing Co. has filed articles of association. The incorporators are as follows: Charles M. Swift, \$50,000; W. C. McMillan, \$15,000; Howard Brooke, of the T. W. Noble Co., \$25,000; E. A. Sumner, \$25,000; Fred S. Colburn \$10,000; C. M. Tackles, \$10,000; Charles B. Warren, trustee, \$13,000, and T. W. Noble, \$2,000. Total, \$150,000. The company will manufacture jute and paper bags, erecting a factory for the purpose in Detroit. Howard Brooke will be the manager.

Detroit—The Detroit Pure Food Co., with a capital of \$500,000, is in process of organization. It is stated that it will manufacture a food with medicinal properties for the cure of certain ailments, and that it has arranged for the purchase of a piece of land on the banks of the River Rouge adjoining the Perfection tooth pick factory, upon which it will erect a three-story brick factory 40x100 feet.

Bay City—The Hammond Seed Co. expects to have its new factory and storage building at First and Jefferson streets completed and ready for occupancy October 1. The company is already manufacturing its vegetable butter in small quantities and is finding a ready market for the product. The new breakfast food is also being manufactured and the first shipments will be made next week.

## The Boys Behind the Counter.

Sault Ste. Marie—Frank Pickford has resigned his position with Prenzlauer Bros. as manager of their shoe department and is succeeded by F. M. Short, who has held a similar position at the Leader for some years. Mr. Pickford's resignation is due to the fact that a disabled arm compels his temporary retirement from active employment.

Hart—Dee Garver has succeeded Charles Landon as clerk in Ralph DeVries' grocery, the latter having resigned to enter the Agricultural College.

Sylvester—Arthur Streeter has gone to Middleville, where he has been employed by J. W. Armstrong as clerk in his drug store.

## It Sometimes Happens.

"I want some powder" said a dainty young lady with a peach-like complexion and lips like twin tulips.

"Face, gun or bug?" enquired the affable clerk, as he leaned over the showcase smiling.

"Neither one. It's for mamma's headache. You drug clerks never do seem to know what one wants," she said with a pout.

"Well, you see, our regular clairvoyant is sick, and while he is gone we are compelled to ask our customers to tell us what they want."

There was silence for a moment, and in a short time it was broken by the voice of the young lady.

"You oughtn't to hold my hand when you are giving me my change. When I go out I may catch cold and get lung fever."

"You couldn't catch lung fever on your hands, could you?"

"Oh, I don't know. I heard the doctor say this morning that he had several cases of lung fever on his hands."

## Shopping.

I went with you the other day  
A-shopping in the rain—  
I love you very dearly,  
But we'll never go again;  
We tramped around this blessed town  
Full twenty miles, I know,  
And I carried all the bundles, for  
You said 'twas safer so.

We went into a mammoth store  
To get a spool of thread,  
And in a tiny shop to buy  
A wardrobe and a bed;  
To save ten cents on taffeta  
You made me take a cab,  
And we kept it then two hours  
To match a shade of drab.

We couldn't find the proper thing  
In satin on Broadway,  
But we found it out in Harlem  
At the closing of the day;  
And then when, wet and weary,  
We struck the homeward track,  
You held your umbrella so  
It trickled down my back.

At last when home, sweet home, was reached  
You found that I had lost  
A yard of silk, a remnant that  
Had been reduced in cost;  
Oh, you said, it didn't matter,  
That it really wouldn't do—  
But I went and found that remnant—  
And I found pneumonia, too.

William Wallace Whitlock.

## Tail to the Kite.

Smith—I lost my identity for two whole weeks this summer.

Jones—How did it happen?

Smith—Spent my vacation among my wife's relation, where I was simply known as Anna's husband.

## Business Wants

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

## BUSINESS CHANCES.

**FOR SALE—STOCK OF GROCERIES AND FIXTURES.** Involving \$1,200, in bustling lake port city of Western Michigan. Address No. 733, care Michigan Tradesman. 733

**FOR SALE OR EXCHANGE FOR FARM** property in or near Kent county—A good clean stock of general merchandise and fixtures, involving about \$4,500. Stock consists of dry goods, groceries, men's furnishing goods and crockery. Located in good lake port town of 25,000. The true reason for selling given on application. Address No. 731, care Michigan Tradesman. 731

**FOR SALE—OLD ESTABLISHED DRUG** business at 617 South Division street, Grand Rapids. Reason for selling, must retire on account of sickness. Enquire or address above location. 735

**FOR SALE—20 ACRE FRUIT FARM,** 1 1/2 miles north of South Haven; 2,000 trees; good buildings; will exchange for stock hardware in good country town. Box 73, So. Haven, Mich. 739

**DRUG STOCK FOR SALE IN A GOOD** live town of 1,500; will invoice about fifteen hundred dollars. Reason for selling, other business. Address No. 738, care Michigan Tradesman. 738

**HARDWARE AND IMPLEMENT BUSINESS** for sale for cash; stock invoices about \$3,000; also building can be purchased for \$40 per month; located in Superior, Wis.; head of lakes; population about 40,000. Address Hardware, Lock Box 7, Superior, Wis. 737

**FOR SALE—CHOICE OF TWO MEAT MARKETS** doing \$30 day business. Keller Market Co., Bourbon, Ind. 736

**FOR SALE—GOOD THRIVING FURNITURE** business for sale in a city of 6,000 inhabitants in Michigan; old established trade; good reason for selling. Address A. C., care Michigan Tradesman. 740

**FOR SALE—STOCK GENERAL MERCHANDISE;** invoices \$4,000; thriving town. Address box 62, Brooklyn, Ind. 730

**FOR SALE—GOOD CLEAN STOCK OF** groceries and fixtures, involving about \$1,800; a splendid location in a growing town; owner has other business and must sell terms, cash. Address Box 324, Constantine, Mich. 729

**BERKEY & WILSON, EXPERT AUCTIONEERS** and salesmen, make a business of closing out or reducing stocks of merchandise in any part of the country; with our new ideas and methods we are constantly making successful sales and with a profit; all sales personally conducted; for particulars, terms and dates, address 269 Dearborn St., Chicago, Ill. 727

**FOR SALE—THE ENTIRE FIXTURES OF** a small hotel at a bargain; doing a good business in the liveliest city in Southern Michigan; reason for selling, poor health. Address Jacob A. Pratt, Three Rivers, Mich. 732

**FOR SALE—STOCK OF GENERAL MERCHANDISE,** consisting of dry goods, shoes, groceries and fixtures; situated in one of the most flourishing little towns in Northern Indiana; stock is clean and salable and will invoice about \$4,500; can be reduced to suit purchaser; nice brick building to do business in; rent and all other expenses are low; is considered the most central and up-to-date store in town; average daily sales, \$50; cleared over \$2,000 last year above all expenses; nice class of people to deal with; three churches, one graded school; more produce and stock shipped from this place by actual figures than any other town of its size in the State; do very little credit business; our reasons for selling are poor health and wish to retire from business; this is a genuine money maker for the right person and will bear investigation; no speculators need apply. Address No. 712, care Michigan Tradesman. 712

**FOR SALE—BAKERY, GOOD LOCATION** in Central Michigan; will invoice from \$800 to \$1,000; have the lead in catering and party orders; must sell at once on account of health. For particulars address No. 723, care Michigan Tradesman. 723

**FOR SALE—WHOLESALE AND RETAIL** bakery, confectionery and ice cream factory business. Will stand the closest inspection. Price about \$1,800 without stock. Present owner must retire permanently. Jos. Hol, 607 State St., Milwaukee, Wis. 725

**MERCHANTS, MANUFACTURERS, LAWYERS** using stenographers can save from \$600 per year and upwards if they correspond with W. B. Ferguson, Suffolk, Va., and send \$1.50 and a stamped envelope. 718

**FOR SALE—FURNITURE AND UNDER-** taking stock in good Iowa town of about 900; stock new and up to date; room may be leased; doing good business; good reasons given for selling. Address Lock Box C, Wyoming, Iowa. 717

**WILL PAY SPOT CASH FOR STOCKS** dry goods, boots and shoes, hardware, furniture or groceries. Lock Box 74, Ypsilanti, Mich. 715

**MR. CLERK—HERE IT IS, A WELL-** founded shoe, clothing and men's furnishing goods store; town of 1,500; brick room; \$12 rent per month; stock invoices \$4,500; annual sales, \$10,000. Better write us to-day, as this will sell. Address No. 714, care Michigan Tradesman. 714

**FINE FAST DRIVING MAKE, WITH LOTS** of speed, for sale cheap; gentle, sound and extremely kind. Further particulars enquire of A. R. Hensler, Battle Creek, Mich. 713

**FOR SALE—STOCK OF GENERAL MER-** chandise involving from \$1,000 to \$1,200, consisting of millinery (\$125 to \$150), crockery and glassware (less than \$100), dry goods, dress trimmings, notions; stock in splendid condition; also store fixtures for sale and store building for rent; stock located in bustling little town of 700 in southern part of State; splendid opening for a general store. Reason for selling, ill health. Address No. 720, care Michigan Tradesman. 720

**450 TAKEN NEAT GROCERY; NEW STOCK;** centrally located; doing good business. Address J. E. Berg, Saugatuck, Mich. 722

**FOR SALE—BRICK STORE BUILDING,** 22 x60 feet, with frame addition on back, 22x40 feet, two stories, with living rooms above. For particulars address J. L. Farnham, Mancelona, Mich. 707

**FOR EXCHANGE AT A BARGAIN—1,000** acres heavy hardwood timber land—oak, ash, hickory, black walnut, etc.—for stock general merchandise. Address No. 706, care Michigan Tradesman. 706

**FOR SALE—A CLEAN STOCK OF DRY** goods, shoes and groceries. Well-established paying business. Will sell right. Reason, other business. Clarence A. Fox, Flushing, Mich. 703

**FOR SALE—HARDWARE BUSINESS LO-** cated in prosperous farming and manufacturing center; tin shop in connection; stock clean and well assorted; will inventory \$3,000; must sell on account of sickness; a rare opportunity. Address Hardware, 55 Stephenson St., Freeport, Ill. 702

**HARD TO FIND—A FIRST CLASS DRUG** store in city of 50,000 people in Michigan for sale. Best of reasons for selling. Address Mrs. B., Room 801, 377-9 Broadway, New York City. 694

**FOR SALE AT A BARGAIN—A DRUG** store in a good location and doing a good business. Address No. 700, care Michigan Tradesman. 700

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

**FOR SALE—A CLOTHING AND FURNISH-** ing 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—A GOOD FIRST-CLASS 10** horse livery; only one in town of 900; good trade and everything in good order. Address Philip Taylor, Saranac, Mich. 696

**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. 693

**FOR SALE—A CLEAN \$6,500 STOCK OF** staple dry goods, ladies' and gents' furnishing goods 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—STOCKS OF GENERAL MER-** chandise, for which I will pay spot cash. Must be cheap enough to enable me to move them. F. L. Orcutt, Benlah, Mich. 657

**FOR SALE—DRUG STOCK AND FIX-** tures; 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—\$1,700 DRUG STOCK AND FIX-** tures; can be bought at great discount for cash. Address P. O. Box 222, Saginaw, Mich. 674

**FOR SALE—HOME IN FLORIDA: FOUR-** teen 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

**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

**I HAVE FOUR VACANT LOTS IN GRAND** Rapids, free and clear; will trade for general stock; will pay balance cash. Address No. 583, care Michigan Tradesman. 583

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

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

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

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

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

**FOR SALE—MOSLER, BAHMANN & CO.** fire proof safe. Outside measurement—36 inches high, 27 inches wide and 24 inches deep. Inside measurement—36 1/2 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—BOOKKEEPER WHO UNDER-** stands double entry work and is a good penman. Prefer young man who is married or lives at home with mother or sister. Should be man of good address who can put in one day a week on road, calling on customers and soliciting business. Must be able to give exceptional references as to character, habits and past life. Excellent opportunity to advance as business further expands. Address No. 726, care Michigan Tradesman. 726

**WANTED—PHARMACIST TO COME** South. Must be college graduate. Mrs. J. D. Hamilton, Crowley, La. 734

**WANTED—REGISTERED ASSISTANT** pharmacist or young man who has had experience in drug store. Address J. D. McKenna, Shepherd, Mich. 728

**WANTED—SPECIALTY SALESMAN WHO** visits mill supply houses, to carry a line of Square Flax Packing. For particulars address Box 847, Charleston, S. C. 711

**REGISTERED PHARMACIST OF LONG** experience wants position. Practical glseng grower. References furnished. Arthur L. Haight, Woodland, Mich. 710

## Assignee's Sale

Notice is hereby given that, pursuant to an order of the circuit Court for the County of Muskegon, in Chancery, the undersigned will receive sealed bids up to and including the second day of October, A. D., 1902, for the purchase of the assigned stock of the Montague Hardware Company, of Montague, Michigan. Said stock consists of a stock of general hardware, the inventory of which may be seen at the office of the County Clerk or on application to the Assignee. Said stock will be sold to the highest bidder subject to the confirmation of the Court.

JOHN Q. ROSS, Assignee,  
Business Address,  
Muskegon, Mich.