

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER, 24, 1902.

Number 992

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

We furnish protection against worthless accounts and collect all others.

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 cheapest 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. Correspondence invited.

1232 Majestic Building, Detroit, Mich.

Kent County

Savings Bank Deposits exceed \$2,300,000

3½% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

Cor. Canal and Lyon Sts.

Grand Rapids, Michigan

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Tradesman Coupons

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THE UNITED STATES PROTESTS.

Great Britain has made a brief acknowledgment of Secretary Hay's protest to the powers against the oppression of the Roumanian Jews and promises to look into the matter. In Austria some of the officials and several of the newspapers regard it as an unwarranted interference on the part of the United States and remind this Government that it had best attend strictly to its own business. As was to be expected the suggestion is made that a nation which has so much to say about the Monroe doctrine to ward off European meddling on this continent ought not to undertake mixing up with Old World affairs. What is known as the Berlin treaty was signed in 1878 by Great Britain, France, Germany, Austria, Russia, Italy and Turkey. One of its articles provides that in Roumania the difference of religious creeds and confessions shall not be arrayed against any person as a ground for exclusion or incapacity in matters relating to the enjoyment of civil and political rights, admission to public employments, functions and honors or the exercise of the various professions and industries in any locality whatsoever. Absolute freedom of worship is guaranteed.

The provisions of the Berlin treaty designed as a protection to the Roumanian Jews have been violated and rendered practically null and void. The Hebrews there can not hold any public office or enter any learned profession. They are subjected to heavy taxation and debarred from many agricultural and trade employments open to every one else. As the Jewish population of Roumania aggregates about 400,000 a great deal of hardship and suffering is the natural result. Although the United States was not in any sense a party to the Berlin treaty, through Secretary Hay it claims the right to call attention to the existing state of affairs because large numbers of those compelled to suffer intolerable conditions in Roumania come to this country, spending their last cent in passage, and thus are liable to become here a public charge. It is true that the gates of Castle Garden swing inward and that this has always been in a sense an asylum for the

oppressed of all the world, but that is no reason why the United States should not enter firm and dignified protest against the violation of a treaty whose terms if lived up to would enable the Roumanian Jews to live comfortably, peaceably and happily at home. Persecution of anybody because of religious belief is inhuman and the worst form of intolerance. Secretary Hay does well to raise this nation's voice against it and throughout this country his act is applauded and approved. This nation can not enforce its protest, but the conditions are of such a character that calling public attention to them should put an end to the evils of unwarranted oppression. There ought to be nowhere under the sun any distinction between Jews and Gentiles any more than between Roman Catholics and Presbyterians or between Methodists and Baptists. Such protection the Berlin treaty agreed to provide, but thus far it has failed ignominiously. The American protest is not only eminently proper but promises to be effectual.

It is estimated that over 30,000,000 glasses of soda water were required to quench the thirst of New Yorkers during the past summer, and it was not much of a summer for thirst, either. At five cents a glass this would amount to \$1,500,000. The sale of soda water is no longer confined to drug stores and candy stores. Many saloons have added fountains to their trade and serve soft drinks therefrom. Some of the cigar stores have also added the soda water feature for the accommodation of their customers.

The American Grocer has completed its thirty-third year and entered upon its thirty-fourth year of successful publication. It has always been in a class by itself, owing to the painstaking effort of Editor Barrett to make his publication all that its name implies. The Tradesman congratulates its more aged contemporary on its long and prosperous career and trusts that it will be as useful and valuable to its readers as it has been in the past.

The Michigan Federation of Labor, in session at Owosso last week, adopted a resolution favoring an amendment to the present garnishment law, making the amount of the exemption \$25 per week. A Saginaw delegate wanted the amount placed at \$150 per month, but he was voted down. An unfortunate feature of the present law is that it accords the unmarried man an exemption, which he did not have under the old law.

Virtue is its own reward. It is not always its only reward. It frequently happens that those who render kindness are repaid in a substantial way. A wealthy man who recently died at Atlanta, Ga., left his fortune, amounting to about \$500,000, to a poor mechanic in Wilmington, Del., who had been kind to him some twenty years ago when he was ill. The good Samaritan is a good role to play.

GENERAL TRADE REVIEW.

Heavy absorption of money by the Treasury, demands from the South and West and exceptionally large stock operations have served to bring increased stringency in the New York money market until rates have risen to a height—20 per cent.—which precludes speculative trading except so far as shorts are obliged to liquidate. Under ordinary conditions such a state of affairs could not fail to produce a panic reaction, but, as it is, holders simply wait for the situation to improve and reactions are scattering and not serious. All the general conditions outside of the financial stringency are strong. Railway reports are unexpectedly favorable, industrial activity shows no slackening and trade distribution goes on without abatement. With such factors it seems that the general situation is too strong to be seriously affected even by a violent monetary stringency. The flurry was naturally increased by the reports of banks falling below their legal reserves, but this was purely on sentimental grounds—there has been no real danger. The Treasury has made efforts to relieve the stringency, but under the rulings that have prevailed during recent years there is not much it can do. Gross gold holdings in the Treasury made a new high record of \$582,503,927.

Fall distribution of merchandise is of unprecedented volume, despite some reduction in sections unsettled by labor controversies. Advances from the cotton belt are notably cheerful, the staple coming forward earlier than usual and commanding profitable prices. During the last three seasons of better than average yields and well-maintained prices, together with rapid development of industrial enterprises, that region has attained great prosperity. Similarly, at the West there is a vigorous movement of goods in anticipation of liberal returns from the cereal crops. Agricultural success naturally stimulates manufacturing operations and the cities share in the benefits secured on the farms. It has become apparent that transporting facilities fall short of the nation's needs at the present time and the outlook is almost alarming. Grain is accumulating in elevators, coke is piled high in the yards and, with a resumption of anthracite coal mining, there will be urgent appeals for shipments which it will be impossible to make. It is doubtful whether the seriousness of this traffic situation is fully appreciated, even by those most interested.

In textiles raw cotton is especially strong in view of the abundance promised by the crop reports. Owing to this feature domestic mills are holding cotton goods for future delivery at high prices and similar conditions seem to prevail as to woolen fabrics. Boot and shoe factories are maintaining prices and shipping more goods than for some time past.

Thrice mistaken is the business man who resorts to advertising to dispose of goods that can not be sold upon their merits.

Getting the People

Importance of the First Impression Being a Favorable One.

What is the use of using the most interesting and attractive matter in advertising if it is never seen or read? Possibly the commonest fault in the great mass of advertising to-day is the lack of attractiveness for the first impression. And this is not confined to the least pretentious, common, every-day work—the costly magazines and class papers team with monstrosities which serve to defeat the prime object of advertising.

Of course, there are different elements of attraction—that which gains the attention of some through curiosity would simply repel the great number of those in which that quality is not so easily reached.

Just now there is great use made of the poor overworked tramp—not literally but in his employment as an advertising catch figure. At the best the tramp is not generally attractive. The first impulse of the great majority of readers is to seek a more agreeable picture or other attraction elsewhere, for, consciously or unconsciously, the greater portion of the inducements to giving attention to periodicals is recreation.

It is the first glance that counts. Such a glance is not analytical. If the general picture is ugly or if the lettering is unsymmetrical the question of attention is instantly and conclusively settled. On this account any amount of secondary interest is of no avail—the primary must bring the bird to the nest.

How shall the first impression be made attractive? This is a large question. The whole army of publicity writers in this and other countries are working to its solution. I shall not presume to exhaust it here. I should first say, negatively, do not put that which is uncouth and ugly in the way. If a picture is used let it be artistic and attractive, or at least not repellent. But it is more generally with the type and borders or ornaments that the general advertiser is concerned. Ill proportioned, ugly display repels the artistic eye and does not attract any other. The artistic eye is more common, too, than is generally supposed. Education of those who read—and advertisers are not concerned with others usually—has created a standard of symmetry and suitability which demands careful consideration on the part of those who seek publicity.

The printing offices of the country team with ugly type faces. Probably most of these serve some purpose in some special field, but their place is not in advertising display. Often, for instance, a main display line will be set in capitals of a style never intended to be used without the lower case letters. Such are instinctively avoided. Then the display may be too heavy and black for the space or for the rest of the lettering. Such a lack of harmony destroys attention.

It is beauty which attracts. Select a style of letter which is symmetrical, not too large for the space, simple and plain, and the eye is glad to rest upon it. I use the word "rest" advisedly—that which rests the eye attracts it, while that which disturbs and annoys it repels. Provide such display as this, and then let the idea be something intimately connected with the commodity, and the first work of the advertisement is well done.

* * *

The principal criticism I should offer

REMEMBER

Only 4 Days More of the Reduction Sale at

G. A. Johnson & Co.,

So take the opportunity of securing good shoes at low prices, and do not forget that we do not handle cheap jobbing shoes, as all our shoes come direct from the factory and are made especially for us, and therefore fit, wear, and look better than other shoes. And then we also have the largest stock in the city so you have a larger variety of styles to select from, and our stock includes all the best known makes of shoes.

We have about 1500 pairs of samples that are being sold below factory prices.

We also give away "FREE" one six page noiseless slate with every pair of school shoes, and we can show you anything you want in childrens' shoes, as we are known to have the best assortment in this line.

We also show the largest line of Manistee shoes in the city.

Don't Forget the Place

G. A. JOHNSON & CO.,

THE DOUBLE STORE.

361 AND 363 RIVER STREET.

WORN OUT EXPRESSION

Every druggist ever known advertises "Pure Drugs." Of course, druggists themselves know that there is a whole lot of substitution and adulteration being done all the time, not to speak of downright buying of cheap, stale stuff and known to be so—but labeled "Pure Drugs."

But the general public also knows that there's "lying" somewhere; for no class of men is perfect. When every last druggist says that he sells "Pure Drugs," there's certainly a screw loose in the honesty valve.

The question is, "Who can you believe?" Come in and let us show you our back room and down stairs, and behind our prescription counter and everywhere through the store—the judge of the quality and freshness and purity of our drugs.

"THE PEOPLE'S DRUG STORE,"

S. B. JONES, Mgr. MARQUETTE, MICH.

IT'S DOLLARS TO RED APPLES

That if your grocery bills are larger than you think they ought to be that you are buying your groceries at the wrong place. In buying groceries the first consideration is QUALITY ALWAYS. A poor article is dear at any price, and Josh Billings says, "Any man who will try to cheat his own stomach is a mean kness." So in making our purchases we always endeavor to buy the best products and at the very lowest cash prices. We do not wish to brag, but we do claim to be good judges of groceries.

PRODUCE
WANTED

We want the farmers of the entire Grand Traverse region to make our store their headquarters when in the village. We always pay the HIGHEST MARKET PRICE for produce and guarantee honest weights and full measures. Remember when selling produce or buying groceries that M. B. Lang is headquarters for everything in both staple and fancy groceries.

M. B. LANG, THE GROCER.

Hammocks!

A complete line of new Hammocks. No old stock on hand. Please give me a call. I guarantee prices are right.

J. W. TRUITT.

WALL PAPER

I have a new line of Wall Paper from 2c per roll up. Some very pretty designs. You will soon need some to renovate your rooms for winter. Look these over before purchasing.

WINDOW SHADES

Window Shades give out also. I have them from 10c upward.

J. T. PERHAM,

Kent City.

TOO OLD TO WORK

The time may come and the days will pass pleasantly if you have taken the proper advantage of your younger years and saved a little money.

This bank welcomes savings accounts large or small. It pays interest on your savings and your money is safe.

FIRST
NATIONAL BANK.

on the shoe advertisement of G. A. Johnson & Co. is that there is too much of exhortation in it. It begins with "remember" and ends with "don't forget" and the admonition to "take the opportunity" is followed by another "do not forget." More about the goods and less about the duty of the public will afford greater attraction. Probably the people in G. A. Johnson & Co.'s bailiwick are thoroughly familiar by long advertising with the fact that shoes are their specialty, still I can but think a display of something to indicate the line would increase its effectiveness. One of the commonest mistakes is the displaying of everything except that we are talking about. The printer adheres to unity of design and gives us a well balanced and proportioned display. I would reduce the number of lines under the firm name by one-half at least; it now makes too positive a division in the space.

The People's Drug Store makes a good point as to the loss of meaning through over-use of the term "pure drugs." This is not the only trade term which has lost its value in the same way. The point is a good one, but it is brought out in rather too general a manner in the reference to no class being perfect. There is also an indefiniteness in the last sentence of the same paragraph which tends to lessen the force. I would cut the matter down about one-third, making it more to the point and increasing the probability of its being read. The treatment by the printer is in good taste.

An interesting treatment of the eating question is offered by M. B. Lang, but he does not stick very closely to his text. There is material here for two good advertisements, and if it is desirable to have them appear in one it would be better to make a division of it in some way, say by putting the "produce wanted" portion in a panel. The advertisement is a good one, but could be improved by more definiteness and conciseness of expression.

J. W. Truitt makes one shiver by advertising hammocks during the equinoctial season. The advertisement is a good one, but the sensations suggested would have been better during May and June. Lack of care to keep the subjects seasonable gives an impression of slackness which works injury to a live business.

J. T. Perham makes his wall paper announcement seasonable by reference to fall renovations.

The First National Bank makes a good suggestion as to the desirability of savings and puts the matter in a way to gain attention of all classes. I can but think, however, it would have been well to hint where the First National Bank is located, as the advertisement is just as good for any other of the many hundreds of the same name when it wanders out of the immediate neighborhood of the one who pays for it.

Her Tribute to Love.

They were three little maids from school riding out on a suburban car, and as they swung their school bags they discussed the relative accomplishments of their respective parents.

"My mamma has been abroad three times and can speak French just the same as American," boasted one, flipping back her curls.

"My mother can play everything on the piano—marches and all," said the second.

The third looked dreamily across the fields, "I don't know that my mother can do anything," she said slowly, "but oh, she is such an awfully good mother to me."

THE PLAIN TRUTH.

When the Merchant Can Afford to Be Candid.

Written for the Tradesman.

Twenty years ago Bunt Horseford lived in Balsam township where ground hemlock trails aimlessly over the uncleared land and where leeks grow green and gruesome in the springtime. He lives there still.

Bunt has a face as hard and expressionless as an iron sauce pan, his voice is low and sad and his speech as monotonous as the tapping of a woodpecker on a dead tree.

He was born in the dark of the moon, his views on matters mundane and celestial are cynical and he looks upon the gloomy side of life.

Bunt used to come to our store for tobacco and sugar about once in two weeks, although why he did so was a matter that I could never quite understand. He bought Snag Proof plug and dark brown sugar and there was never a time when he could not get either article a great deal cheaper at any of the neighboring villages than he could from us. If we sold Snag Proof at 10 cents a cut, the store at Coon Creek was getting 8 for it, and when our price on "Muscovado" was 5 cents a pound, the merchant at Lone Pine was a lettin' of it go at 4.

Owing to these alleged discrepancies in price, Bunt never bought more than enough for present needs, and he always left us with the admonition that he would never darken our door again.

And thus he unwittingly buoyed us up with the vain hope that we were rid of him for good, and we were happy until his next visit again dashed us relentlessly against the jagged rocks of despair.

I do believe that Bunt considered himself our very best customer and deluded himself with the mistaken idea that he received special favors at our hands because he kept us thinking that he was at any moment liable to betake himself and his business to some other store. He thought we would be so glad next time to know that he had really come back to us that we would make him all sorts of concessions in order to hold his trade.

Bunt had a great way of growling about whatever he happened to have bought on a previous trip. Something was always wrong. Sometimes the sugar was short weight or it didn't have any sweet taste to it or it wasn't done up good and he lost quite a bit of it on the road home or else it was lots darker colored than the kind we had showed him in the barrel when he had been talking about making the purchase. Poor old Bunt!

He made a point of telling us how much better trade was over at Hooligan's and how much larger stocks of goods they carried there and how very accommodating the merchants were. They always paid a great deal more for butter and eggs and he always got such good weight when he bought his sugar there—nothing ever went wrong that came from the stores of any of the other towns in Bunt's territory. It was all on us. I used to wonder why he did not do all his business with the other fellows. But he did not. He kept coming along and buying his Snag Proof plug and his dark brown sugar and occasionally a piece of cheap tinware or a pair or low-priced shoes; but there was always a song with the purchase and a story afterwards.

Months wore into years and my once

luxurious locks began to thin and my erstwhile rosy cheeks to take on the wrinkles and shadows of middle age. Bunt had become an incident to my business life. He was no longer a matter of annoyance to me—had even ceased to be a curiosity. He was just "Bunt."

He had been pricing some goods at our store and was so dissatisfied that he retreated to a quiet corner and sat there lowering. It must have been some time before I noticed him, all by himself, and he looked so forlorn and disconsolate that I asked him what was the matter. So he told me that he couldn't find anything that suited him. The goods we had were all too high, they weren't good for anything, anyway, and the moon wasn't made of green cheese after all. His snow man had melted and the water that had run down its sides had got on his boots.

The whole matter struck me so forcibly that I sat down and had a good long talk with him. I might truthfully add that I had a good long talk at him, for after I got to going he just sat there and stared at me and I had the floor all to myself.

I told him in effect that he was a cheap skate; that he had always bought the poorest trash he could and that I was not surprised that things never suited him. I told him he was entirely unfitted to judge of the quality of goods that are made now, because he never bought anything that was intended to be good—just a poor, cheap imitation that would answer the purpose until its owner could again scrape together the few pennies necessary to replace it.

I told him he had better take a tumble to himself and see where he was at before it was everlastingly too late; that when he wanted a pair of shoes or a jack knife it would pay him to put enough money into his purchase to get a first-class article, make the merchant warrant it, and then if the goods did not prove satisfactory demand redress from the man of whom he bought.

I told him that was the way to do business and to get ahead in the world. Of course, it seemed a good deal like supererogation in me and it made Bunt pretty mad, but it was straight talk and I felt better after he had slouched out of the store.

It was a long time after that before I saw anything more of Bunt. I supposed we had lost his trade and I did not feel as though any overture I might be able to make would do much toward soothing his injured feelings. I sort of put myself in his place, you know, for I don't see how I could ever forgive so much candor in another man.

But one day who should come in but Bunt.

He did not seem to feel real comfortable and acted as though he thought I might break out again at any time, but I took pains with him—asked about his wife and the children and the crops—and it was only a little while before he loosened up and bought another plug of Snag Proof and asked about some boots for himself.

Well, we got interested in the deal and he bought a pair of good, sensible calf shoes at a respectable price and, although he gulped down a big lump when he asked for the very bottom price on the goods, he made no kick and marched triumphantly home with his purchases.

Since then he has bought a good many things of us and he seldom looks at any of the cheaper grades. He is getting better off every year—I can see that by the appearance of himself and family—and I can not help thinking that there may come a time in the life of any country merchant when it will be good policy for him to tell a customer the plain truth about his mistaken ways of doing business. George Crandall Lee.

West Michigan State Fair

"Michigan's Best Fair"

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

Amusements

Sam Lockhart's Elephants

"The Three Graces." Tom-Tom, the baby elephant cyclist. The best elephant show on earth. Free every day on the grounds.

The Flying Banwards

Trapeze Performers. Daring Leaps High Jumping. Plunges in mid air. Marvelous performers.

Mme. Maranette

With her stud of high jumping horses. St. Patrick, direct from Ireland. President Kruger. Filemaker, Jr. Little Titch, the pony. A trio of jumping horses. Every one a prize jumper.

Bouncing Baby Show

Pretty babies, little babies, fat babies. Twins and triplets. Hundreds of little tots. Bring yours.

Good Music

Finest band in the State will give open air concerts daily.

Exhibitions

Prize Cattle

Jerseys, Shorthorns, Devons, Holstein-Friesians, fat cattle for beef.

Standard Bred Horses

Roadsters, carriage horses, saddle horses, French coach horses, hackneys, ponies, cobs, draft horses, shown in harness and without.

Sheep

A complete exhibition of choicely bred sheep, including Merinos, Delaines and every breed on record.

Swine

Porkers—the meaty kind—Berkshire, Chester White, Suffolk, Essex, Poland China, etc., shown in pairs and herds.

Poultry Show

Every variety known to the American standard—American class, Asiatic class, Bantams and games. All stock shown will be scored and prizes awarded.

Racing

Hurdle Races

The great English sport—over high hurdles.

Running Races

Every day a sure go—lots of entries—fast running horses and the best jockies.

Trotting Races

In harness in all the fast classes. Entries are well filled. Races every day—mile track.

Admission

Single ticket 50 cents. Children half price.

Railroad Rates

Half fare rates on all the roads—tickets good to return Saturday, Oct. 4. Come to the fair and call on your friends the jobbers.

Premium List

Write for premium list and other information to
C. A. FRENCH, Sec'y, Grand Rapids, Mich.

"Every Day the Best Day"

Around the State

Movements of Merchants.

Omer—A. S. Larrabee has removed his drug stock to Twining.

Bingham—Michael Oberlin, the well-known lumberman, died Sept. 16.

Saginaw—The Josephine Co. succeeds Josephine & Co. in the millinery business.

Ionia—Reed & Robb have purchased the grocery stock of Kneeland & Merriam.

Lake Linden—Z. A. Clough has closed out his bazaar stock and retired from trade.

Fife Lake—Louis Youngling has sold his grocery stock and meat market to Elbridge Aldridge.

Colon—Henry Newman has removed his men's furnishing goods stock from Sturgis to this place.

Newberry—A. H. Sherman & Co. succeed Joseph Stafford in the drug business at this place.

Ovid—C. L. Stone has removed his jewelry stock to Union City, where he will continue the business.

Lakeview—Hyatt & Son are erecting a new building to be occupied by their agricultural implement stock.

Cadillac—W. W. Cowin has purchased the interest of his partner in the grocery business of Cowin & Baker.

Flowerfield—Kline & Saampsel, grocers, have dissolved partnership. The business is continued by R. J. Kline.

Union City—Mills & Delamater, bakers and confectioners, have dissolved partnership, H. H. Delamater succeeding.

Harrietta—A. Immerman has sold his grocery stock to B. Plotler, formerly engaged in the grocery business at Summit City.

Grand Ledge—Royal Williams has taken possession of the North Side meat market, which he recently purchased of J. L. Stansell.

Alpena—John K. Healy has purchased the grocery stock of Hugh R. Mellen and will continue the business at the same location.

Escanaba—Sam Blumethal, formerly engaged in the men's furnishing goods business at Lake Linden, has removed his stock to this place.

Eaton Rapids—John J. Adams has sold his stock of groceries to Martin Ford, who has removed same to his building on North Main street.

Lakeview—Tully Smith will shortly begin the erection of a building, 20x60 feet in dimensions, which he will occupy with his implement stock.

Port Huron—R. A. Burton, for many years connected with the wholesale grocery house of Berdan & Co., has purchased the grocery stock of A. H. Fish.

Reed City—L. H. Remenap has purchased the implement stock and building of Wm. Goehrend & Co. and will remove his agricultural stock to that location.

Calumet—The F. C. Glocke Co., dealer in cigars and tobacco, has consolidated its stock with the confectionery and tobacco stock of Chas. P. Hill & Co., of Laurium.

Alpena—Isaac Cohen's new department store was formally opened Sept. 17. Clothing, dry goods, furniture, drugs, hardware and house furnishing goods are the lines carried.

Alpena—J. F. Grant & Co., whose stock of groceries, vehicles and implements was recently partially destroyed by fire, have resumed business temporarily in the Kotwicki store.

Adrian—The J. Michaels & Son grocery stock has been purchased by John Whitbeck, of Hudson, and Ed. Smith, of Jackson, who will continue the business under the style of Whitbeck & Smith.

Negaunee—Max Herschowitz has rented the Williams building and will open there about October 1 with a stock of furniture and hardware. He will occupy the entire building, and will use the basement for storage purposes.

Carlisle—A. D. Lampman, the grocer, recently found in an invoice of eggs brought to that market one that weighed six ounces, and double in a complete sense, one perfect egg with shell enclosed within a perfect shell, the contents of the larger one surrounding the one enclosed.

Ann Arbor—Mr. Buss, of Detroit, has purchased the interest of Theodore Reyer in the clothing firm of Cutting, Reyer & Co., who will shortly remove to their new quarters on Washington street. Mr. Reyer will devote his entire attention to the Argo Manufacturing Co., at Dearborn.

Manufacturing Matters.

Northville—The Union Seating Co. has been organized with a capital stock of \$50,000.

Ithaca—The Havana Cigar Co. has filed articles of association. The capital stock is \$10,000.

Manistee—The Manistee Shoe Manufacturing Co. has increased its capital stock from \$22,000 to \$30,000.

Cassopolis—The Cassopolis Creamery Co. has been organized at this place with a capital stock of \$3,500.

Pontiac—The capital stock of the Standard Vehicle Co. has been increased from \$35,000 to \$50,000.

Vicksburg—The Meat Substitute Co., of Kalamazoo, has leased the building of the White Heather Canning Co. and will begin operations as soon as the canning season closes.

Detroit—Joseph H. Berry, W. G. Sharpe, Solon Burt, W. G. Smith, Lee Burt and John Christian have organized the Wayne Iron Co., Ltd., to operate the Peninsula and Detroit blast furnaces.

Pontiac—The Bacon Manufacturing Co., which was incorporated for \$15,000 in 1880, is about to increase its capital stock to \$60,000. The company manufactures the Bacon bean picker, and its business has enjoyed a steady growth.

Pontiac—The Halsey Manufacturing Co. has recently been incorporated for \$50,000. It will manufacture a combination step ladder, wash bench and ironing board. Its output is now being manufactured in Detroit, but the company intends to build a plant here.

Calumet—Wm. J. Bloy and Wm. Richards, under the style of the Bloy & Richards Manufacturing Co., have engaged in the manufacture of rod fasteners, on which they own patents. A contract has already been made with a Cleveland firm for 200,000 of the fasteners.

Escanaba—The Escanaba Woodware Co. has recently made a number of important improvements and additions to its machinery, thus largely increasing its facilities. A new stove machine has been put in, as also a machine for manufacturing headings, besides which another clothes pin machine is now being placed in position.

Jackson—Gen. W. H. Withington has relinquished active management of affairs of the Withington & Cooley Manufacturing Co. to assume the presidency of the American Fork & Hoe Co., of Cleveland. E. D. Lowell, re-

cently with the Withington & Cooley Co., goes to Cleveland to occupy the position of auditor of the American Fork & Hoe Co.

Garth—The Garth Lumber Co. is about to suspend operations at its mill at this place, preparatory to going out of the lumber business. Several new companies have been formed among the stockholders of the old company. The Garth Lumber Co. has been engaged in business at Garth for a number of years and has been one of the chief industries of the place.

Kalamazoo—H. A. Crawford, J. F. Bennett and a syndicate of carriage men of Flint have contracted to take over the Lull & Skinner plant in this city. The purchasers will enlarge the plant, erecting at least one additional factory building, to employ 600 men. Tabor S. Skinner is to retire, and L. C. Lull is to continue as one of the managing directors. The capital stock of the new concern is \$250,000. Crawford is known as one of the most prominent carriage men in Michigan.

Bangor—L. C. Range, of the firm of H. N. Range & Sons, of Chicago, manufacturers of woolen goods, principally rugs and blankets, was in this place last week with a view of locating a plant here. He looked over the old woolen mill, which has been idle for many years and was pleased with the location. He stated that if this property could be bought his firm would purchase it and thoroughly overhaul the building and put in the necessary machinery to manufacture their goods. He also stated that they employed twenty men in the mill, most of whom would come from Chicago with them, as they were skilled in the business. The factory would run the year round.

The Boys Behind the Counter.

Alpena—John Foley succeeds John K. Healy as manager of the grocery department of W. L. & H. D. Churchill.

Alpena—H. K. Baker, dress goods salesman for Hawley & Fitzgerald, has conducted a small commission business in butter and eggs on the side for several years. This week he resigned his position and has leased a vacant store on Chisholm street and will hereafter devote all his time to the commission business.

Alpena—Edward Grant goes from the hardware department in Greenbaum's to accept a similar position in Port Huron.

Another New Food and Drink.

Written for the Tradesman.

Please send me a carload of oat hulls,
The finest there are to be found;
Let follow some shorts and some middlings,
The choicest that ever were ground.

Then hand me some Battle Creek screenings
And plenty of Battle Creek nerve;
I'm making ambrosia and nectar,
A credulous people to serve.

Now make me some boxes—some beauties,
All lettered in gay colored ink—
"Fodderoid" is the name of my compound—
"Fodderine" is the style of my drink.

There'll not be enough for a laggard
So please to be quick with your cash;
And twenty-five cents for a package
You'll pay if you get my bran mash.
Geo. L. Thurston.

To Make Syrup in Florida and Georgia.

The syrup industry in Florida and Georgia is to receive the special attention of the United States Department of Agriculture, and a station is to be established at some point in Florida, in the cane growing section, where an agent of the Government will be located, and where experiments in the scientific manufacture of syrup are to be made on a large scale. Just what point will be selected for the establishing of this station has not yet been announced.

Recent Changes Among Indiana Merchants.

Columbus—J. P. Sohn has closed out his grocery stock and retired from trade.

Crawfordsville—John H. Shue has purchased the grocery stock of Gilliland & Son.

Dayville—Adam Keller has sold his general merchandise stock to Day & Fisher.

Indianapolis—Geo. W. Hedrick has taken a partner in his grocery and feed business under the style of Hedrick & Nackenhorst.

LaGro—J. F. Ramsey and G. A. Noonan & Co. have consolidated their general merchandise stocks.

Logansport—Denbo & Lamme continue the cigar business formerly conducted by Harry Denbo.

Milan—Kennedy & Laws, hardware dealers, have dissolved partnership. The business is continued by G. & L. Laws.

Richmond—Mrs. E. Swain has purchased the millinery stock of Miss Kate Gadbury.

Sbellyville—The style of J. B. Randall & Co. has been changed to the J. B. Randall Grocery & Produce Co.


Thorntown—Aldridge & VanNuys, grocers, have dissolved partnership. The business is continued by Robert Aldridge.

Valparaiso—C. W. Bartholomew has purchased the interest of his partner in the furniture business of Finney & Bartholomew.

Wrapping Paper Cuts a Figure.

A Baltimore groceryman has recently compared the weight of paper with the food supplied to the purchaser. In one day's purchases it is said that the paper wrapping amounted to about 10 per cent of the total. In a list of supplies costing about \$1.40 he found that the paper which was weighed with the provisions cost 14 3/4 cents.

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



Quite Likely

You will be interested to know that we have just issued a new catalogue containing 200 pages of real worth to him who looks well to quality, make and value. We pride ourselves on its neat and trim attire and will gladly forward it for your inspection, if you say so.

We carry a large supply of Pumps, Pipe and Tubular Well Supplies.

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

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.

Grand Rapids Gossip

L. Vander Jagt has opened a meat market in connection with his general merchandise store at the corner of Alpine avenue and North street.

F. M. Lawrence has opened a grocery store at 3 Robinson avenue, purchasing his stock of the Olney & Judson Grocer Co. Mr. Lawrence clerked in the dry goods store of Spring & Company for the past fourteen years.

Edward C. Leavenworth, who has been identified with the G. R. & I. for many years as foreman in the local freight house, has taken the position of walking boss for the Columbian Transfer Co.—a position he is excellently qualified to fill by both inclination and experience.

Alfred Dykema and Joseph Van Loo have formed a copartnership under the style of Dykema & Van Loo and engaged in the grocery business at Grand Haven at the corner of Third and Fulton streets. The Olney & Judson Grocer Co. furnished the stock. Mr. Dykema has been employed in the grocery store of Ball & Co. for the past thirteen years. Mr. Van Loo has been identified with the general store of Albert Bolt for the past nine years.

The Grain Market.

Wheat has been booming during the week. September wheat went to 80c, or an advance of 5c per bushel since last week. However, this is on account of the large short interest. It may go still higher unless an accommodating judge will issue an injunction, the same as was done in the oat corner during July. December also advanced 1c per bushel. The visible again showed an insignificant gain of 465,000 bushels, which leaves the visible at 22,526,000 bushels, against 32,625,000 bushels at the corresponding time last year, being 10,000,000 bushels less than a year ago.

Owing to the poor outlook in corn, there is a large quantity fed to stock, which will reduce the estimate considerably. The Northwest is paying premiums for cash wheat of 3@4c per bushel above December. It looks as though prices would advance more. Exports are large, fully as large as a year ago. Taking all things into consideration, prices are low enough.

Corn is also strong on account of the poor reports from corn belts. Late corn has been injured in some sections fully 50 per cent. The price is certainly cheap, when conditions are taken into consideration.

Oats had another increase of 1,500,000 bushels. This is the third week that such a large increase has been recorded. However, owing to the strength in corn and wheat, oats retained their full price. While no stronger, still there was no shading of prices. While receipts are large, it may be noted that the quality is not up to what it was last year. They are light and some stained by wet weather.

Rye made no gain, although European reports—especially from Germany, which is our rye market—indicate that the harvest is wet and discouraging, which has had a steadying effect on prices.

Beans are held firm at present prices. While early in the season a large crop was in sight, the unfavorable weather retarded the growth and a poor quality only can be expected.

Flour is steady and we may have an

advance of 20c per barrel in the very near future.

Mill feed is held firm at last week's prices and there will be no lower quotations for the present, as the demand is fully up to the supply.

Receipts of grain have been very small, being as follows: wheat, 47 cars; corn, 1 car; oats, 6 cars; rye, 1 car; flour, 1 car; hay, 2 cars.

Mills are paying 69c for wheat.

C. G. A. Voigt.

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—50c per bu.

Butter—Creamery is firm at 22c for fancy and 21c for choice. Pound prints from fancy command 23c. Dairy grades are firmer and higher, commanding 17@18c for fancy, 15@16c for choice and 13@14c for packing stock.

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

Carrots—50c per bu.

Cauliflower—\$2.25 per doz.

Crabapples—Late Transparents are in active demand at \$1 per bu.

Cranberries—Cape Cods are in limited supply and demand at \$2.50 per box.

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.

Egg Plant—\$1.25 per doz.

Eggs—Receipts are not sufficient to meet local requirements, so that handlers are compelled to draw on their storage stock to piece out. Local dealers pay 16@17c for case count and 17½@18½c for candled.

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

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; Messinas, \$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, 80c 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 oz.

Peaches—Late Crawford, \$1@1.25; Elbertas, \$1@1.25; Smocks, Chilas and Golden Drops, 60@85c.

Pears—Sugar, \$1 per bu.; Flemish Beauties, \$1.35 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, 9@10c; small hens, 8@9c; large hens, 7@8c; 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—Home grown Sweethearts are in ample supply at 16c.

An honest merchant may lose some sales but in the end he will be the gainer.

The Grocery Market.

Sugar—The raw sugar market continues very firm, with refiners ready buyers of all grades at quoted prices. Stocks at present are light and, in view of the year, the market maintains its strength, with no immediate prospects of a decline. The demand continues heavy, with refiners greatly oversold. Buyers are looking forward to the arrival of beet sugar, which is expected within the next thirty days, when the demand for Eastern sugar will show considerable falling off.

Canned Goods—The canned goods situation is practically unchanged. The demand at present is of moderate proportions, with the outlook for the future very good. Tomatoes, as usual, are claiming the most attention. Until the last two or three days the weather has been very unfavorable and prospects were very discouraging. The warm weather of the last day or two, however, has ripened the tomatoes rapidly and, if the frosts hold off, will materially change the outlook for the pack. Prices are very firmly held, but should the warm weather continue for a couple of weeks, the market would weaken. There is still some demand for Eastern tomatoes, but not so heavy as last week. Corn is very firmly held, but buyers do not show much interest in this article at present, apparently being too much engrossed with the tomato situation to pay much attention to corn. The consumptive demand for this article at present is light. The outlook for the crop continues to grow more favorable. Peas are very quiet, with but little demand. There is considerable enquiry for peaches of all grades and prices are very firmly held, owing to the fact that packers are disappointed in not being able to get peaches at the prices they expected. Gallon apples are easy and quiet. Most buyers have made their purchases for future delivery and are not in the market at present. No winter fruit has been packed as yet, but a little early fall fruit is being placed on the market. Pineapples are held somewhat firmer, although prices show no change. Salmon continues in good demand at unchanged prices. Sardines are firmly held, with fair demand.

Dried Fruits—Trade generally is light, as is usual at this season of the year. There are the usual number of small orders which keep the market in good condition, but no speculative trade is noted. Prunes show no change in price, but are firmly held, with spot stocks moderate. Raisins are moving out well under a steady consumptive demand. Prices on California new crop are looked for very shortly. Apricots are easy, with very little interest shown. Peaches are in better demand, with stocks very light and prices firmly held. Dates are very firm and meeting with a good demand. The fig market is also very firm, with good demand. The market for evaporated apples is in better shape. The demand is improving and prices have advanced ¼c. A little winter fruit is being packed and is bringing outside prices. Eastern buyers are going through the State buying considerable stock for shipment East and paying good round prices for same.

Rice—The rice market is quiet, with the demand just at present very light. It is expected, however, to show some improvement very soon. Stocks are of fair proportions and are very firmly held. Estimates of the new crop are now placed at 3,000,000 to 4,000,000 sacks.

Molasses—Prices for all grades of molasses are firm, as a result of the gradual improvement of the statistical position. Stocks are only moderate. With cooler weather consumptive demand will increase. The tendency of prices continues firm, with a fair enquiry for the better grades. Reports from New Orleans state that the sugar cane crop has shown a falling off in growth and that the yield will only approximate about 75 per cent. of last year.

Fish—While the volume of business during the last week has been quite large, with indications pointing to a brisk fall trade, supplies have not been coming in very freely and prices have, in consequence, shown quite an advance for several varieties. Mackerel in particular shows additional firmness and the market for codfish is also somewhat stronger. The catch of mackerel so far this season is reported to be 39,100 barrels, against 59,200 barrels last season for the corresponding time.

Nuts—Activity in the nut market has again caused dealers to advance Tarragons and Brazils are now ¼c stronger. In California walnuts the sales to arrive have been very good and the demand for California almonds is also of fair proportions. Peanuts are dull, due to dealers having heavy supplies on hand bought in a speculative way early in the season and not having been disposed of on account of the cool summer.

Rolled Oats—The rolled oats market continues very strong, with millers accepting orders only in a limited way.

Hides, Pelts, Tallow and Wool.

The hide market remains weak and draggy. Prices are off and sales are hard to make except at a loss. There is no accumulation. Heavies are scarce, and skins are also scarce and wanted. The lack of profit to tanners made them tired, while dealers manipulate the market to their advantage.

Pelts are more plenty on the market, but sell high. Good stocks bring good values.

Tallow is easier for soapers' use, while prime and edible are not offered, being put into compounds. The demand for all grades is good.

Wools remain quiet, with large offerings on seaboard markets. Buyers have been looking for weak spots and sizing up the several lots for the future. Manufacturers have light stocks and must fill up if present rates of consumption continue. Trade is good with them and what fleece is shown will be wanted.

Wm. T. Hess.

Wm. Judson has been elected a director of Leyden & Company, a corporation which was organized July 1 with a capital stock of \$125,000 to succeed to the business of the Field Mercantile Co., of San Francisco. The house carries on a general merchandising business on broad and liberal lines, devoting itself especially to the sale of canned salmon and canned and dried fruits, both in this country and in the Orient and the colonies of Australia and New Zealand.

Sample Case: The department of commerce is well looked after in Michigan by the Michigan Tradesman, published at Grand Rapids, with E. A. Stowe as editor. It has been in existence nearly twenty years, has an air of prosperity that betokens close affiliation with the merchants, and a department is also devoted to the "Gripsack" brigade, which lines up the life of the boys in the Wolverine State.

DODGER OF DRUDGERY.

Why He Is Necessarily Doomed to Failure.

Written for the Tradesman.

"This is one of those cases, John, where the second thought is best and you had better think three times. You and Jerry were boys and young men together. You know how he stood by you through thick and thin. You know how he trusted you and you know what you promised him when he died. Kit is only a boy if he is big. His intentions are the best in the world and if he is careless what can you expect of a boy of that age? Then there is something about the 'seventy times seven' that you do not want to forget; and you haven't got to the seventy yet. Just what Kit is our Harold, if he had lived, might have been, and you know that Jerry, for your sake and your memory, would have stood by our boy to the last if you had been taken and he left. Endure it a little and a good while longer and, mark my words, you will never be sorry."

"I've endured it already until every bit of patience I had is used up. There isn't anything to the boy. He's all froth. He's after the soft place every time and the minute he finds it has a little work in it he'll dodge the work that he calls drudgery, and either the other fellow does it or it isn't done. That's got to stop. If my promise to the boy's father means anything, it means that I've got to get the notion out of his head, Mary, that the dodger of drudgery is doomed to failure. He's the 'artfullest dodger' that I ever put eyes on and I think the easiest way to change all that is to find him a place in some other store where he can't dodge and where, when he tries it, there won't be any Mary Maxwell clucking around to shield him with her outstretched wings from the consequences."

Mary Maxwell laughed. It was not the first time they had exchanged differences and always, when John compared her to a clucking hen, she calmly put up with the sarcasm, intended to be withering, for the sake of the victory she then knew was hers.

"Well, now," she went on, "how shall we tackle this fault, for I know that it is a serious one; is he lazy?"

"Oh, no; he simply doesn't like 'drudgery.' He likes work—loves it—but not hard work. If he had been born a generation earlier when scythes were in fashion he would have been the cake-taker for leaning on the fence to watch the other man mow. I don't know what to do with him. He shirks and that's all there is to it, and the other boys won't stand it any longer. I'm in the same box and I won't stand it. For the sake of what you have said about Jerry I'm willing to endure having him around, but I'm not willing to wreck the business just because that boy can't be made to understand that the dodger of drudgery is doomed to failure."

"Don't say that again, John—twice is enough. I can see you're sick and tired of the whole business. Why not turn him over to me? What's his last dodge?"

"Sneaking off and leaving Bill and Joe to do his dirty work."

"All right. Now don't indulge in saying mean things to him and don't you let me hear a grumble if you have a few extra bills to pay."

That afternoon Mary Maxwell took occasion to go down to the store. She was hardly inside when she began looking around. "How nice we're looking here," she began. "Somebody knows

how to wash windows. Kit, that's your work, I'll bet a dollar. Is it?"

"No, Mrs. Maxwell, that's Bill's job from beginning to end. It's a kind of work I wa'n't born for. No drudgery for me."

"Not that kind, I suppose you mean. Somebody's been trying the effect of soap and water on the shelves and floor; is that you?"

"No; Joe used his elbow-grease for that. I haven't a bit of that in me."

"Then you are not responsible for any of this 'cleanery' that has been going on so extensively? How did you manage it?" As she spoke she turned two searching black eyes full upon Kit Hollowway's face and he met them without flinching.

"I simply didn't do it. It had to be done and Bill and Joe did it. That's all."

"Oh, no, it isn't. It is only the beginning—the very smallest. It reaches clear up to the other end of the commercial line, and you never have seen and never will see a man at the head of any successful business who didn't take the drudgery that fell to him and make it a stepping stone to success. Listen:

The man who wins is the man who works—
The man who toils, while the next man shirks;
The man who stands in his deep distress
With his head held high in the deadly press—
Yes, he is the man who wins.

"I know something better than that, a great deal older and more pat to the subject:

A servant with this clause
Makes drudgery divine:
Who sweeps a room as for thy laws
Makes that and the action fine.

"I don't like drudgery any better than anybody else, but, like everybody else who amounts to anything"—that was when the black eyes got in their work—"I know I've got my part to do and I've got it down to the point where I can see the divinity in it every time. That divinity is what does the business. I don't want a washwoman who doesn't wash as if she knew the Lord was watching her and my table is never fit to sit down to if it isn't in all its appointments the very best I can make it. What a time we should have at home if I shirked and let Mr. Maxwell do my work and how pious I should feel to let the dinner dishes go, when we haven't a girl, until he washed them. Where are Bill and Joe? I see them. Boys, come here. This cleaning is what I like. Men that do this work as if they liked it are the men that mothers and sisters are proud of. It's a comfort to come in here and look at it. I'm not going to let it go at that, either. You two fellows are coming to dinner tomorrow evening at my house and I'm going to show you what a good dinner drudgery can cook and I'm going to do it all myself. You want to come in your dress suits. With the results of the tailor's drudgery we'll place the drudgery of the kitchen and I fancy before we get through the evening we shall conclude that the best of everything worth having depends upon the drudgery behind it. Dinner at six and come as much earlier as you want to. I'll see that somebody is there to entertain you who knows how to make that kind of drudgery divine."

There is only one way to interpret that when a bright-eyed woman like Mrs. Maxwell says it to two first-class young fellows like Bill and Joe, and they were not disappointed to find two of the brightest and prettiest girls in the city to greet them when they entered the Maxwell parlor. Drudgery? It was all "divine" from the dinner table to the three—of course Mrs. Maxwell was a goddess!—divinities about it and by

the time the evening was over both boys had come to the conclusion that drudgery is the only incentive to success that heaven has given to man. They could think of nothing else and talk of nothing else for the next three days and, of course, Kit Hollowway listened to nothing else for that time and a good deal longer. That was not all. He was human and when that invitation was given in just that way from one who he knew was his best friend on earth next to his mother it set him thinking. The drudgery side of life meant something and he tried to recall the old-fashioned verse that Mrs. Maxwell repeated. For a fortnight he pondered the truth it tells and then he went there for a call. He did not wait for her to begin. "I know that I have been a fool," he said, "but I didn't know it a couple of weeks ago. 'Who sweeps a room as for thy'—that's as far as I can go. What's the rest of it?"

She told him and he repeated it until he made the verses his. What else was said, if told here, would be a betrayal of confidence, but this can be stated without criticism: Kit Hollowway—he spells it with two w's—is no longer a dodger of drudgery and so is no longer doomed to failure.

Richard Malcolm Strong.

We call your attention this week to our line of

**Horse Blankets
Plush Robes
Fur Robes
Fur Coats**

If you are not supplied send us your orders.

We want your orders for Saddlery Hardware and our own make of Harness.

Brown & Sehler,
West Bridge Street, Grand Rapids

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

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.

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

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

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.

MAIL ORDER HOUSES.

How Their Influence Was Destroyed in One Locality.
Written for the Tradesman.

Few people realize to what an extent the business of the mail order houses has spread over this country, but it is a fact that there is not a postoffice in all the country that does not feel the effects, more or less, of this new way of buying merchandise. It has been said by an authority on mail order business that a large part of this class of trade comes from people living in the cities, but to one acquainted with the amount of such goods handled by the postoffices, express companies and railroads in the smaller towns this looks rather doubtful.

The business of the country merchant has been seriously affected by the mail order business. The farmers are heavy purchasers of goods from the catalogue houses. Indeed, so great is mail order business in the country that in one small town in the northern part of the State the merchants are having "hard sledding" making both ends meet. They claim that the people buy their pork in Chicago rather than raise it. They club together and buy their groceries in large lots, likewise their clothing.

I was talking with a merchant recently and during our conversation the talk turned to mail order houses. I asked him if his business suffered any from this class of competition.

"Yes," he replied, "I think it does. And the worst of it is, those fellows who buy in the big cities always come to us for credit when they are out of money."

"Do the mail order houses sell goods any lower than you do?" I asked.

"No, they do not, and in many instances they get more money for the same class of goods than we do, but you can not make these people believe it. They seem to think that we are here to rob them."

"Did you ever try advertising as a means of counteracting this mail order competition?"

"No. It does not pay to advertise. People do not read the advertisements and it is simply throwing money away to give it to the printer."

This merchant is the counterpart of hundreds of others throughout the country. They see business that rightfully belongs to them going to some firm in a distant city. They realize that they are losing business daily, but do nothing to counteract the inroads of their more enterprising competitors. While the fellows in the city are growing richer as the years roll round, their brethren in the country towns shove their feet under the stove, light their pipes and join with a dozen of the patriarchs of the countryside in lamenting the trend of events that is making the "rich richer and the poor poorer."

Now, if the country merchant will only stop to consider why his opponents in business are winning so much trade he will, if he is a man of average intelligence, discover that the bed rock upon which all the successful mail order business is built is straightforward advertising that carries conviction with it. He will also discover that not a bit of the advertising space is wasted in telling the dear public that the firm is "old and reliable." He will find, after a careful perusal of the advertising, that each and every one aims to impress the reader with the fact that the goods under discussion are of the finest quality and also that the prices are very low. The advertisement will argue that the

buyer will save money by buying of that firm.

People do not patronize mail order houses for the fun of the thing. They have no special love for any merchant in Chicago, New York or Boston that will lead them to send all their money away from home for dry goods, clothing, hardware or groceries. Far from it. The only reason they patronize the mail order concerns is because they believe they can save money by so doing. Does the average country merchant do anything to make them believe they can buy as cheap or cheaper at home? We have only to look over the columns of the country newspapers to learn that he does not. Peruse the advertising columns of most any paper published in a small town and you will fail to find, in nine cases out of ten, any trade bringing arguments in the advertisements. Merchants seem to follow the timehonored custom of advertising to help the printer along life's pathway without coming in contact with too many thorns. They do not seem to realize that they are neglecting the very thing that is most essential to success in business in this day and age of the world.

I know of a town in Michigan that has a lot of enterprising merchants who know the value of printers' ink as a medium for promoting business. These merchants used to belong to the class mentioned above. In the winter time they sat around the stove with the village wise men and passed the time away by playing checkers and talking politics. They did not realize that any more business could be worked up in their town, so as the days went by they sold salt pork, chewing tobacco, a quarter's worth of crackers and a little "caliker fer the womin" to each customer and were content with their lot in life.

One day a young fellow from the city struck town and opened a dry goods and clothing store in a little building on the main street. The wise men shook their heads and felt sorry for the youngster. The "old reliable" merchants smiled and said to themselves that he wouldn't last long. There wasn't room for another store in that town.

The new man paid no attention to those who were so certain of his failure. He got his stock in shape for business, decorated the windows so that his store was talked about by all the women folks. Then he went over to the printing office and he and the foreman put their heads together for the purpose of getting up an advertisement. They worked long and earnestly on the job and, when they were through, the result

showed a page advertisement that would do credit to a city paper. It was the first time the foreman had ever found a man who appreciated his work, so he put a little more time on the job than he ever had before. Several thousand big bills were printed and a rig sent into the country loaded down with advertising matter telling of the greatest Anti-Mail Order Sale ever known or heard of in those parts. A bugler accompanied the rig. When the outfit approached a farm house he cut loose, making the welkin ring with blasts from the instrument. The inmates all came out to see what was up and were given a huge bill telling of the wonderful bargains that awaited their coming at the new store. These bills were peddled fifteen miles in every direction. When the opening day came the town was crowded with people who had come to get hold of some of the things offered at the sale. Never had such a crowd of people been seen in town. Big sales were an innovation in that territory. The result was that the new store was a success from the start. The vim with which it opened its doors proved a winner, so that after that the people naturally looked to the new store for all the new things in merchandise.

While the old merchants had never before taken any stock in advertising, they were not slow to see that if they did not ginger up and get in the game they would soon be among the "also rans." So they began to advertise. They quoted prices in regular city style. They had all kinds of sales and before long the town began to be talked

about as a great place to trade. As time passed people came from farther away to trade. The business of every store in town that advertised improved wonderfully with the aid of printers' ink. The merchants began to laugh at the competition of the mail order houses and to-day not one is heard to complain that business goes out of town.

The above is not an illustration drawn from the imagination of the writer. It is true in every line and goes to show that the merchant who is alive to the ways of the world and the wants of the people will have no trouble in making both ends meet and at the same time saving enough long green to guarantee smooth sailing in days to come.

Raymond H. Merrill.

When I W's Twelve.

James Courtney Challiss in Ladies' Home Journal.
When I w's twelve I know'd a ter'ble lot—
Nobody couldn't tell me what w's what!
Tho' I w's ruther small,
I tell y' I felt tall—
Jes' thought I know'd it all when I w's twelve.

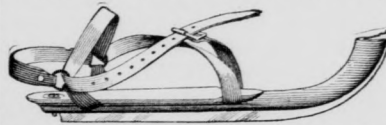
When I w's twelve years old, long time ago,
Thur wuzent nothin' much I didn't know.
You scurely ever saw
A smarter chap—why, pshaw!—
Know'd more'n Ma or Pa when I w's twelve.

When I w't twelve—why, bless me, I could tell
Old Mister Noah Webster how t' spell!
Thur wa'n't no doubt 'bout that,
Fer I jes' beat 'im flat
A-spellin' dogg an' kat when I w's twelve.

When I w's twelve—th' age when boys is smart—
I know'd the figger tables off by heart;
Did problems on my slate;
Know'd two-t'ms three w's eight,
Oh, I could calkerlate when I w's twelve.

When I w's twelve I thought I's smart, y' bet,
But now, at fifty, find I'm leamin' yet.
An' so through life I go,
A-studyin', sure an' slow,
The things I didn't know when I w's twelve.

ALL THE RAGE---THE DUTCH SKATE



Say! Mr. Dealer, have you ever heard of the Dutch Skate? If not, step into our place when you come to the fair and we will be glad to show you what they are. If too busy write for illustrated booklet and price list.

J. VANDER STEEL,

33 Kent St., Grand Rapids

100,000 Gas and Gasoline Mantels at 50 Cents on the Dollar

GLOVER'S WHOLESALE MERCHANDISE CO., GRAND RAPIDS, MICH.
Manufacturers, Importers and Jobbers of
Gas and Gasoline Sundries

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

BURNS 90% AIR
THE SAFETY GAS LIGHT MACHINE
ALMOST EQUALS SUNLIGHT COSTS BUT LITTLE MORE
COMPLETE GAS PLANT IN ITSELF

Strikingly Illustrated
is the tendency toward small cost and large illumination in the light afforded by the Safety Gas Light System. Business men are rapidly finding out that it PAYS to install the Safety Gas Light Machines, as they repay their original cost several times over every year by giving two-thirds more light at twenty-five per cent. the former expense.
We do not ask that the Safety System be taken on our representation alone, but point with merited pride to the fact that our claims for this private lighting plant are highly endorsed by every merchant who has had occasion to investigate its workings. Catalogue and price list (also many Michigan references) for the asking.

Perfection Lighting Co.
17 S. Division St., Grand Rapids, Mich.
Chas. C. Wilmot, Manager

NEEDED IN STORES, HOTELS, CHURCHES, LODGES, SALOONS, RESTAURANTS, ETC.
ACTUAL COST 2/3¢ PER HOUR.
1000 CANDLE POWER NO UNDER SHADOW.
ACTUALLY SAVES 75% UP-KEEP OF ANY OTHER LIGHT.
LONG DISTANCE--BOTH PHONES 2090.

MICHIGAN TRADESMAN

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 24, 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 17, 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 twentieth day of September, 1902.

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

THE WOMAN AND THE BURGLAR.

The important question has been raised whether or not a man is as brave as a woman in the presence of a burglar. According to a lady from Boston, the quality as well as the quantity of courage shown by the gentler sex when confronting a housebreaker is far superior to that displayed by a man. In fact, the lady from Boston declares that a man will hide his head underneath the bedclothes, lock himself in a bathroom get under the bed and behave in so inglorious a manner that she makes the sweeping assertion that all men are cowards. The Psalmist sang that all men are liars, and what with men being cowards and liars there is small hope of women ever holding the sterner sex in respect.

An unchivalrous writer, rushing to the defense of man, says that man possibly is more cautious before coming in contact with the midnight prowler. Nor will he attempt to deny that more burglars have been frightened away by women than by men. This he attributes to the fact that women are rash when seeking to protect their belongings. That statement can not be denied. Even the timorous dove, when sitting upon her nest, has shown bravery of the highest order, and so when the ruthless robber attempts to filch a stickpin or pocket money taken surreptitiously from another's pocket, our human doves display a courage which borders on madness.

There is a story told over in Saginaw of how a lady with strong musical tastes actually put to shame a burglar and made him return some of his plunder. The man was ransacking her room when the lady awakened. She asked him how he could be so ungentlemanly as to enter her room. She was told to shut up. She expostulated with him about his behavior. As the thief, impervious to suggestions that he conduct himself more in keeping with the proprieties, ripped open her purse and put the con-

tents in his pocket, she saw by the feeble light of a low-burning lamp that he was transferring some concert tickets to his pockets. "If you are a gentleman," she said, "you will leave those symphony concert tickets." "I ain't a gent," he growled back. "I will forgive you," she begged, "for all you have taken if you leave me those seats." They were left.

This is really an example of heroism. What man is there who would parley with a burglar over the possession of a couple of concert tickets? Perhaps he would hail the house-breaker as his best friend.

Seriously speaking, there is really no valid reason why a woman should not be as brave as a man. Physically she can stand as much pain. She can also stand cold better than men, and the average woman does more hard work than most men. Take, for example, a humble calling, such as chambermaid. Few men could be found to do as hard and uncongenial work without complaint. How many women, wives of farmers, do harder work than their husbands, who are on the farm! What man is there who would tie himself into such extraordinary clothing, load upon his head a hat weighing a dozen pounds and do the social round three hundred and sixty-five days in the year? Is there such a man? No, the poor man is entirely too wearied after a few hours spent in a luxuriously fitted office bossing the work of others and meeting the prices and concessions of his competitors in business.

These qualities alone, showing steadfastness of purpose, a desire to reach the ultimate goal, are all evidences of a high order of courage. History has shown us that women have led armies and fought with the equal bravery of men in desperate battles. As a woman is not now permitted by the stress of circumstances to take part in war—other than domestic strife—she may be left to the not altogether despised task of keeping the burglar from the door.

The three-color photographic process which is being employed in illustrating in England is said to be affecting the chromo-lithographic art much in the same way that the half-tone photo process affected wood engraving some years ago. The latter was practically ruined. Chromo-lithographers' wages have recently suffered a cut of from 30 to 50 per cent., and many skilled artisans have been thrown out of employment altogether. The chief objection to the new color photo process is that the darker colors do not come out with sufficient distinctness, but this will no doubt be corrected in time.

On his death bed a Missouri man confessed that he was the "ghost" that for years had worried the people of the town where he resided. With the aid of a long piece of rubber tubing he had been producing groans that everybody believed to be unearthly. The man's confession was a great surprise. In every town there are individuals who could, if they would, explain performances that have been regarded as supernatural.

Recent copious rains in India are said to have removed all fears of another famine in that country. It has had four successive years of that dreadful experience, from the effects of which thousands of the unfortunate inhabitants in the stricken districts are still suffering.

THE VALUE OF AMBIDEXTERITY.

Through some strange perversion of nature's plan civilized man has developed the skill and strength of the right hand, neglecting the left hand until it has become an awkward and almost helpless member. This training begins in early childhood, when the baby is admonished to take its spoon and its cup in its right hand, while the primary pupil in the public school is commonly severely chided if he shows a preference for holding the pen or pencil with which he begins his first rude scrawls in his tabooed, disrated left hand. The left-handed boy is derided upon the playground. Left-handed men and women go through life shamefacedly concealing the imagined defect as far as possible, or acknowledging it humbly and with apologies. Those rare individuals who, through obstinate persistence or wise training, have learned to use both hands alike are looked upon doubtfully by their fellows as prodigies who might fitly find places in dime museums. Few there are who stop to put the question squarely to themselves as to why the innate capacities of their own left hands have not been properly developed, to the increase of their utility in the scheme of life.

It would seem wise to train the left hand to a certain degree of skill in writing and performing various handicrafts, merely to have it waiting to serve as a useful auxiliary in case of accident to its neighbor, but a strict common sense view of the situation demands much more. There is no more reason why a man should depend upon the labor of his right hand alone than that a cow should stand on three legs when nature has provided her with four, or a man, having two sound legs, should hop on one. The two hands are precisely alike in their anatomy, and every task of which one is capable can be performed by the other. If it is not desirable to have both hands act together, and such concert of action would, of course, be impossible where separate functions, each requiring mental direction, were to be undertaken, then they may relieve each other by turns, forwarding work with a celerity impossible under other conditions. The ambidextrous writer gains an enormous advantage in writing with each hand in swift alternation. The housewife unconsciously trains her left hand to skill in many commonplace tasks, and reaps the advantage in the saving of time and strength. Some operations there are in the trades and in connection with the direction of machinery where only the right hand can properly grasp the tool or feed the machine, but these are comparatively few. Ordinarily the left hand may be employed quite as appropriately as the right, and it often happens, in emergency work, such as the swift reefing of a sail, or a surgical operation, that the skill or helplessness of the left hand is of momentous import.

For many years there have been ardent advocates of ambidexterity. Charles Reade, the novelist, was one of these, and in a most forcible argument upon the subject he pointed out the singular fact that already three functions, the one requiring the most sensitive delicacy of touch, another demanding exceeding skill, and the third requiring great strength, were performed with the left hand—leaving his readers to guess what these three operations were. It is only lately, however, that there has been a general awakening upon the subject. Prominent educators are urging that

ambidextrous training shall be introduced into the public schools. Philosophical students of babyhood suggest that it shall be initiated in the nursery. The most startling argument in its favor comes from prominent physicians, who assert that the partial disuse of the left arm causes a perceptible atrophy of muscles on the left side of the body, and that much of the heart weakness and disease current among civilized races is unquestionably due to the left arm's inertia.

The human race is sometimes very stupid in hugging closely its errors, but when the searchlight of modern enquiry is turned upon a mistake so manifest it does not take long to correct it. Two or three generations hence it is probable that the world will be peopled by beings who will use either hand with equal facility and who will expedite the world's work accordingly. The historians of that and succeeding ages will probably define this, our day, as the dark period in which men trained but one hand to service.

MUNICIPAL CORRUPTION.

An ugly and utterly disgraceful state of affairs is that of municipal corruption which has been revealed in St. Louis. Those who plundered the public funds by an unrighteous combination have been disclosed, many of them captured, and surely some, if not all, will suffer the punishment they so richly deserve. An unusual and a ghastly accompaniment of the combine was the oath which each member of it took and whose terrible terms have now been made public. Such revelations make emphatic the assertion often heard, that the honest management of municipalities is the greatest problem which confronts the American people. Most cities seem to find it absolutely impossible to get along without it in greater or less degree. Not all the nefarious transactions ever get into the light, but enough are known to create very general suspicion.

The remedy for all these evils, the preventive for all these iniquities, rests with the people. It has been told time and time again, until the statement is threadbare, that office holders are good, bad or indifferent just as the voters see fit to choose. In some places this view of it is sufficiently realized to secure satisfactory incumbents. In others, the better element permit the primaries and elections to go practically by default and then they must suffer the consequences. Primary is a very proper designation of the caucus, because it is really the beginning and the point of prime importance. When good nominations are made then there will be good officeholder whoever is elected. It too frequently happens that the caucuses make poor selections and then the choice is between two evils. There are probably few such flagrant exhibitions as that at St. Louis, but almost every municipality has little leaks that need looking after and need stopping. That which is little grows to be great if neglected. St. Louis and other cities like it have had a costly lesson which other places may well profit by, determining to secure economy through the primaries and the polls.

Whatever may be said of other months in other years it must be admitted that September is the finest month of this year.

A man may be able to argue with a woman, but it never does any good.

YELLOWSTONE PARK.

Observations and Impressions of a Travelling Man.

There may be readers of the Tradesman who through force of circumstances have not been able to leave home this summer, but who are interested in what is going on away from home.

There has been so much written concerning the Yellowstone National Park that I shall not attempt to go into details, but to anybody contemplating a trip at some future time I may say that there is no spot in America that affords such intense enthusiasm on the part of its visitors as the Yellowstone Park.

When we enter the Park we become isolated from the world and its cares, there is so much to see that troubles are forgotten. The grandeur of the scenery can not be overdrawn; it is simply beyond human conception to describe or paint. The feelings of awe that steal over one as he passes from one point of interest to another only magnify the conviction that the Lord Almighty created it.

When John Coulter, in 1803, first visited the Park and reported what he had seen the people of the United States pronounced him insane and it was not until Mr. Bridger, of St. Louis, after a thorough exploration in 1835, returned and corroborated John Coulter's statements that the people began to realize what was in store for the pleasure seekers of the world.

The entrance to the Park is about fifty-three miles south of Livingston, Montana. The Northern Pacific takes us to Gardiner, where the stage meets us and in which we proceed the rest of the journey. The trip from Livingston to Gardiner is only a forerunner of what we are coming to. Passing through the Yellowstone Canon, Paradise Valley and Yankee Jim's Canon of the Yellowstone River, the combination of mountain, valley and river scenery presented on the early morning ride seems to be a fitting preparation for the glories and wonders that await us be-

fore the trip is ended. One notable feature of the ride is the Devil's Slide down the Cinnabar Mountain, 1,800 feet in length and 100 feet in width, which can be seen plainly from the car window. It presents the appearance of a chute and is so perfect in form that it is hard to realize that it is as Nature made it instead of artificial. The variegated colors in the sunlight are simply gorgeous. On the opposite side is Emigrant Peak, the highest point visible, being 10,650 feet in height, which derives its name from the fact of its gladdening the heart of many an emigrant.

There are several transportation companies that take you through the Park, but the best service is furnished by the Wylie Co. You register at Gardiner and buy your ticket for \$35 and your cares cease until you emerge from the Park. Everything is furnished that will enhance your comfort during the trip of six days' duration. The magnificent Concord coaches are drawn by six horses and present a gala appearance to the sightseer. They carry from ten to twelve persons.

The camping method of the Wylie Co. is unique and I must say surpasses our leading hotels. You can be as exclusive as you wish. The beds are simply fine and a weary traveler can rest. The tents are equipped with all necessary utensils for the convenience of the guests, even to a fire, which, by the way, becomes very acceptable in the early morning. The table is supplied with everything in season in fruits and vegetables—good meats, good butter, fresh eggs, maple syrup, hot rolls, splendid tea and coffee, in fact, everything to be found at a first-class hotel. The hostess is courteous and obliging and is most solicitous for the comfort and welfare of every guest. The camp fire at night is the rendezvous for all the guests. It is here that strangers become acquainted and fall in with the spirit of the occasion, and as in a gathering of forty or fifty people there is always more or less literary and musical talent,

the evenings are spent with speeches, recitations and music until the air rings with the melody of old plantation songs. We had twenty-eight in our party, all meeting as strangers at Gardiner and parting after the six days' journey with the very best of feelings, wishing each other "Godspeed" as the trains pulled out taking us to our respective destinations.

The first point of interest on entering the Park is Eagle's Nest. Perched on the pinnacle of a precipitous rock jutting far out into the river beyond human reach can be seen the eagle with her brood of young ones, sagacious enough to know she is beyond all danger. A few moments more and we are in sight of Mount Everts, one mile in height, at the foot of which is the boiling river, emptying into the Gardiner River and so tempering its waters that it never freezes; and it will be hardly credible with the readers of the Tradesman when I state that the angler can catch his fish in one stream and cook them in the other without changing position! The next points of interest are the Mammoth Hot Springs and Fort Yellowstone, from which emanate all the orders and regulations of the Park. The Mammoth Hot Springs Hotel is a model of beauty, located at the foot of the boiling springs in a sequestered corner and presenting a picturesque appearance. McCartney's Cave, fifty feet in circumference and depth unknown, undoubtedly communicates with the subterranean river, as steam is continually issuing from its mouth. Liberty Cap, a calcareous tufa rock fifty feet high and sixty feet in circumference, stands immediately in front of the hotel and is a marvelous freak of Nature. The basin of the hot springs stands some 300 feet above the hotel and the formation descends in terraces of all conceivable colors, Minerva Terrace, Pulpit Terrace and Jupiter Terrace being conspicuous for their beauty of formation and blending of colors. The Devil's Thumb, Angel's Terrace, Devil's Kitchen, White Elephant, Cupid's Cave and Jacob's

Ladder are special points of interest at the springs. To describe each minutely would fill the Tradesman; suffice to say, one feels that it has been a day of wonders to visit them. Notably among them for its indescribable beauty are Cleopatra's Spring and the Cave of Death at the foot of Jacob's Ladder.

Passing along from the springs, we ride four miles around the mountain side in sight of stupendous rocks until we come to the Golden Gate, which well deserves its name. Passing through the gate we come in sight of Bunsen's Peak, Electric Peak (11,760 feet high), Cathedral Rock and Falls of the Three Gardiner Rivers, Terrace and Sepulcher Mountain and the Gallatin Range. The succession of panoramic views to be seen from this roadway must be seen to be understood, no man can describe them. Passing the Golden Gate, we wind our way around the mountain side until we reach Willow Park, where we rest for the night, after partaking of a refreshing draught of appolinaris water from the natural springs at this point. Willow Park Camp is situated among a cluster of lofty pines.

The next morning, bright and early, eager with the experiences of the previous day, we start out upon our journey. The first point of interest is Obsidian Cliff, the composition of which is volcanic glass, so hard that it can not be blasted, the only way to separate it being to heat it with an intense fire and then pour cold water on it, when it splits. Beaver Lake, Roaring Mountain, from which issue steam and smoke from the summit, Twin Lake, with remarkably clear beautiful water, each varying from the other in tint of color, the Devil's Frying Pan, a sizzling hot pool, bubbling up like hot lard, and the Norris Geyser Basin comprise the morning's sightseeing. Then we rest for luncheon. Having supplied the inner man, we start again and in a short time have come to the Twentieth Century Geyser, Congress Geyser, whose eruptions occur every seventy-five minutes and last from ten to twenty minutes, the

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

Hurricane or Muddy Geyser and the Constant or Minute Man Geyser, so called from the regularity of its eruptions. The Mud Kettle, certainly a curiosity, resembles a kettle of boiling muck. Passing this, we reach the Emerald Pool, such a contrast with its beautiful clear green water and variegated formations surrounding it, then on to the Monarch Geyser, whose eruptions cast the water from 150 to 200 feet in the air. We next reach Elk Park and, winding our way through, we come upon the banks of the Gibbon River, on either side of which are seen hot springs and pools, steam vents and cones of many shapes and colors. The Twin Chocolate Springs are the most notable feature of the Canon, emitting a lava resembling chocolate, from which they derive their name. On through the Gibbon Meadow we reach the Gibbon Paint Pots. The curious openings in the extravagantly brilliant orange red pasty substance are marvels of beauty, the expansive steam constantly lifting up the mass, which unfolds itself in the shape of lilies and roses, which alone is worth the price of admission to see. On we go through the Gibbon Canon, passing Mount Shurz, on the summit of which is the Monument Geyser Basin, 1,000 feet above the river. Then we visit Beryl Springs, the steam from which envelops the tourist for quite a few minutes. One-half mile beyond we reach Gibbon Falls. The impetus of its foaming water rushing down its steep, rocky cascade some 100 feet in height to the peaceful river below is a sight never to be forgotten. Crossing the river a little below this point we reach the Wylie Camp, where we rest for luncheon. Emerging from camp, we reach the Falls of the Fire Hole River, the waters passing through a narrow self-made channel between gigantic stone walls, presenting a pretty cascade effect. From this point we wend our way for several miles along the river banks, touching at Nez Percés Creek, where the Soldiers' Encampment is situated, until we reach the Lower Geyser Basin, where we rest for the night at Camp No. Two.

To go into details of the Basin would take too long, but I merely mention some of its principal features: The Fountain Geyser, whose eruptions occur every four hours and extend some seventy-five to 100 feet high; the Clepsydra Spring; the Mammoth Paint Pots, an irregular shaped basin, containing mud of a paint-like consistency very unctuous to the touch, in a state of ebullition at numerous points, the paint bubbling up and unfolding in rose and lily shaped masses of exquisite tint of color so perfect it is hard to believe them not genuine flowers; the Great Fountain Geyser, the eruptions of which occur every eight hours and extend some 100 to 150 feet high, close to which are a number of beautiful springs. The Fire Hole, one of the most remarkable features of the basin, is a dark deep pool of clear blue water with a stream of fire issuing from its depths until it almost reaches the surface. Here the crowd lingers spellbound at seemingly having had a glimpse of the lower regions! The Excelsior Geyser, or Hell's Half Acre, now become extinct; Prismatic Lake, the largest and most beautiful hot water lake in the world; Turquois Spring, justly deserving its name for its beautiful clear blue water and formations, outrival anything on the basin in picturesqueness. Biscuit Basin, the Sapphire Pool, Jewel Geyser, Black Pool and Silver Globe Pool comprise the other attractions of this basin. If you should take 5,000 biscuits and build them up with a cavity in the center and fill that with beautiful clear water you might have a faint conception of what the Biscuit Basin is on a large scale. The Silver Globe Pool issues a bubble from its center every minute which slowly rises to the surface until it bursts. Passing these, we come to the Mystic Falls, Fathomless Beauty and Ideal and Gem Pools, each remarkable for its peculiar formation and exquisite beauty.

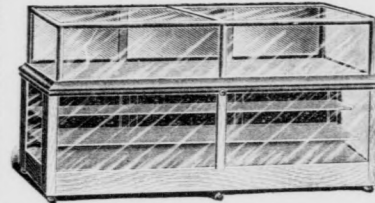
Nothing more of importance is to be seen until we reach the Upper Geyser

Basin, which has every appearance of being the oldest in the Park and is certainly the climax of all the wonders already encountered. Permanent Camp of the Wylie Co. is located here and you rest for the night, after partaking of a sumptuous repast.

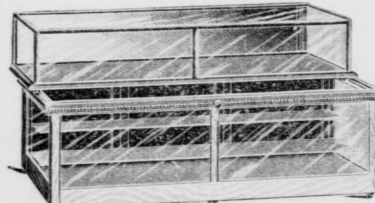
The Upper Geyser Basin contains over twenty active geysers and from 300 to 400 hot pools and springs covering an area of about four square miles. Having described the geysers of the Lower Basin, I shall briefly mention what we find here: The Splendid, the Castle, the Artemisia, the Fan, the Mortar and the Riverside (which, when in action, presents a sight of indescribable beauty, its waters being thrown in a semi-circle over the river and reflecting all the colors of the rainbow). The Grotto (most curiously shaped), the Giant (remarkable for its excessive height during action, some 200 feet, the eruptions lasting from thirty to sixty minutes), the Oblong, the Daisy and the Comet comprise the most formidable. The Punch Bowl Spring is conceded by travelers to be the most beautiful hot spring in the world. There are also the Black Sand Basin, Sunset Lake, Emerald Pool, Specimen Lake, Black Sand Spring and Cliff Spring. Emerald Pool is certainly worthy of mention with its beautiful emerald green water. It is situated between Sunset and Specimen Lakes, whose water of richest azure and walls of ivory whiteness present a dazzling appearance. The Lion, Lioness and Cubs, the Grand Geyser (outrivaling the Giant, eruption every six hours 200 feet high), the Sponge Geyser (resembling a huge sponge both in color and shape) and the Beehive (so named from its formation) eclipse all others but Old Faithful, which is the grandest of all the geysers, deriving its name from the regularity of its eruptions, which occur every seventy-five minutes, seldom varying one minute, and makes a fitting climax to the Upper Geyser Basin.

Resuming our journey, we take the main road up the Fire Hole River, reaching Kepler's Cascade, the most beautiful cascade in the Park, nestling in a thick deeply-wooded ravine, and the Lone Star Geyser, whose cone is some twelve feet high and whose eruptions occur at intervals of two hours, then on through a succession of canons some three to four miles until we come to Craig Pass and Isa Lake, which is filled with lilies of variegated colors nestled at the base of precipitous cliffs. Passing this, we come to what is known as the Continental Divide, where the waters separate and flow east to the Atlantic and west to the Pacific. We drive on until we reach Shoshone Point, where is had a magnificent view of the surrounding country and of the Teton Range sixty miles away. Ascending the mountain, we reach its summit, from which is seen the Yellowstone Lake (twenty miles long by fifteen wide) at an altitude of 7,778 feet, which view is acknowledged by tourists to be equal to any water landscape in the world, at the thump of which are situated the Yellowstone Park Hotel and Wylie Camp No. Three. In close proximity to this camp is what is known as the Handkerchief Pool, truly a phenomenon. In this pool you drop a soiled handkerchief and it disappears for from fifteen to twenty minutes, gradually descending the deep blue boiling water. Many valuable handkerchiefs are dropped into this pool and the anxious owners wait and wait with a look of consternation on their countenances lest their treasures should be lost, when they gradually come to the surface again, clean as though just from the laundry. One has never been known not to return. This pool is nicknamed the Devil's Laundry. Twenty-eight in our party had their handkerchiefs washed in this pool and can verify this statement. One of the most remarkable features of Yellowstone Lake is the Fisherman's Pool. He stands at this point, catches the beautiful mountain trout from the lake, drops them in the hot water in the cone or kettle and cooks them. One needs only a visit to the Park to verify this statement, also. The little steamer Zillah (Captain Waters, a most genial

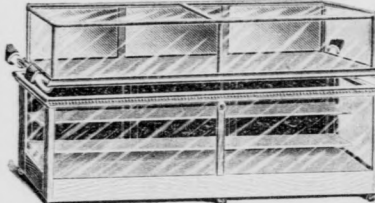
Are You Coming to the Fair?



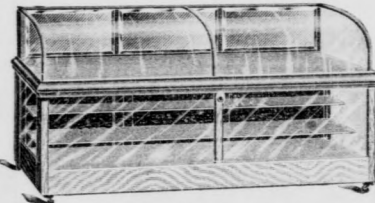
Shows a Square Show Case Set on the New Case



Shows the Case Rolled Back to Get Into the Lower Case from the Front



Shows Placing the Old On the New



Shows How an Oval Top Show Case Will Look On the New

If so do not fail to see the new style

Ball Bearing Rolling Top Show Cases

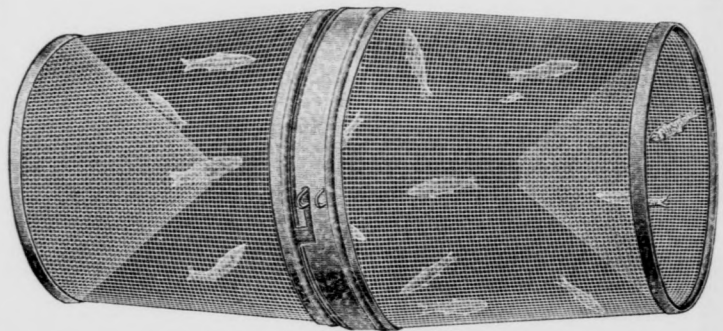
They will be on exhibition at the Fair all the week.

You can use your old show case and have a silent salesman at a small cost. It will pay to investigate.

If you cannot come send for catalogue.

Parrish Roller Bearing Show Case Co.
Saginaw, Mich.

"Sure Catch" Minnow Trap



Length, 19 1/2 inches. Diameter, 9 1/2 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.

gentleman) takes you on a delightful trip across the lake. From the upper deck can be seen Mounts Sheridan, Hancock, the Sleeping Giant and the Grand Teton seventy miles away. The Sleeping Giant is the clear cut profile of a man lying on his back. These are the highest mountains seen on the journey, being 4,000 feet above the level of the sea. A stop is taken at Dot Island, where the passengers are taken to see the buffalo, antelope, elk, bear, mountain sheep and other animals. From this lake the Yellowstone River takes its rise. Finishing the trip on the lake the stage awaits us to carry us on our journey. A mile from this point we arrive at the Natural Bridge, a veritable wonder. Its arch of granite is thirty feet across and forty feet high and is quite symmetrical, crossing a small stream. Dazed with the magnificence of the trip, we land at Camp Wylie No. Four for the night, wondering how anything could possibly surpass what we have already seen; but the end is not yet.

The last night in camp, filled with unbounded enthusiasm over the events of the day, each member of the party is anxious to give vent to his feelings and make it a fitting climax to a most glorious trip. Around the camp fire we sit, its glow illuminating every happy face, when suddenly the cry of "Bears!" is raised. Fire could not have caused a greater tumult. Up we start and in a few moments come in sight of four monstrous grizzly bears. "Hush!" is the cry and we steal quietly along, the bravest taking the lead, until we are within 100 feet of the monsters, when, with a look of astonishment and a roar to make a statue thrill, they scamper off to the woods. Returning to the camp fire, we

"Sing to the light of the moon
And serenade the bride and groom."

Bright and early on the morning of the fifth day we prepare ourselves for a ride of seventeen miles to the Grand Canon of the Yellowstone River, along whose banks the roadway winds. Among the attractions on the morning ride are: The Mud Geyser, or Volcano, which in itself would disgust one of sightseeing, as it is the most repulsive object in the Park, belching forth a dark thick slate colored muddy mass from its cavern sixty feet deep and splashing the walls of the cavern with a heavy thud, the sickening odor being so intense that one can not approach it without covering the nostrils; Sulphur Mountains (mountains of pure sulphur from which you can take the sulphur in its natural state); Sulphur Spring at the base of these mountains (always in a state of violent ebullition and depositing its sulphur only upon cooling); and Hayden Valley, into which, unostentatiously, come the elk and deer to graze and in which are seen some birds of very beautiful plumage. The atmosphere at this time seems to be impregnated with a stillness and solemnity that create a feeling on the part of the tourist that something is going to happen, and while this feeling is upon us we reach Alum Creek, which derives its name from the astrigency of its waters. Here the valley narrows and the river assume a more turbulent motion. Winding in and out of the cascades, we suddenly come in full view of the Upper Falls, dropping a distance of 112 feet. The velocity of its cataract falling over the perpendicular rocks churns its waters into a foam the spray from which rises to a height of fifty feet, the spectacular effect of which is beyond my ability to describe.

The marvelous display of the Almighty's creative power is presented to us as we gradually descend the mountain side until we reach the Great Falls of the Yellowstone River and get our first glimpse of the Grand Canon. If one were inclined to skepticism as to there being a God there must surely come doubt in his mind as to his theory being true when he stands on the pinnacle of Lookout Point and views all around him the magnificent spectacle, stupendous in the extreme, beyond human conception to portray or describe. The Great or Lower Falls, whose wat-

ers fall over a precipice 310 feet high, the roaring of which seems to shake the very foundations of the earth, is a fitting tribute to the Almighty. Lookout Point is reached from the roadway by a narrow trail and projects far out into the canon and is the best point from which to view the surroundings. Red Rock, with its beautiful crimson tints is the most conspicuous feature of the canon at this point, standing in the center at its base. It is a volcanic rock of the richest crimson and terra cotta hues, forming a striking contrast to the beautiful white foaming spray from the falls above. Here the eagles build their nests. The depth of the canon at this point is some 1,200 feet. Immediately across are Artist's Point and the Needles of the canon. The exquisite blending of the colors of the walls and the sands must be seen to be appreciated. The gorgeous chasm, with its craggy pillars and variegated colored rocks, descends to a depth of 1,500 feet. As you reach Inspiration Point, the view from which is conceded to be the climax of grandeur, looking upwards you see the falls some two miles distant and a greater portion of what has already been seen from Lookout Point and our ride along the dizzy edges of the canon. Turning the back and looking down is seen the graceful river winding its way for several miles down through the projecting cliffs of the canon. Castle Ruins, as Nature has left it, presents the appearance of a once gigantic structure fallen to pieces through the ravages of time. Here the beautiful tints of pink and red, yellow and orange, blue and white, purple and green, lavender and terra cotta, brown and black fade away into a somber grey and are lost among the granite rocks, which in turn are obscured from view by the hazy atmosphere of the distance.

Those who have seen Moran's painting of the Grand Canon in the capitol at Washington assert that it is but a faint representation of the reality after viewing the original. To form a thorough conception of what the Grand Canon of the Yellowstone River is it should be seen in the early morning, in the midday sun, in the twilight and by moonlight—in fact, several days should be spent to look upon this matchless display under the varying conditions of the lights and shadows of sunrise, midday, sunset and evening, all having their charming but different effects. A view of the Great Falls by moonlight is so weird, grand and indescribably majestic that it is a fitting finale to the inconceivable glories and wonders through which one has passed and leaves him, as it were, in a trance.

Turning from the Grand Canon back with many a wistful look upon the grand scenery, we strive to get one last glance upon the grand spectacle that fades from sight as we drive through the cluster of lofty pines on our way to the Norris Basin and back to the Mammoth Hot Springs.

What I have written is merely a synopsis of what one sees. There is unbounded scope for the filling of a book with the beauties of Nature to be seen in the Yellowstone Park. The forest, the animals, the birds and the flowers are all deserving of special mention, but time will not permit me to go into details. The Wedded Trees, perhaps the greatest freak of Nature in the Park, should not escape our notice. Two tall pines, blended together by a horizontal bar some twelve to fifteen feet from the base, stand by the roadside, one, about five feet taller than the other and more stoutly built, indicating the masculine, the other, a delicate pea green foliage by far the more beautiful, indicating the gentler sex. Virginia Cascade, seemingly the remnant of the Mammoth Cascades of the Gibbon and Yellowstone Rivers and situated about three miles from the Norris Basin, is the flickering flame of the last light to be extinguished on the glorious spectacle thus ended!

Algernon E. White.

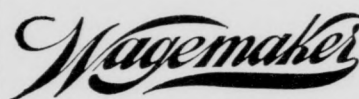
A French expert says the American navy is antique, but he furnishes no Spanish testimony to back up his claims.

Warm Shoes



We have a very large and complete line of Warm Shoes, Men's, Women's, Misses' and Children's. Write for samples or have salesman call. New, snappy, up-to-date, at popular prices.

HIRTH, KRAUSE & CO.
Specialty House Grand Rapids, Mich.



Letter Filing System Free to You for a Trial

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

Capacity 5,000 Letters

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

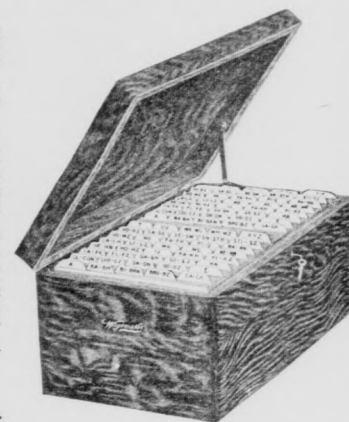
This arrangement is designed for different purposes, one of which is to file letters in one set of the vertical indexes and invoices in the other.

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

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

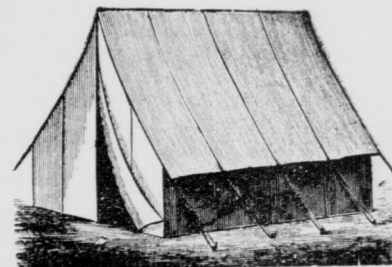
Write for our complete Booklet F, giving full descriptions and information.

The Wagemaker Furniture Co.,
6, 8 and 10 Erie St., Grand Rapids, Mich., U. S. A.



Tents, Awnings,

- Horse Covers, Wagon
- Covers, Stack Covers;
- Cotton, Jute, Hemp,
- Flax and Wool Twines;
- Manila and Sisal Ropes.



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

FREIGHT TRACERS

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

BARLOW BROS., GRAND RAPIDS, MICH.

Shoes and Rubbers

Some New Problems Which Confront the Shoe Jobber.

A few years ago, not very many, we only had the manufacturers who made to sell direct to the retail dealers, "New England trade," we termed it, and another lot of manufacturers who sold to, the then, jobbers. The former confined their business strictly on lines laid out that were known to be satisfactory to the dealers and themselves, while the latter class jogged on, year after year, on their own rules of disposing of their wares. Department stores had not yet added shoes to their other lines, and there was nothing to interfere with old-established methods that had proved satisfactory to all. Manufacturers had not opened any retail stores of their own, and such a thing as a special name and price shoe was unheard of.

The manufacturers who catered to the jobbing trade were not obliged to go to the expense they now are in order to get orders. Regular customers who might be depended on, year after year, for good liberal orders were expected and found and this, of course, lessened the number of samples required each season, and fewer salesmen were needed to visit the trade. There was a definite period each season when salesmen were expected to call on the jobbers and another definite time when jobbers visited the factories for the purpose of leaving large orders. The salesmen who traveled for jobbers knew almost to the day when it was best for them to start out to see the retail trade. In many instances the proprietor of a factory would load up a sample trunk and make a personal call on the Western jobbers whom he knew desired to see his face in their waterrooms before ordering.

Not nearly so many styles were made, and of course were not called for. It was easier for the manufacturer, jobber and retailer to calculate ahead what might prove possibilities.

But now how changed is the whole situation. Not a factor in shoe distribution has confidence in any outlook for the future. In a day, almost, some new idea is sprung on them by some one who does not run on lines of thinking from any experience engendered in the past, anything so that it is new, either in process of manufacturing or selling or perhaps in contriving a new or original feature in some style of shoe. The majority of the fortunes that were accumulated in the shoe trade were made during the period that the entire business was run on old-time methods. The worst disturbing element of shoe business at the present time are those people more fond of experiment than profits. It is a question if any one who is in any way connected with shoe manufacturing is any better off to-day from the production of the extension edge fad. But there is no question as to the losing of considerable money by cut sole dealers and shoe manufacturers on its account. Now the next and last to suffer from the expense of such an un-called-for extreme will be the retailers who overstocked.

The whole business of disposal of footwear is all muddled up, and there are no bearings by which to sail. The recent innovation in methods of connecting the retail store with the factory has left the whole question of best means of selling manufactured goods a series of guesses, and there is about as much uncertainty experienced in hitting the winner as at the Saratoga races. Of

course there are a few who foresaw the changes that were bound to occur, and took advantage of that knowledge in time to secure first foothold among those who had the nerve and ingenuity to adopt the new and unheard-of ways, but it shuts out the wholesaler to an extent no one would have believed possible ten years ago. All wholesalers are not in condition nor do they desire to enter the ranks of manufacturers, but it is only stating the truth when we say that there is much deep thinking on the subject. As they see the former methods run up against new difficulties they must, as a matter of course, endeavor to find other ways that are more satisfactory.

Catalogue distribution once at the beginning of each season is a means that has not yet found general favor, although a few are using it to best advantage. Even at the best a faint idea only of the goods can be given through cuts and a printed description. Buyers desire to feel the stock in the shoe and examine the small points both of finish and curves, and in fact see what they order. But even then they do not always get them.—Boot and Shoe Recorder.

Explaining Technical Terms to a Woman.

"Dearie, I didn't know that wheat could be harvested in the winter time, and yet I see in this newspaper something about the price of January wheat. When I was a girl on the farm the wheat always ripened in July or August," and her face wore a troubled look as she laid down the paper in which she had happened to glance at the market reports while looking for the society gossip.

"Wheat doesn't ripen in January now any more than it did when we were young, my love," replied her husband. "The terms you refer to do not mean that the wheat ripened in that month. It was harvested in July, just as it used to be, stored in elevators and kept for use at some future time. The supply thus accumulated is then sold to various buyers, some of whom want it delivered in one month and others in other months. Sales thus made are called 'futures,' and form the basis of much of the gambling that takes place on 'change.'"

"How interesting! now tell me what 'squeezing the shorts' means."

He mused a moment, and then, realizing the impossibility of properly explaining the term in his limited time, said:

"You are much shorter than I, you know. Well, when I put my arms around you I 'squeeze a short,' see?"

"Oh, indeed. Well, if that's what you men do on 'change it accounts for your devotion to business.'"

An Important Discovery.

What has proved to be a very important discovery in the treatment of piles and obstinate rectal diseases has been made by Dr. Willard M. Burleson, a Rectal Specialist, of Grand Rapids. This treatment consists of dissolving and absorbing pile tumors by means of a mild current of electricity.

Dr. Burleson has accomplished some wonderful cures. In a number of instances he has cured cases of many years' standing in one painless treatment by this new dissolvent method. The treatment used is entirely painless and has not in any case resulted in the slightest detention from business. Those who are sufferers from this painful affliction and who dread the experience of the operating room will hail this great discovery with joy.

His Office Boy.

"Don't you know that your office boy is a very aggressive and overbearing person?"

"Yes," said the business man. "It's not a bad idea. No matter how hurried or annoyed I may be, I impress a caller as good-natured, compared to the office boy."

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



Rush Your Orders

in now for HOOD and OLD COLONY RUBBERS. You will soon need them and we can take good care of you now.

Either mail them or drop us a card and we will have our salesman call on you soon.

We are the main push on the above goods for this part of the country.

The L. A. Dudley Rubber Co.
Battle Creek, Mich.

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

Our Hard Pan

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

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

Necessity of Care in Selecting School Shoes.

Now that the school season has opened and the first run on children's shoes is past, it is to be hoped that the retail dealers throughout the country will continue to make provision for shoeing the feet of those who wear more shoes than any other class of people on earth. School children should receive the special attention of every shoe merchant. The best is not too good for the boy or girl romping from school. An old saying, which is also a true one, is, "School children will wear out iron," therefore the merchants who attempt to foist anything but the most solid product of the shoe factory on the rising generation makes a mistake. The substitution of shoddy for solid leather in school shoes will act as a boomerang on anyone who attempts it. He will not only lose the children's trade but the trade of the grown up members of the family, who if they find the children's shoes do not wear properly will not purchase theirs from the same place.

If it is found that the shoes received in first fall orders are not up to the mark, it would be far better to look around for some manufacturer who can make up an order in four or six weeks of a shoe that he will guarantee solid throughout than to attempt to sell shoes which have not proved successful. Doing this will simply be safeguarding trade which has cost years of patient effort to establish.

If there is any place where the breadwinner of the family notices a quick expense, it is in the subject of school shoes. He never attempts to keep track of what the grown folks wear, but every now and then he has a look at the shoes of the little folks who are going to school to see how they are holding out, and he criticizes them more than anything else brought into the household. He is an exacting customer in that respect. He never asks for style, but he does ask for good solid wearing qualities. Aim to give them to him at any expense.

Some retail dealers pick out certain lines of boys' and youths' shoes and make leaders of them—sell them almost at cost so as to start the trade in their vicinity talking of the wearing qualities of their boys' and youths' shoes; others take the misses' and children's, while still others continue both lines as leaders. Accumulative results are obtained from this course and the little that is lost on the shoes which are put out as leaders is more than made up by the volume of business obtained from other sources.

In speaking of school shoes, it would be well to remember that a man should be more critical in making adjustments of shoes of this kind which have been returned with the complaint that they have not worn well than with any other class. Take a child who will slide on the asphalt pavement behind a wagon; that child is liable to wear out a pair of shoes inside a week, even although the shoes themselves are made of the best of sole leather and the uppers of the highest class calf or kid. The same may be said of a girl who skips a rope or of the boy who shoots marbles, and it is also a severe test for a pair of shoe if a child uses roller skates, especially of the clamp pattern. When a merchant on close examination or inspection finds that the shoes have been subject to usage of this kind, it would be well for him to advise the mother or father of the child of such treatment, and to repair them at cost. If the parents are

fair minded after this explanation they will be perfectly satisfied with this arrangement. If they are not fair minded and want a new pair of shoes, no matter what the conditions might be, the merchant should politely refuse to make any adjustment. A merchant is better off without trade of this class. It would simply be losing money to cater to this class of customers, as what they insisted upon once they will demand as a matter of course the next time a pair of shoes is returned.—Shoe Retailer.

Time To Push House Furnishing Goods.

This is the time of year to boom trade on house furnishings.

September means a move or house cleaning.

Whatever your line may include in the list of housekeepers' supplies, push it to the front.

If you have a nice lot of small rugs, or remnants of carpet, get them out. They will move with a little help.

If there is a thing in the stove line or in stove supplies in your stock, now is the time to make it go.

In the rush of the busy season the merchant is apt to forget as summer merges into autumn that the human being is preparing to make all habitations warm.

Although the furniture trade may appear nearly at an end in some communities, this time of the year always sees some sorting up done by the housewife.

Draperies should be displayed.

Make up the remnants in this line of goods and get them to the remnant table or the bargain section of your store.

In advertising these lines, use the smaller items in house furnishings as your magnet.

A "stove hook" at a few cents less than regular price often works wonders.

There is an opportunity to do something in brooms.

This is generally regarded a hopeless task.

But this is the time of year that brooms are being given vigorous exercise, and some of them are wearing out.

You always have a line of brooms, complete.

Call attention to the better grades as well as using a cheaper one for a leader.

In case you handle carpet sweepers they can be included.

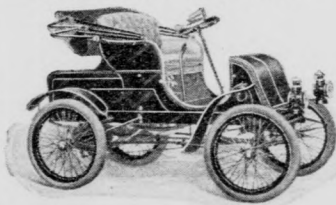
By going through your stock, selecting the lines which the housewife will be asking for at this time of year, you will be surprised to find what a big display you can make in the house furnishing line.

If you have never attempted it before you will also be surprised to find what good it does you among the women buyers.—Commercial Bulletin.

All parties interested in

Automobiles

are cordially invited to see our exhibit at the West Michigan State Fair Grand Rapids, September 29 to October 4.



We are territorial agents for the Oldsmobile, Knox, Winton and White. Also have some good bargains in second-hand autos. Be sure to hunt us up in main building.

Adams & Hart,

12 W. Bridge St., Grand Rapids

Mayer's
School Shoes

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

What You Want

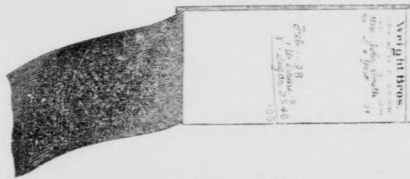


CRUISING

Our oil grain cruiser makes an ideal hunting shoe and can be sold for \$4.50. Good also for farm work and every kind of hard walking. A few pair worn in your locality will create for you a profitable line of trade.

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

Duplicating Order Pads



Counter Check Books

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

The Simple Account File Co.

500 Whittlesey St.,

Fremont, Ohio.

Clothing

What Is Worn By Chicago Men This Fall.

There has been an unusual call for white French flannel this summer for outing suits. At present there is not a piece of it on the counters of any of the leading tailors in Chicago.

Heretofore men have been afraid to indulge in white flannels, fearing that they would shrink if they got wet—so they did. This season tailors have gone beyond the sponging process and have the pieces intended for suits washed by experts and all possible care taken to insure them against the dreaded shrinkage. They say that suits made this year can be washed the same as any other fine flannels.

If this is the case, the white flannel suit is most desirable and fills a place of its own.

A leading Chicago tailor is authority for the statement that "last fall's styles were so good that it is doubtful if they can be improved upon; they will not change very much, if at all.

The styles of apparel to be worn by Chicago men this autumn, then, will supposedly base themselves on this view. There is, nevertheless, to be a slight change in the cut of the fall top-coats made by high-class Chicago tailors. These will be cut full, but the "box" affair will be discarded. These coats will be made of the regulation covert cloth, some of the patterns of which are already in. They are handsome, of course, the shades coming in autumn browns, grays, drabs and olive or bottle green. The well-dressed Chicagoan's top-coat will have double rows of stitching and wide seams at shoulder and back. The shoulders will be natural, with little or no padding.

A favorite overcoat, although one not new in design, will be the "three-quarter length" affair, cut from regulation fancy striped Scotches. It will have one center vent, and collar and cuffs of velvet, and will be worn over a frock coat or evening dress; it will also be a useful garment for the automobile. As in last season, the single-breasted Newmarket will be the ultra coat. It will be made in oxford, coverts or worsteds and, of course, handsomely lined.

In business suits, the double and single-breasted sack coats will be worn exactly as last year; that is to say, fitting the figure snugly in the back, and flaring very slightly from the waist to the extremity of the skirts. They will be seen in Scotches, with the wood-brown color and brownish tints generally predominating in favor. After the browns, the gray shades will rule, although the latter will be seen principally in morning coats.

There will be no change from last season in the frock coat, which will have a full skirt, falling in folds just to the knee. It will be seen in clays, vicunas and oxford grays, silk-lined throughout and silk-faced to the lapel. The patterns shown in trouserings to accompany the frock are as attractive as ever, some shades of gray, with a sort of herringbone pattern running in wide stripes down the leg, being especially attractive. One tailor tells me that black trousers will, in some cases, be worn with the frock. It may be true—in the case of clergymen, presumably.

The late summer has developed a semi-novelty, imported from London, and styled "the lounge suit." The three or four Chicago men I have seen wearing them at country places have

appeared veritable pictures of comfort. The coat of the "lounge suit" is made up with swelled edges and four buttons, with an inside breast pocket, a ticket pocket and two hip-pockets—the last three with flaps. There are two buttons on the cuffs and the corners of the front are slightly rounded. The vest is single breasted and made to button high up; yet, while the coat is made to button high also, the collar has an easy turn that allows the coat to roll to the bottom button. A step-collar and a cutaway opening from the bottom button show the vest, which is of liberal length. The trousers are fairly wide at the knee, perhaps nineteen inches, although in this detail the taste of the wearer always directs the cutter's scissors.

The passion for golf, which is followed nowadays into the autumn, has largely increased the custom trade in outing clothes. The rough-and-ready golf player pays little attention to costumes but the smart players make business for the tailor. At country clubs around Chicago this autumn one will find the Norfolk jacket still in high favor. The latest Norfolk, made of soft and pliable cloths, has two pleats down the front, one on each side, and two continuing down the back from the shoulder seam on each side of the crease edge of the back. The jacket buttons well up, with four buttons and is buckled in at the waist with a two-inch band.

An autumn golfing suit, just completed for a fastidious customer and shown me by a leading tailor, was a thing of beauty. The coat was of the pattern known as the single-breasted lounge. It was of a light drab tint, having an outside pocket, with a welt, a ticket, and two hip-pockets with flaps. It had four buttons, the top one very

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



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

In Chicago? Sure!

Glad to see you there; show you our up-to-date plant—how we're able to turn out such correct "Correct Clothes." It'll be interesting and we'll give you a good time.

In Detroit, Too

At 131 Jefferson Ave., just a few steps from our old stand, we have a salesroom where we are showing our complete line with all the novelties just as soon as the Chicago plant turns 'em out. Drop in any old time.

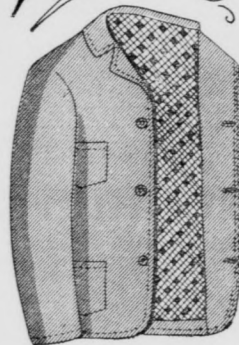
We've some extra good things right now in Men's Winter Suits and Overcoats which we'll be glad to tell you about if you say so.

Heavenrich Bros.

131 Jefferson Ave, Detroit
Corner Van Buren and Franklin Streets, Chicago

LOOK TO VALUES

WHEN YOU BUY COVERT COATS



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

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

LOOK at the linings and workmanship

LOOK at the fit every time.

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

LOOK to the interest of your customer, and see that he gets good values

so that he will come to you again.

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

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

high up on the chest, and the corners were only very slightly rounded at the bottom. The cuffs had two buttons. The vest showed a new style material in Tattersall pattern, made with a step-collar and six buttons, the extremities rounding slightly off from the bottom buttons so as to form a V when buttoned. The knickerbocker breeches, so this artist told me, were cut so as to fit the wearer somewhat loosely at the hips and tightly at the knees, allowing in length only sufficient material for freedom in bending. A box-cloth band, four inches deep with four buttons, will fasten these breeches above the stockings. The material was Harris tweed.

It seems early to speak of ulsters, and yet a Dearborn street tailor showed me some patterns so very unusual, one might say extraordinary, that a bit of description is justified. There were six or eight pieces of heavy Scotch plaid, with fancy insides. The groundwork showed tints of green or brown, and the extraordinary feature was found in the width of the plaids, the squares being something like nine or ten inches in each direction, the lines forming the squares being half an inch wide and several shades lighter than the body of the cloth. The effect of such a piece of cloth when made up into a coat can only be imagined.

The same tailor says the ulster will be a decided feature of midwinter life. It will be made without lining, single breasted, with a full military back, pulled together with a strap. The coat will come nearly to the heels, and the rear view, it is needless to say, will be extremely flashy. Other overcoats will be made of meltons and venetians.

The one new thing, perhaps, is a morning coat, which Londoners have styled the Park coat. It is expected to find a vogue in Chicago this autumn. It is cut very much like the ordinary frock coat, but with a lapel rolling almost to the waist, with only one button visible. The skirt is long, but the waist is proportionately short and although the front is not cut away much, the extreme straight front is avoided by a graceful curve. The sleeves are made a moderate width and three buttons are put on the cuffs. The vest has a lapel sewed on and is cut about three and one-half inches at the top to one and one-half at the bottom, with a broad roll collar. The material is fine vicuna or worsted serge. The trousers that the plates show as being worn with this coat are moderately wide at the knee, but fit closely to the boot. They will be of fine striped worsted or cashmere.

The summer has shown for one thing how completely the "tan" shoe has disappeared from view. In the summer hotel ballrooms some have exhibited "pumps" of white kid. These are undeniably handsome, but naturally expensive, and very perishable.—Apparel Gazette.

Slashing at Rivals.

Much printers' ink that might have been applied to good use is wasted by advertisers employing it to the slashing and cutting at rivals in trade. No course could be more absurd or illogical than to think that the public has any sort of concern in the petty jealousies and rivalries of business. What the public is concerned about, and only this so far as advertisements are at stake, is the quality of the goods offered and the prices at which they are held.

No man can be brave who considers pain the chief evil of life.

Both Handicapped.

On one occasion Bishop Potter was a guest at the Storm King Club. After a comfortable dinner he sent a telegram to one of the officials of the New York Central Railroad asking him to stop the night express at Storm King station, on the opposite side of the river.

He drove down the mountain and hired a boatman to row him across. Arriving in good time he and the boatman waited in the row boat until the approaching train warned them to seek the station, only to see the train arrive, rush by and disappear into the darkness.

The bishop was irritated. "Well," he said, "I am bishop of the Episcopal church, and I suppose my calling will not allow me to say anything."

"Well," replied the boatman, "I am a Methodist and my principles will not let me say anything."

What They Said.

Penelope—Charley called last night. Justine—That's twice in a week, isn't it?

"Yes."
"I suppose he'll come three times in the next week?"

"That's what my brother says."
"And five times the next?"
"That's what my sister says."
"And six times the next?"
"That's what auntie says."
"And seven times the next?"
"That's what papa says."
"And then what?"
"Then we'll get married; that's what everybody says."
"And then what?"

"Then I sha'n't see him any more of an evening; that's what mamma says."

Last Analysis.

"If I had my way about it," said the owner of the big coal yard, "I believe I could stop this strike in twenty-four hours."

"Well, you generally do have your weigh," grunted the customer.

MIRRORS

of all kinds. Manufacturers of novelties in mirrors. All styles and prices. Old mirrors resilvered. Let me quote you prices on special novelties in mirrors made for your trade. When in for the fair call on me and inspect my new line of goods.

H. W. Boozer.

70 N. Front St., Grand Rapids

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

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.

All Kinds of Solid

PAPER BOXES

All Kinds of Folding

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

GRAND RAPIDS PAPER BOX CO.

GRAND RAPIDS, MICHIGAN

Box Makers

Die Cutters

Printers

PAN-AMERICAN GUARANTEED CLOTHING

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

Our \$5.50, \$7.00 and \$8.50 lines have been "class leaders" for years. Progressive methods and success have enabled us to add QUALITY to our whole line. \$3.75 to \$15.00—Men's Suits and Overcoats—a range which includes everything in popular priced clothing.

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

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

"A new suit for every unsatisfactory one."



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

WILE BROS. & WEILL BUFFALO N.Y.

Hardware

Tinners Leading Their Employers a Merry Chase.

This is the day of the tinner. There are more jobs than there are workmen, and the "help wanted column" comes down with a heavy thud, while the "situation wanted column" is jerked skyward. Hardware dealers would be glad to go out on the highways and lasso the first tinner they saw if it were legal. This plentitude of positions, coupled with scarcity of workmen, has, according to a prominent Chicago hardware dealer, resulted in an independence on the part of tinners that is highly prejudicial to employers' interests. I am not taking sides in this matter, but tell the employers' tale of woe as it was told to me: "Tinners are getting very independent these days and are leading their employers a merry chase. Why, I do not pretend to run my own business any more. I send 'Bill' out on a job—a furnace job, skylight job, gutter or any other job. The people kick about the way the work was done and convince me that Bill bungled the matter sadly and did not understand how to do it. Suppose Tom, another tinner in my employ, has just finished a similar piece of work in an eminently satisfactory manner. Can I send Tom to finish up the poor job? Not on your life. Should I order him to go and fix up the job, he would say, 'That's Bill's job. It is his place to do it right, not mine.' If I should say, 'That does not make any difference, you will go,' Mr. Tom would simply ask for his time, and walk either north, south, east or west until he reached another hardware store, where he would find a job waiting for him. By the way, you do not know of a good tinner, do you? Well, this is not the worst of it. Suppose a good customer comes in about 11 a. m. and says, 'Can't you send a man right over to fix up my gas range?' The job is further explained and you see it will take a man about fifteen minutes to do it. At this moment in comes Sam, who has been at work on a spouting job out in Bryn Mawr and who has returned for his fire pot, which he idiotically forgot to take along with him. Suppose you should say to Sam, 'Sam, Mrs. Goodthing needs some repairs to her gas range right away. She lives in the next block and they won't take you over fifteen minutes.' Does Sam say, 'Certainly?' No, indeed; he calls you right in front of the customer. 'I'm sorry,' he says, 'but I'll have to finish that Bryn Mawr job,' and out he trudges, leaving you to assure the lady that the job will be fixed right away and going and doing it yourself, thereby missing an appointment with a contractor who wants you to figure on the furnaces for a bunch of jerry built, easy payment houses. Oh, well, the best thing is to accept the situation philosophically and reflect that other hardware dealers are in the same boat and you are lucky that the tinner does not send you out to do the jobs while he takes charge of your business and runs it."

Now, the next day I saw a tinner and asked him how things were and he said: "There's lots of work all right, and it's a poor tinner that can't get a job. A good tinner can get good wages, but I have always had friction with the boss. The trouble is that ninety-nine out of a hundred hardware dealers are business men and not mechanics. The clerk in the hardware store saves up his salary or his aunt dies leaving him a legacy

and he starts in business. The commercial travelers' stomach rebels at the grub at cheap hotels and he quits the road and starts a hardware store. The oily politician grafts enough to retire on and hardware being the heavyweight in the retail line he takes it up. Farmers get tired of weeding onions, or the beer gets stale before it gets out to the harvest field, and there is a new hardware dealer, the farm having been traded for a stock of hardware. But it is precious seldom you see a mechanic get possession of a hardware business. The hardware man is a salesman. He gets a good price for the tinner's work, better than the tinner could get on his own hook in a majority of cases, but he does not appreciate the necessity for method in work. Then, again, he makes a price of \$5 on a job and the tinner does it in three hours. The boss feels good. Then an apparently similar job that takes eight hours comes along and the boss accuses the workman of malingering as he does not understand the mechanical problems that come up in some jobs much better than a superannuated cow.

"Did you ever see a tinner come back into the shop from a job a mile away for a missing tool without getting a black or a reproachful look from the hardware man, who growls to himself about the way his good time is wasted? This is all due to the boss' own carelessness in three times out of four. Mr. Jones comes in and says, 'I want some repairs for my water supply,' and before he can say another word the boss says, 'All right, all right; I'll have a man out there at 7 a. m.' When the tinner has to go out he does not know whether he is to take down a conductor pipe or clean a pump. Oh, well, I suppose we boys will have to grin and bear it."

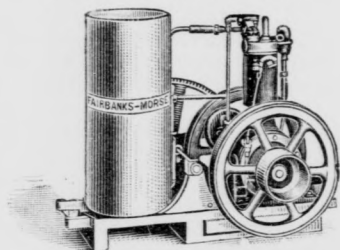
And there you are. It is just like Republicans and Democrats before a national election. The hardware man fluently points out the presumptuous demands of the tinner and the tinner mentally counters with a thrust about the hardware man's lack of mechanical knowledge. Both can rejoice in the way the demand for labor keeps up and the bright outlook for the future. May the time when there are more tinners than jobs remain a possibility of the distant future for many moons to come.—Sidney Arnold in American Artisan.

See our line of

Gasoline Engines

when you come to the

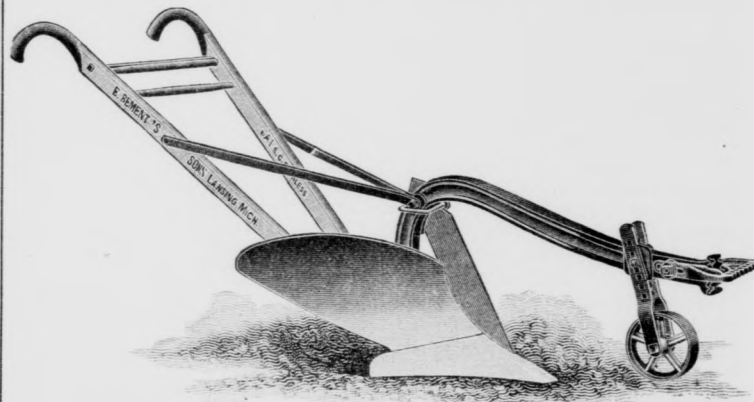
West Michigan State Fair
Grand Rapids, Sept. 29 to Oct. 4



We handle these engines in all sizes from 1½ H. P. to 50 H. P. and are the largest dealers in gasoline engines in Western Michigan.

Adams & Hart,
12 West 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.

Some Special Sales Which Are Appropriate in September.

The fall months bring ginger to trade of all kinds on account of the crop going to market during the last four months of the year.

Whether sales are very necessary depends to a great extent upon the time the crop is harvested. In some sections trade in September has not much more to go to it than in August. In those the special sale can do as much good as in the summer season.

But the way trade opens up in other parts of the West by the twentieth of the present month, the sale, to a certain extent, loses its importance as the necessity for it is less. Yet it is always valuable.

It so happens that many merchants began their store career during the fall months. This gives an opportunity for what is called by city retailers the birthday or anniversary sale.

This sale is one which should be used to advantage wherever possible. It impresses upon the minds of your customers that these annual events mean bargains to them and are something which will be remembered to your advantage. There is one particular store in a hustling Northwestern town which has turned a big success on its anniversary sale.

It so happens that this sale occurs in September. It is made a gala event, and is advertised in addition as an advance sale of fall goods, prices being offered not obtainable later in the season.

It is also used for placing carpets, rugs and furniture at prices destined to attract the buyers.

The decorations, which are also an essential, are not forgotten. Flags and bunting are hung plentifully. Potted plants are used to advantage.

The idea is to make the birthday party of this store an annual event in the affairs of the community.

The result is that not only is a reasonable amount of goods, at special, although profitable prices, disposed of, but an immense amount of merchandise at regular figures goes.

Through the rest of the busy trading season the store benefits from this advertising. The manager and his assistants impress upon the minds of the visiting customers that they are expected to call again.

This sale also furnishes an opportunity for displaying goods which will be needed later on.

One big item in fall and winter trade is the line of furs. The September sale can be used to display and advertise this line of goods.

It has been said that each year one person out of five in the Northwestern States buys a fur garment.

The purchaser begins figuring on the possible purchase when August turns into September. The cool nights and an occasional frost are a forceful reminder that the time is not far distant when that fur garment must be bought.

Furs are not sold without display. The quicker you display them to your customers the nearer you are to their sale. The September sale gives you this opportunity.

This year every merchant has made a reasonably large purchase of winter goods, including all styles of woollens. The fall has given promise of such a good trade that every good merchant has considered it good policy to take on an adequate stock.

This ought to be a good fall for the sale of blankets.

Better quality is the general rule in purchases made by the consumer in times of prosperity like the present. It follows that a better quality of blankets will be purchased this fall than ever before. Better profits are scored on better quality goods.

You desire to score the largest possible percentage of sales in your community on this grade of merchandise. Now is the time to begin work. In addition to regular advertising the anniversary sale, or the special September sale, furnishes you with an opportunity. Bring the customers to your store through the leaders and special bargains you have to offer.

Then fairly burn into them the fact that you have a high grade line of blankets and other woollen goods which they will be buying later in the season.

You must have wide-awake assistants and wide-awake clerks.

Impress upon them the fact that your September anniversary, or special advance sale, is not so much to get rid of leaders as it is to advertise and sell your line of seasonable goods at regular prices.

A school of instruction may be necessary before the sale begins, but, conducted thoroughly with all your clerks, you will find that it pays.

The anniversary, or special September sale, should last three days, and perhaps a week.

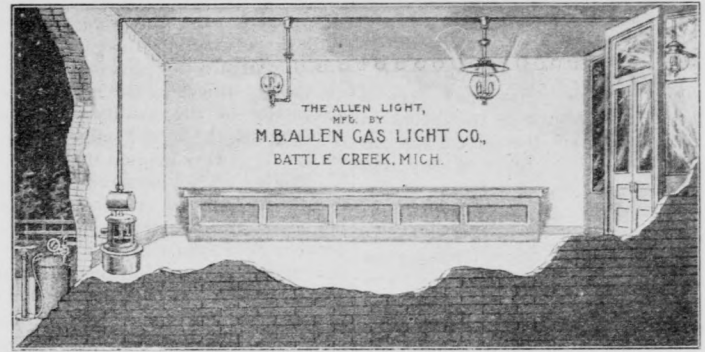
Make it hold out. Do not waste your ammunition on the first two days.

Map out a programme carefully for each day. Have leaders and bargains enough to keep the crowd coming.

The merchant who doubts the efficacy of these September sales on account of their nearness to the busy season must remember that there is never a day in the year when some part of the buying community is not looking for bargains in some lines.

The American people are bargain hunters.

They are at it 365 days in the year, and a special sale properly handled in September, although the fall season's rush is near at hand, can be made as profitable and as influential for a better business as at any other time of the year.—Commercial Bulletin.



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.

Fire Arms

We have the largest stock of Shot Guns, Rifles and Ammunition in this State. This time of year is the retailer's harvest on sportsmen's goods. Send us your order or drop us a postal and we will have a traveler call and show you.

Foster, Stevens & Co.

Grand Rapids, Mich.

We have a complete line of

Blankets Robes Fur Coats

Write us for prices before placing your order

Sherwood Hall Co., Ltd.
Grand Rapids, 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.

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

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There has been a very comfortable business transacted in the staple end of the market and the general average of business has been rather above the average of past weeks. All efforts to buy goods under current prices have been without results. Ducks and brown osnaburgs are quiet and show no change. Wide sheetings are firm and here and there advances are noted of about 2½ per cent. Bleached muslins show no open changes in price, but fair sales are made at full quotations. Bleached cambrics are very strong and the market is against buyers. In coarse colored cottons the market has shown no change of consequence in any direction.

Prints and Ginghams—In all directions we hear reports of good business in both staple and fancy prints, and the buyers are showing considerable anxiety to get the goods, not only goods that are due at the present time, but those for future delivery, which they want as quickly as possible. Sellers are having a hard time keeping pace with the demands of the buyers, and it looks now as though the promised scarcity of prints was about to become a reality. The tone of the market is very firm, but there is little probability of fancies being advanced this season, although some of the staple lines are assuming a position where higher prices may become practicable.

Wool Dress Goods—Novelties have been bought in a fair way by the manufacturers of suits and skirts and also by the jobbers. In fact, some dress goods manufacturers claim that the novelty end of their business is far exceeding other lines. Manufacturers of the softer woolen goods are getting fair orders from the skirt and suit manufacturers and feel that their season is bound to be a good one. Serges have shown up fairly well in lines having a cheviot finish and the leading lines of thibets are pretty well sold up. On some lines of venetians fair orders have been booked, but the buying as a whole has not been better than moderate.

Underwear—Outside of the purely local trade the buyers have placed the largest portion of their orders for spring goods and there is little more to be expected until after heavyweights have shown some activity with the retailers. There is every reason to expect a good continuation of business when the proper time arrives and at prices that are fairly satisfactory. It is more satisfactory, perhaps, to know that the market is in the sellers' hands if they choose to take advantage of it, but this is cold satisfaction to the manufacturer, who would like to sell for a little better prices, and whose goods would warrant him in doing so, but is prevented by competition with others, who do not seem to see the reasonableness of all hanging together and getting good prices. At first hands we can find small stocks only, in fact, there are few lines that have not received as many first orders as the sellers care to accept, knowing that the duplicate season will take care of their entire production and at possibly better prices than rule to-day. There are exceptions to this rule, to be sure, but enquiry reveals good reasons for the condition. The question of deliveries in past seasons was an important one and the manufacturers who failed to live up to agreement either in the matter of

deliveries or qualities are finding that the buyers have retentive memories. With the advancing prices in the markets for both cotton and wool, it seems as though prices must necessarily be advancing or the quality of the goods reduced, which is the same thing in effect. It is very evident that the mills in making their prices did not allow margin enough for the fluctuations in raw material. Deliveries of spring underwear have hardly begun as yet. A few samples have been sent out, but it will be some weeks before this end of the trading is in full swing. Quite a number of lines have shown advances, particularly those that can show real merit, and for these there is a demand under all conditions. There may be no scarcity of spring goods, but certainly the market will not be an easy one to deal in. Production will be taken care of readily, as far as standard lines are concerned, but there are specialties that are expected to receive a demand that may make them run shy.

Hosiery—The hosiery market is in an excellent condition, but the matter that is making trouble is the question of prices; it is bothering both the wholesalers and retailers. What prices will be named, and will they be higher, lower or the same as at present? If they advance too much it will discourage the present liberal methods of buying. Yet there seems to be no reason why a moderate advance should affect the market adversely. The market conditions of hosiery warrant better prices, and it is conceded by all connected with the trade that the present quotations are too low and in every direction we find mills filled up with orders, not only here in this country, but abroad as well, in the face of a demand which is almost greater than the supply and with prices which may be called almost unreasonably low. The only logical step would seem to be to advance them. A liberal supply of fancies has been purchased, although, perhaps, not in quite the same propor-



A Safe Place for your money

No matter where you live you can keep your money safe in our bank, and you can get it immediately and easily when you want to use it.

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

\$1,960,000

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

3% interest

Your dealings with us are perfectly confidential.

"Banking by Mail"

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

Old National Bank,
Grand Rapids, Mich.



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

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.

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.

tion as for the past two or three weeks, yet business in these lines has been good enough to warrant the belief that fancy hosiery will continue a most important branch of the trade. New designs and novelty effects are being shown almost daily, and while some of these are almost a shock to good taste, the majority of them are extremely fine, with most artistic soft colorings. Small figures or grouped stripe effects and grouped units are very prominent and promise well.

Carpets—The carpet situation has shown little, if any, change since a week ago. In six to eight weeks' time goods for the spring of 1903 will be made no more. After that the fall patterns will be run out, preparations for the same having been going on for some time now. It is needless to say that the mills in general are "head over heels" in business. Orders are practically all in for this season, although perhaps some of the smaller mills may be in a position to take in a few wind-up orders. As a general thing mills are not looking for business now, but are wondering, while they are working to their utmost, as to whether all orders can be filled before the new samples open in November. Thus far this season the carpet manufacturer has had much to be thankful for. Plenty of business has been placed in his way almost from the start; in fact, orders have never been known to be any heavier than in the last three or four months. While prices showed up very unfavorably at the start, occasional advances placed the market from the seller's standpoint on a very fair foundation. Of course the extreme prices paid for worsted yarns in many cases more than made up for the advance in goods, but nevertheless matters had to be taken just as they came. Yarns had to be used, no matter what they cost. No doubt manufacturers will pay more attention to the yarn end the coming season. Large stocks will no doubt be needed. It is believed now by quite a number that the whole season's production will be insufficient to meet the demands of the public, and that when the retailers' season is over there will be considerably less than the usual amount of goods in stock. The jobbers at present are very busy clearing up their heavy fall business. Although a large part of the business has been done, yet it will be a number of months before their season will come to an entire close. The initial business has practically all been done and the orders now coming in are for lines not fully covered. Salesmen on the road report that much interest is shown in carpets of all grades. The medium and cheap priced carpets are the heaviest sellers, although the very cheapest can not be considered as active. Heavy ingrain are in big demand, goods ranging from 25 to 50c. Jute and cotton ingrain are in small request as well as the jute tapestries.

Rugs—Wilton and body Brussels rugs in the carpet sizes, 9x12, are in large demand. Many makers are sold up many weeks beyond their production. Wilton rugs in the smaller sizes are also in good request. This applies also to the small Smyrnas. Large Smyrnas are in a limited demand. Art square makers are fairly busy on medium priced goods for Southern and Western needs.

Curtains—Makers of lace curtains are very busy getting out spring lines. Nottingham appear to be well represented. Jobbers are nearly done selling the fall trade and it will not be long before

spring lines will be shown. Tapestry curtains in the cheap and medium priced goods are in good request.

The Lost Cap.

He hunted through the library,
He looked behind the door;
He searched where baby keeps his toys
Upon the nursery floor;
He asked the cook and Mary,
He called mamma to look;
He even started sister up
To leave her Christmas book.

He couldn't find it anywhere,
And knew some horrid tramp
Had walked in through the open gate
And stolen it, the scamp!
Perhaps the dog had taken it
And hidden it away;
Or else perhaps he'd chewed it up
And swallowed it in play.

And then mamma came down the stairs,
Looked through the closet door,
And there it hung upon its peg,
As it had hung before;
And Tommy's cheeks turned rosy red,
Astonished was his face;
He couldn't find his cap—because
'Twas in its proper place!

Position Well Taken.

Wife—I'll warrant there's a letter written by a woman in your pocket now.
Husband—Impossible, my dear. You know I—
Wife—I know I wrote one and gave it to you to mail three days ago.

Truly Brave.

Gabble—I tell you a fellow's got to be mighty brave to be a fireman.
Henpeck—O! I don't know, the bravest man I ever saw was an iceman.
Gabble—That so? What did he do?
Henpeck—He sassed my wife.

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.

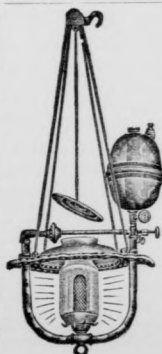


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DURABLE,
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Manufacturers



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For Stores, Residences, Churches, Halls, Streets, Etc., with our

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Or 30 cents a month per light with our
HALO GASOLINE LAMPS

A 15-foot room can be lighted by one Brilliant or a 40-foot hall by one Halo Lamp. Every lamp guaranteed. Agents wanted everywhere.

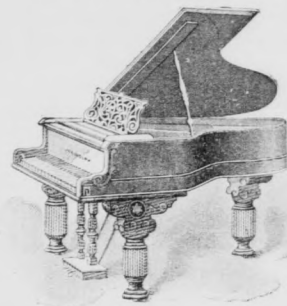
BRILLIANT GAS LAMP CO., 42 State Street, Chicago



Julius A. J. Friedrich

30 and 32 Canal st.,
Grand Rapids, Mich.

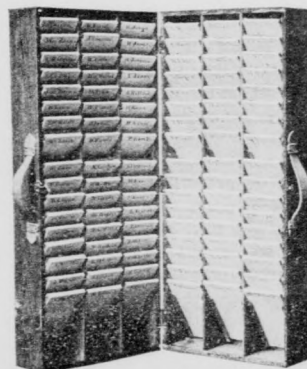
**Pianos, Organs,
Sheet Music,
Talking Machines,**



and all kinds of
Small Musical Instruments

Right Goods, Right Prices and Right Treatment is our motto

A FEW POINTERS



Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

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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.

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE.
NO. 1 30 AS SHOWN 24 LBS.
NO. 7 50 WITH TIN SCOOP
NO. 92 1/2 BRASS DIAL TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE 35 STYLES. CHICAGO.



Woman's World

Summer Resorts From the Standpoint of Marriageable Men.

"Say," observed Cholly, who has just returned from his vacation, "were you ever the only man at a summer resort?"

"No," I replied, "but I have been one of the three hundred and ninety-seven Eves in an Adamless Eden."

"Gee," he responded, with feeling, "I guess that is rough—sort of soup with salt that cloy on your palate and turns your stomach, is it not? But, say, for unadulterated misery and strenuous labor that are guaranteed to bring on nervous prostration and unfit you for business, commend me to a summer hotel where you are the only, solitary masculine IT that is not just out of the cradle or trembling on the verge of the grave."

"Why!" I exclaimed, "I should think it would be the chance of your life—you have the center of the stage and all the lime light, and—"

"Yes, I know all that," he interrupted, "and I dare say it does look fine to anybody who has never tried it. Sort of a lead pipe cinch, is it not? Pretty girls burning incense at your feet, sequestered walks and shady corners and no other gazabo to break in on you. I have thought it all out a hundred times and I have envied the rich swells whose fathers could put up for them to do the society act at a fine summer hotel. I pictured it all as a kind of understudy to heaven—a place where there were seven women to one man and I was the man."

"Well," and Cholly groaned, "I have been trying it, and I have come home to rest up a little before the fall work begins. It is all my fondest fancy painted it, and a good deal more. There are high lights and side lights and perspectives and distances and troubles and tribulations that I never even dreamed of. It is likely going off for the summer is good for women. They are fearfully and wonderfully made and can stand any amount of fatigue and suffering that would kill a man, but I will guarantee a season at a summer hotel to flax out any able-bodied man and leave him a doddering wreck. I am worn out. I have that tired feeling that afflicts messenger boys and I feel exactly like a trained bear who had been earning his living by dancing."

"I have heard," I said, "of a youth who wrote to the proprietor of a summer hotel, asking the price of board. The innkeeper wired back: 'If you can dance I will take you for nothing. If you say positively you will come I will advertise you as an attraction.'"

"Well, they ought to," assented Cholly warmly, "it is worth it. You see, the trouble is that most young men are not trained up to the society game. We are not used to it. Those of us who have our own way to make in the world have not the money to spend on going to summer hotels unless we have a good job, and if we have a good job we have not the time to go. We have to stay and hold down our situation. So there we are, and there the summer resorts are, and that is the reason that the masculine sex is usually represented by beardless boys and hairless grandpas at such places."

"And it was the novelty of having a real, live, able-bodied man around the house that made me such a howling success at the summer resort where I have just been. Here at home in winter

I have never observed that my charms of mind and person ever occasioned a single flutter. In fact, it has always seemed to me that I was mighty liable to get the fag ends of dances and be invited to fill in at dinner parties and to be generally passed up for some man with a better matrimonial prospect, but at Petoskey I was strictly The Goods. Tell you what, a man never realizes all the advantages of being a man until he spends a season at a summer resort. As a panacea for wounded vanity it has no equal on earth.

"Say, I am not much of a philosopher, but if you want to get a line on the difference between men and women you want to go to a summer resort. In spite of advanced ladies and the new woman movement and the ballet and all that, the gentle dears are not much like men, are they? Where would you ever find two or three hundred men who would buy a lot of fine clothes just for the fun of going to sit around a hotel porch and look at each other? And can you imagine a lot of young fellows in their evening clothes waltzing around and around a ball room with each other and trying to imagine they were having a hilarious time? Not on your life."

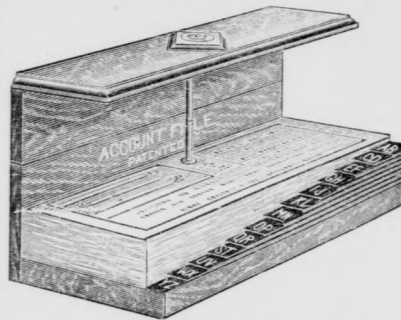
"Put a number of men together—off by themselves, with nary a woman around, and would they dress up for each other? Not much. We would abandon coats and collars, by the end of the first day, and before a week was over we would have relapsed into the barbarism of a South Sea islander."

"And then their amusement. Under such circumstances a man always falls back upon poker and politics, but beyond a little bridge, which is a refined and chastened form of parlor gambling, there is no card playing. And a political argument that is based on what pa says and John thinks is bound to be lukewarm and not worth fighting over. To my mind it was proof of the higher civilization of women to see those sweet creatures self-sacrificingly dressing for each other day after day, and only occasionally taking a shy at somebody's character as they toyed with dinky little bits of embroidery. It will be a long time before men can placidly sit around and exchange stitches in knitting without wanting to win each other's money or punch each other's heads."

"But back to me. At first I thought it was simply great to have things my own way and the ball room to myself. Nobody to break in on a dance, you know, and all the pretty girls dying for a turn. Then it dawned on me that I would have to dance with all those forty-seven girls or look like a blooming brute, and at the thought the cold shivers chased each other down my spine and my knees smote together."

"You know how girls look dancing with each other—kind of wistful and pathetic and half-hearted, as if they were putting up a bluff that would not go. Always make me think of champagne with the fizz all gone, and the sight goes to my heart. Well, I did the best I could. I danced with them by ones and twos and threes and in battalions and platoons and any old way until I feel as if I had qualified for a home for incurable cripples. But I feel," he added with a virtuous sense of having done his duty, "that the miles that I two-stepped this summer will be set down to my credit by the recording angel along with some other small contributions I have made to the missionary cause."

"Now, you know, I am a modest and



Account Files

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

THE SIMPLE ACCOUNT FILE CO., Fremont, Ohio

500 WHITTLESEY STREET

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 Uneda 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.

Dimes Make Millions

And the goods that turn over quickly bring in the dimes This special package is made up of articles that are dime bringers. The ware is Bonn, the decorations are deep green and blue assorted, good shape.

4 doz. 7 inch Plates, Blue and Green
4 doz. Cups and Saucers, Blue and Green
4 doz. Footed Bowls, Blue and Green
12 doz. articles for **\$9.00**
(No package charge.)

Try one package. You will buy more.

Geo. H. Wheelock & Co.

113 and 115 West Washington Street, South Bend, Ind.

retiring man, and after a bit being the object of so much interest and attention began to get upon my nerves. It is one thing to have a pretty girl show a partiality for your society and another to have forty chasing you down. Sentiment is one of the kinds of business that has to be carried on on the retail plan. And the trouble is that at a summer resort it is all wholesale. I remember when I was a kid that my mother locked me up once in the jam closet and I ate so many sweets I made myself ill. I had precisely that kind of a get-enough-and-too-much feeling.

"Making a free dancing academy of yourself is bad enough, but it is a lot worse when matters get so you can not poke your head out of the door without some girl saying, 'Oh, Mr. Blank, wouldn't you like to go rowing or walking or to hunt ferns?'—or the Lord knows what. I tell you, the ingenuity of girls in devising things to do is simply diabolical.

"And the things they want! You know girls make collections in the summer to brag and yarn about all winter. 'This is the cane Jack gave me the day we went to Mackinac Island when he threatened to throw himself over Lover's Leap unless I would marry him.' 'This cuff link belonged to Bob, and he gave it to me one night on the lake and looked so handsome and romantic as he told me he had never loved before that I almost consented to marry him,' etc. 'These neckties were given me by Tom, Dick and Harry at Charlevoix or Northport Point or Omena,' and so on, and they never tell that they actually hold up the unfortunate poor devils and make them fork over. Why, I went off with enough shirt buttons and neckties and fancy belts to set up a haberdashery shop, and I came home with a handkerchief tied around my neck and my shirt held together with a safety pin.

"Then the worst of it is you get so idiotically sentimental. Who was the old duffer who said that Satan still finds lovemaking for idle tongues to do? At any rate, I bet he had been to a summer resort. You see, the girls look so pretty, and there are so many of them, they strike you going and coming, and there is not a vulnerable spot in your heart or your taste that they miss.

"There is the nice domestic picnic girl who knows how to fix up a lunch and who makes you think about love in a cottage, and the dreamy girl who reads poetry under the trees, and the sentimental little thing who hunts wild flowers, and the hammock girl who wears frilly petticoats and looks too softly feminine for anything, and the good-fellow girl who plays golf and drinks cocktails with just enough swagger to be chummy and still genuine, and if you escape one of them the other one gets you sure.

"And then it is so dead easy to drop into sentiment in summer. You have not much to say to a girl, you know, that you never met before, and after you have exchanged your opinions on the weather and whether you prefer Wagner to rag-time, you just naturally drift into lovemaking to keep up the conversation, and the first thing you know you are telling a girl you have known precisely thirty minutes by a stop-watch that you never loved before and that she is the ideal you have been searching for through all these weary years. That is me. I did it. I do not deny how many I told the old, old story. I have gotten letters from nine girls who promise that they will be faithful

to me until death, and the returns are still coming in by every mail.

"It is fierce, is it not? But if ever I go to another summer resort I will take along a big, husky uncle for a chaperon, who will yank me back into the cruel glare of the electric light when he sees me sliding off into moonlighted corners," and Cholly mournfully wended his way to a nerve specialist.

Dorothy Dix.

Go Slow in Making Vacation Friends.

Now that the summer season is over, a few minutes devoted to the question, Does it pay to make holiday friendships? may be timely. There are people who go away year by year to some new place who never fail to make, when on holiday bent, a number of new friends.

It may be that when at home and in their old surroundings they may have quite a large number of friends who have known them intimately for many years. Yet when away from these friends they can not resist the temptation of trying to make acquaintances who will, so to speak, tickle their vanity by paying marked attention to all their pretty little speeches and all their conventional little actions. To such new acquaintances all their thoughts are necessarily new. They have learned from experience which of their thoughts are best worth repeating, and they only parade those with which they are themselves thoroughly satisfied.

The new acquaintances, who may be excused for not exercising their full wits during their vacation, imagine that the spoken words of the new friend are habitually of the standard then given, and one is tempted to think that these newly-found friends would, if conditions permitted, prove to be the nearest and dearest ones that one has ever had.

It goes without saying that the knowledge of life that an adult ought to have, together with a dozen long-established friendships, should be more than enough to keep one's eyes to the fact that even the very best man or woman is but human, and that the merry and bright colors, under which one sees holiday friends, are, most probably, not flying when the holidays are over and the weary round of daily toil is again in full force.

It is natural during the summer vacation to dress in holiday garb; the old work-a-day dress or suit is safely hanging up in a dark cupboard at home; there are no employer's frowns to anticipate, for a little time, at least.

All these circumstances and many others of a similar character tend to heighten the power of attraction and sympathy, and, after all, sympathy is the root of all friendships. A small action on the part of a holiday companion will arouse more sympathy in our breast when we are on holiday than a much nobler action would prompt were we full of work.

We may grant that no attachments are stronger than those which we form promiscuously. This is especially true in the case where a certain amount of bashfulness has preceded actual introduction and conversation. But notwithstanding this, there are circumstances enough to put us on our guard against giving away our whole history, and seeking a similar tribute in exchange when we have, as it were, not had an opportunity of finding out how far the new friend's holiday conduct is in keeping with his, or her, real stay-at-home reputation.

It is true that in business men and women have to think and act quickly, but in the making of friends this creed is scarcely sound. Some of us there are who can safely rely upon ability to read character at the outset. Cora Stowell.

Facts in a Nutshell

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has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND
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PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Butter and Eggs

Observations by a Gotham Egg Man.

Advices from the West indicate a very strong tone among the egg men in most sections. Spring refrigerator and limed eggs are held generally with great confidence, and many owners do not appear at all willing to sell at prices that could now be obtained. Among egg collectors the feeling seems to be more confident than it was last spring; then most of them were very free sellers of all current collections at the relatively high prices ruling, and many who usually store spring eggs on their own account preferred to let others hold them at the going prices; but now, with spring refrigerators generally held at prices equal to 20@21c at the seaboard markets, fresh gathered stock seems to be regarded as a safer buy at the same prices, and there is an evident disposition among some egg packers to add some of the current lay to the earlier storage accumulation.

The basis of this evident strong holding and future outlook seems to be a belief that summer production has been absorbed; that there have been no material additions to spring accumulations; that the Southerly sections, which are most depended upon for winter production, are short of poultry, and that as soon as cold weather shuts off production in the more northerly sections, where it has been freest, there will be a scarcity of fresh and a rapid cleaning up of reserve stocks at high prices. Some of the views expressed are extremely bullish.

Of course the winter egg market is always a good deal of a gamble, because one of the most important elements in it is absolutely uncertain and can not be calculated upon—the weather. So far as winter markets are concerned the weather is a more important feature than a variation, within reasonable limits, of the number of laying poultry; for, although this may be relatively light, the product, under favorable conditions of temperature, might be large in proportion to winter requirements, except at modest prices. It ought to be considered that although there may have been no material increase in storage accumulation of the country since about the middle of July, neither has there been any decrease; and if it is argued that the country's ability to consume summer production indicates a phenomenal demand, it must also be admitted that production has been large to supply such a demand without resort to the storage holdings.

The statistics of the New York market—the receipts from March 1 to September 1, and estimates of refrigerator accumulations held at latter date—do not indicate any phenomenal demand for eggs; they indicate only about the same amount of eggs consumed as last year, and when it is considered that the average price during the period was some 3½c per dozen higher, there would seem no reason to doubt the practical reliability of the statistics.

There is no evidence that production of fresh eggs is falling below consumptive requirements of the country as yet, and although a decrease in the lay is naturally to be expected as the fall season advances it seems reasonable to suppose that no important reduction in refrigerator total holdings can be expected this month. And if the full quantity of reserve is to find a market after October 1 it is probable that with even a moder-

ate amount of fresh production thereafter there will be a larger stock of refrigerators unsold on January 1 than was the case last year. Whether this will prove fortunate or otherwise no fellow can find out until the extent of winter production, as affected by weather conditions, is determined.

My attention has lately been called to some lots of eggs, arriving here as fresh gathered, which are evidently mixed with storage stock. This is probably done with the object of working off some held stock at the price of fresh, but nothing is gained by it. The presence of the old eggs is soon detected and the sale of the goods seriously injured. As a rule, mixed qualities are judged in value more by the worth of the poorer than by the worth of the better qualities contained.—N. Y. Produce Review.

Good as His Word.

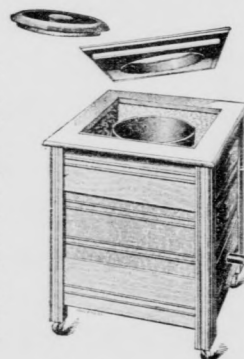
Mortified Bridegroom—You told me your father's wedding present would be a check for four figures.

Blushing Bride—Well, isn't \$11.30 four figures?

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



ONLY
\$2.50 Net!

Money refunded if not satisfactory after 10 days' trial. Permitted by Underwriters. Permanently guaranteed. Pressure lamps \$6.00 and up. Full line of gravity lamps. Write for catalogue. Send for sample lamp today.

The trade will be large this season; supply your customers with the "Ann Arbor."

The Superior Mfg. Co.,
20 South Main St.
Ann Arbor, Michigan



F. M. C. COFFEES

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Fresh Roasted

Cold Storage

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**Grand Rapids Cold Storage
& Sanitary Milk Co.**
Grand Rapids, Michigan

Walker Celery Farm

Fine Celery and Cabbage.

Kelley Grace,

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R. R. No. 6, Grand Rapids, Mich.

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.

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SEND YOUR POULTRY, BUTTER AND EGGS

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GEO. N. HUFF & CO.

55 CADILLAC SQUARE

DETROIT, MICHIGAN

EGGS WANTED

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

Butter

We can handle all you send us.

WHEELOCK PRODUCE CO.
106 SOUTH DIVISION STREET, GRAND RAPIDS, MICH.
Citizens Phone 3732.

POP-CORN

Send your consignments of pop-corn to me. I pay the highest market price and have an established reputation for honesty and fair dealing.

C. D. CRITTENDEN,

Both Phones 1300.

98 South Division Street, Grand Rapids, Mich.

10,000 Barrels of Apples Wanted

For storage. Write to

R. Hirth, Jr., Detroit, Mich.

Export Canadian Chickens.

Four years ago the Trade Bulletin advised shippers of poultry not to confine their shipments to Great Britain during the Christmas holidays; as we then pointed out, there was more money to be made in exporting spring chickens in the spring and subsequent months, than at Christmas time, when all exporters ship simultaneously, frequently glutting the English market and causing losses on sales. Subsequently Ontario firms began shipping poultry after Christmas and New Years and have followed it up. Professor Robertson also took the matter up and established illustration stations in different parts of the country and to demonstrate the profitable nature of the business he has made shipments of chickens fattened specially for the foreign markets, which realized 6 3/4 @ 8c per pound, the latter figure netting 15c per pound here. Ontario firms, we learn, are making great preparations for shipping large quantities of chickens. Last year, as stated in these columns, large orders were received, aggregating over one million pounds, the greater portion of which had to be filled in the United States. It seems, however, that means have been provided whereby future orders will be executed in Canada.—Montreal Trade Bulletin.

The Boom in Process Butter.

The process butter business is decidedly on the boom. Some idea of the extent is shown by the enormous demand for revenue stamps before and since July 1 when the new law taxing this product 1/4c per pound went into effect. This demand has been an eye-opener to the Government officials, who had supposed process butter to be manufactured to a limited extent. The supply of stamps at headquarters ran very low before July 1, and in a number of instances the stocks sent to the collectors of internal revenue throughout the country were exhausted entirely even before the law became operative. The adoption of the anti-oleo law will open a great field for process goods. The price of creamery butter is very apt to be well kept up. The sale of uncolored oleo will be limited. The manufacturers seem to think the public can be educated to its use, but the educational process will be necessarily slow and perhaps impossible. The masses must have something cheaper than creamery butter. Process butter is healthful, palatable, reasonable in price and it looks as if it may be accepted by the bulk of consumers who want something not so costly as extra creamery.—Egg Reporter.

Ostriches For Food.

New York poultry men announce that the Thanksgiving turkey is to be brought into direct competition with the ostrich as an article of food. Edward Cawston, the proprietor of a California ostrich farm at Pasadena, has offered to send on a carload of these dainty little birds, guaranteeing that they will be young and tender and only weigh 100 pounds apiece. He has been instructed to send a sample. A special committee will meet the ostrich and conduct him with care from his private refrigerator car to a market on the west side, put him over a fire, and then sit down and taste him. These men will be, no doubt, the first persons who ever sat down to an ostrich dinner, in New York, at least. The idea among the poultrymen, it is announced, is to make ostriches take the place of turkeys when the farmyard birds are scarce and high. The interested parties claim these birds can be successfully marketed, but Superintendent Smith of the Central Park zoo, who cares for a single ostrich,

says the meat is tough, that he never heard of anyone eating it and doubts if he would himself. He declares there is not a cook in New York who could handle one, and a kitchen would have to be a well appointed butcher shop to prepare an ostrich for the oven. All of which might be considered rather dampening to the enthusiasm of the embryo enterprise. But, anyway, the good old farmyard turkey will not be put out of business by the ostrich until the ostrich family grows much more numerous.

Latest Wrinkle in Keeping Tubers.

"Dried Potatoes" is the name of a new product evolved by the South Carolina Agricultural Experiment Station. The potatoes are boiled, peeled and evaporated in a cannery, and will remain in perfect condition for years. The preserved potato becomes fit for eating after being soaked in warm water for an hour. Like many other new ideas this promises to be a big thing, and its development may have a great effect on the potato fields of many states.

The Charlestown News and Courier in speaking of the prospect says: "It insures to the farmer the perfect preservation of one of his most prolific and most important general food crops, at the same time fitting it for safe and economical shipment to distant markets heretofore closed to it, and effects these ends by a mode of preparation which is so simple and cheap that it can be employed on any farm. When it is noted that in one particular case about an acre of land yielded 357 bushels of raw potatoes, which in turn yielded 105 bushels of the dried product, the possibilities of the process in the way of developing the culture of the vegetable in the South and introducing it to the world's commerce and comfort begin to appear in truly vast proportions."

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



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, etc.

Send for Catalogue and see what we offer.

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

Michigan and Indiana Eggs are given a preference on the Boston market over other western marks. We want more of them.

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.

Grand Rapids Messenger & Packet Co.

11-13 Canal Street, Grand Rapids, Mich.

We make a specialty of handling Merchandise consigned to us in bulk to be distributed to various firms and residences. Our business in that line increases every week. Charges very reasonable. Give us a trial.

Write for full particulars, etc., TO-DAY.

Alex. McLachlin, Manager

Butter

I always want it.

E. F. Dudley

Owosso, Mich.

WHOLESALE

OYSTERS

CAN OR BULK

DETTENTHALER MARKET, Grand Rapids, Mich.

SEEDS

Clover and Timothy—all kinds of Grass Seeds.

MOSELEY BROS., GRAND RAPIDS, MICH.

26-28-30-32 OTTAWA ST.

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.

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.

HOME AGAIN.

Hank Spreet's Experience in the Mining Region.

Written for the Tradesman.

When Hank Spreet got back from his trip out West the whole population of Kelly Center—barring Eli Grasslot's pup, which had the mange—was out to greet him. It was not that Hank had such a host of friends in Kelly Center—goodness knows there were people enough in the town under obligations to him who ought to have been his friends—as it was curiosity that prompted this great outburst of public enthusiasm. Hank took this ovation composedly. He had felt the public pulse in Kelly Center long enough to know that when it beat a few extra strokes a minute it might indicate some great patriotic movement or a circus coming to the county seat.

Hank first went over to the store and found matters there moving along nicely. Hiram Plunkard had made a much better substitute than Hank had even dared to hope. The fact that Hank had agreed to allow him all the profits of the business, after the stock had been checked up with the inventory made before Hank went away, may have had something to do with it. Hiram met Hank on the steps with extended hand and a box of Hodcarrier's Prides, yet with a regretful manner withal at relinquishing a good thing.

When Hank had dusted the dust off his duster, smuggled the Hodcarrier's Pride out of sight, lighted a cigar he had bought from a train butcher and seated himself on an inverted soap-box, the crowd heaved a sigh of relief when Bill Blivens broke the ice and the silence by enquiring:

"Didn't buy up no gold mines when you was out West, did you, Hank?"

Hank pensively blew a cloud of smoke into Hiram's eye and, when that worthy had gotten over his choking fit, replied:

"Well, I looked Cripple Creek over some, but decided not to buy—not this trip anyway. I've about concluded that mining speculation is O. K. for mining speculators, but not a dead sure thing for a country grocer that don't know an air drill from a gasoline engine."

"There's been some mighty big fortunes made at Cripple Creek."

"But not by country grocers from the wild and woolly East. The best thing for a tenderfoot like me to do is to stick to his corner grocery even if the county has to bury him."

"Must be you didn't have no chance to pick up an investment out that way?"

"Chance? I had all the chance in the world and some besides. I hadn't been in Cripple twenty minutes before I met a guy who wanted me to git immensely wealthy at his expense. Bennett street was just swarming with them fellows, like a buckwheat field with bees."

"And you didn't invest?"

"Nope—passed it up. This fellow represented the Sure Thing Mining Co., capitalized at \$1,000,000. He was the President of that million dollar corporation, but he tried to borrow \$5 from me before I got away, when he saw I wouldn't buy any of his souvenir mining stock."

"Maybe he was a millionaire in disguise."

"Well, the disguise was perfect. I met a lot of him in Colorado—fellows with prospect holes in this district or that or next to this big payer or some other. One fellow showed me how I could make 2,000 per cent."

"Gee whilikins."

"Yep. All I had to do was to buy his stock at 5 cents a share and wait until it advanced to par. I bought ten shares, but the board was so high I thought I wouldn't wait until it got up to par."

"That looks like a good investment, even if you lose."

"Well, a man can learn wisdom that way and wisdom ought to bring a good price nowadays, considering the crying demand. You see, there's all the difference in the world between a prospect hole and a mine. A good many prospects pan out about as well as your oil well did. You're planting potatoes where your oil field was a-going to be."

"You don't think a grocer can git rich speculating in mining stock, then?"

"Well, I never heard of but one that did, all the time I was out West, and he got there because he was so darn mean."

"There was one after all."

"Yes, there was one; he won out because he was a fool and was a mean cuss on top of that. The way they tell it to me is that he come out there from down East somewhere and started into the grocery business. He had a little money to invest and when the boys found it out they sold him about half the gulch. They had decided that the camp was no good and was glad to cash in on some of their bum diggings."

"The grocer was going into the mining business?"

"Not by a long shot. He wanted a place for his grocery and he bought the other property as an 'investment.' That 'investment' scheme of his was a ten days' joke in the gulch. Well, the grocer didn't git no trade and that made him sourer than ever. He was naturally as sour as seventeen-year-old vinegar and he got so mean that there wasn't no one in the gulch that could git along with him. He managed to git along without gitting shot, but the boys all decided they had to do something with him. So they held a meeting one night and give him twenty-four hours to git out of town."

"Did he git?"

"A wise man would. Being a fool, he didn't. He sent word that he wouldn't budge. Then the Committee on Public Safety decided to budge him. They planted a hundred pounds of powder in his cellar. They had no trouble gitting the powder, because everybody was glad to contribute. That same night they touched it off. Unbeknown to them the grocer had slipped across the valley and viewed the fireworks from the hillside."

"So they didn't budge him."

"No, but they uncovered a streak of pay-ore that run \$11,000 to the ton."

"Did they run him out of town then?"

"I should say not. They sent a committee across the gulch to bring him back. Now he's the most popular man in the valley."

"But I thought he was such a mean cuss."

"He was."

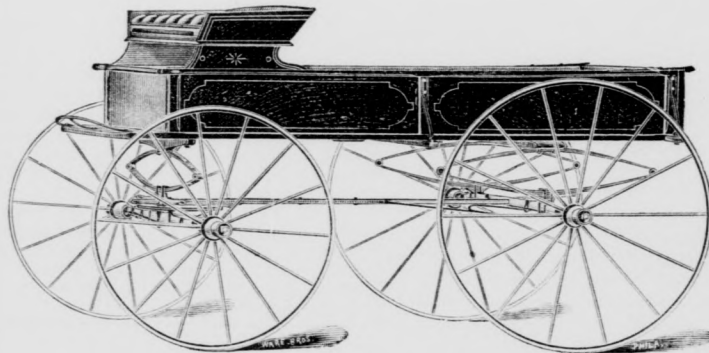
"Maybe when he got wealthy it took the meanness out of him."

"Maybe, but I never heard of money doing that to anybody yet. I think more likely the boys didn't mind his meanness so much. As a matter of fact, coin seems to kind of wear the edge off of cussedness so it don't seem so sharp. When a man's poor, contankerousness is just low-down meanness; but when he's rich, it's 'eccentricity.'"

Douglas Malloch.

Open Delivery and Express Wagon

An Offer Extraordinary



Description

Wheels, 1 1/8 inch tread. Axle, 1 1/8 inch. Body, 7 feet long, 3 feet, 6 inches wide. High or low front wheels. A strong and serviceable wagon to carry 1,000 pounds. Shafts only are furnished. Pole will be furnished instead of shafts for \$6.00 additional. Wing boards \$3.50 extra. Purchaser's name, business and street lettered on sides without extra cost. Be sure and state width of track desired, also whether high or low front wheels wanted.

Given Free to Merchants

With 200 pounds of our Extra Ground Spices in Bulk, assorted to suit, at 35c per pound, for **\$70.00**

Spices delivered. Wagon F. O. B. factory.

Woolson Spice Co.

Toledo, Ohio

Commercial Travelers

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

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

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

Gripsack Brigade.

M. J. Rogan (Wile Bros. & Weill) has returned from a two months' trip to Europe, during which time he visited his old home in Ireland. He was accompanied by his wife, both being guests of his house, which appears to be quite as well pleased with his wonderful success as an order-getter as he is gratified over his change from hats to clothing.

J. H. Millar (Putnam Candy Co.) made a trip last week to his old home in Charlestown township, Kalamazoo county, to assist in celebrating the fiftieth anniversary wedding day of his father and mother, the visit being a complete surprise to them. He was accompanied by his family and was met by three brothers and one sister and their families, each one of whom contributed his share toward making glad the hearts of the aged parents. His father and mother have attained the ripe old age of 75 and 70 years, enjoying good health. They are pleasantly located on a large fruit farm, eight miles from Battle Creek.

Hancock Evening Journal: The Upper Peninsular traveling men and their ladies held forth at the Douglass House, Houghton, last night. It was the occasion of their second annual ball. The visiting guests arrived on the evening train from Marquette, Negaunee, Ishpeming and other iron country points, a special coach being placed at their service by General Manager Fitch of the South Shore road. The trip to Houghton was thoroughly enjoyed, progressive pedro being played to while away the time. Three ladies' and three gentlemen's prizes were given. The knights of the grip and their ladies, seventy in all, were treated by proprietor Mann, of the Douglass, to a planked whitefish supper. Following supper the guests scattered through the lobby and parlors to listen to a band concert given by the Quincy musicians on the loggia of the hotel. The music, which was high class in every respect, was a decided treat. Despite the rather chilly weather the concert attracted a large crowd, which lined the sidewalk on Shelden street opposite the hotel. Dancing was commenced in the pleasant dining room of the Douglass at 9:30 o'clock, ten Quincy musicians furnishing the music. The trip to Houghton and the hotel accommodations were complimentary to the boys and they departed for home this morning feeling well repaid for the trip and thankful to their hosts for the generous treatment accorded them.

The Evolution of the Commercial Traveler.

The commercial traveler is a creature of primitive origin. His advent dates back almost to the prehistoric age. In some form or another he has inhabited this planet from the days of Esau, who sold his birthright for a mess of pottage. Like the cost mark he is an indispensable adjunct to every jobbing house of any importance, and like the

cost mark he is generally an enigma. The successful traveling salesman is at once a happy and interesting combination of human characteristics. He has as many sides as a proposition in theology. He can be pious or profane, stern or pliable, gay or solemn, witty or profound, as the occasion demands. His supply of jokes and anecdotes is only equaled by the "large and varied assortment of goods" carried by the house he represents, and some of them are as stale and unseasonable as the stock kept by his worst competitor. I have known a traveling man—one of the modern kind, that is all-wool-and-a-yard-wide, warranted not to rip, ravel or run down at the heel—to attend divine service Sunday morning, dine with a church deacon who happened to be a customer, lead a Sunday school class in the afternoon, and play poker all night with the deacon with whom he dined, and make a week's salary by the operation. That is what I call diplomacy.

The evolution of the commercial traveler is an interesting study. His development has been rapid, and has kept pace with the steady and quickening march of our commerce. You will find the American traveling salesman every where. His route belts the entire globe. His grip and his check are omnipresent. His visits are as periodically regular as the moon. His fund of humor and of lies is as inexhaustible as the ocean. His ambition is as lofty as the eagle's flight, and as ceaseless as the wind. He is the highest type of modern progress. He knows no barriers and acknowledges no limits. What America is to-day as a nation of commercial importance, she owes largely to the commercial traveler. He has developed into a power in the avenues of trade that can not be overestimated. He is the monarch of the business world. He holds the key to industrial success. He owns the hotels and the railroads of this nation. He monopolizes the best of everything and he ought to.

Forty years ago the traveling man cut a small swath in the commercial world of the Great West. To-day he rules it. From the covered wagon to the palace car his journey has been rapid. The sample case is the mightiest factor in the American trade. It is a demonstration in itself of the power of suasion. It is the very essence of eloquence. It is the emblem of business advancement. It is something that is as irresistible and as potent as the charm of beauty or of music. It has carved its way into every town and hamlet in our land. The sample case and the traveling salesman are inseparable. They are a good pair to draw to.

False notions concerning this most important figure in the world of trade are being rapidly dispelled. I can remember when a traveling man was generally regarded as a dangerous character. His presence was a signal for uneasiness on the part of jealous husbands, and an increased anxiety among fond mothers with daughters of giddy propensities. He was considered a paragon of impudence and evil, and a creature of monumental egotism. But this estimate of him was erroneous and unfair. As a body, there is no class of men more respectable than the great army of traveling salesmen, whose ceaseless tramp, tramp, resounds through the land. They are ever the ready and sturdy defenders of women—the exemplification of gentleness and gentility—self-sacrificing and considerate on every occasion. I have known them to act as

nurses for weary women traveling with sick children. I have seen them transform their warm overcoats into blankets for children sleeping in a cold car on a stormy winter's night, and I have known them to leave a blockaded train and wade for a mile through the snow to get a cup of milk from a farm house for a sick and hungry babe. I have seen them imperil their own safety to protect women from insult. True, there are black sheep in this as in every other flock, and it is to them that the guild is indebted for the low estimate once entertained regarding it. Thanks to the high character of the great mass of traveling men, this estimate has been greatly exalted.

We all point with pride to-day to the great host of commercial travelers. They represent the very pink of business ability and sagacity. They are the future business kings of the nation. From the position of traveling salesman to that of business manager or proprietor is only a short step that is yearly taken by hundreds. B. W. Blanchard.

While the reports are denied there is a widespread belief that a combination of the four leading express companies of the country is contemplated. The four companies have in the neighborhood of 20,000 offices, and should they work together they could get along with perhaps half the number. They control something like 75 per cent. of the entire express business of the country. The companies are now working in harmony and are making good profits on their capital, but the certainty that they could reduce expenses by consolidating will, it is thought, induce them to merge their interests.

Sectional differences between the North and the South are indeed disappearing. Complaint is made in Mississippi that the important work of picking the cotton crop is seriously interfered with by the base ball craze, that has recently swept over the South, and that many negroes who ought to be in the cotton fields are playing base ball. The craze is said to have reached such a stage that the planters would like to have base ball prohibited in cotton picking season, so that the work would come first and fun afterward.

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

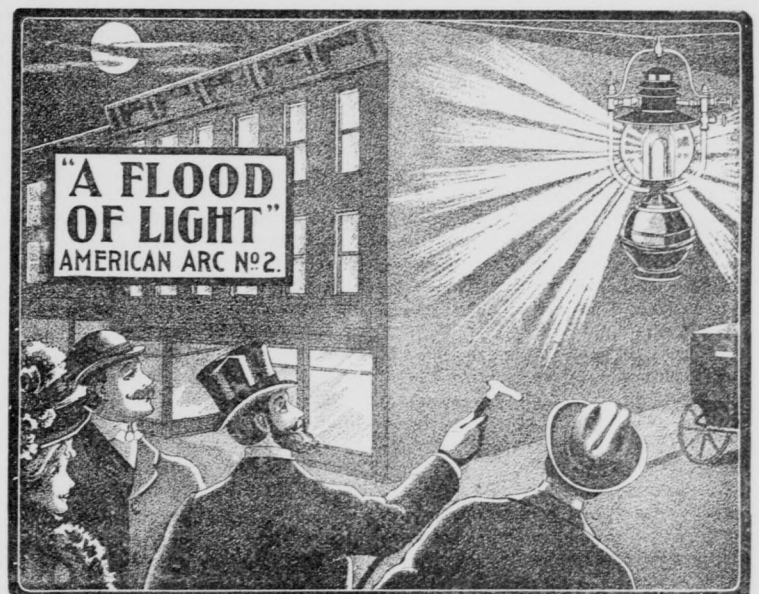
LIVINGSTON HOTEL,

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.

Sent on 5 Days' Trial!

A Modern Wonder

Included in the list of approved lamps of the Examining Engineers of the National Board of Fire Underwriters; can therefore be used in any insured building without additional cost of insurance.



The finest artificial light in the world. Hang or stand them anywhere. One lamp lights ordinary store. Two ample for room 25x100 feet. No smoke, no odor. Very simple to operate. Burns ordinary gasoline. Absolutely non-explosive. 800 candle power light at cost of 5 cents for 10 hours. Ask for catalogue.

Brass Manufacturing and Supply Co.
 197 East Randolph St., Chicago

Drugs--Chemicals

Michigan State Board of Pharmacy

HENRY HEIM, Saginaw	Term expires Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1906

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

Examination Sessions.
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.

Urgent Protest Against the Substitution Crusade.

The Executive Committee of the National Association of Retail Druggists, speaking for that organization and for the self-respecting and worthy-of-respect portion of the 40,000 retail druggists of the United States, directs me to enter on their behalf an emphatic protest against the publication in the newspapers of the editorials and cartoons on the subject, "Substitution," that are appearing from time to time, which articles are understood to be inspired by, and published under the direction of, a committee of your Association.

The retail trade's objection to these articles is based upon the fact that the language employed in them is so broad and so full of insinuation, little or nothing being said as to the honorable methods employed by druggists generally, that suspicion is being cast, to an extremely hurtful degree, upon the entire retail drug business. The fact that this result is not the intention of those who inspire the articles does not render them less repugnant to the better element of the retail drug trade, nor less disastrous to their interests.

No word in the language is more abhorrent to the druggist who places the proper estimate upon his calling and the obligations it imposes than the word "substitution." To him this word stands for all that is despicable in the conduct of those who disgrace his chosen calling; it is synonymous with thievery, with wanton disregard of the reputations of the physicians whose prescriptions he handles and the welfare of their patients, with low cunning and black heartedness. To have this word carelessly applied to these who, like himself, are engaged in the drug business because they esteem it a vocation useful enough and honorable enough to call forth their best energies sends a thrill of indignation through every right-feeling man who is engaged in the business. It is on behalf of these men, who we are proud to say, constitute the great bulk of the retail druggists of the country, that I am instructed to submit this protest.

If the position of the two branches of the drug trade were reversed and the N. A. R. D. should begin a "campaign of education" in the public press, in articles that, with reckless disregard of the meritorious proprietaries, of which there are not a few, should denounce the iniquity of foisting on an unsuspecting public villainous secret nostrums which careful analyses prove are absolutely worthless, in spite of the boastful claims of those who make them, and should lampoon without discrimination the patent medicine brutes masquerading as men, who rob the suffering poor of the last pennies because they believe the damning lies, that are printed for the sole purpose, apparently, of robbing them, the members of the Proprietary Association could gain a glimpse of the

way right-hearted druggists feel about this matter. There is very little doubt there are some retail druggists and some patent medicine manufacturers, also, who ought to be in the penitentiary or a less comfortable place, but this is no reason why those branches of the drug business to which these men belong should be injured by holding them up to public scorn and condemnation in such a way as to damage all who are engaged in these vocations.

It is understood by the committee that the space occupied by the objectionable cartoons and editorials to which I have referred cost the Association of American Advertisers nothing, and that this Association is composed for the most part of members of the Proprietary Association of America. I am instructed to suggest that this great power which your committee possesses may be, and ought to be, used in aiding the retail drug trade to sell the goods of your members at profitable figures, and under satisfactory conditions, thereby healing the breach which exists between our two branches of the drug business instead of widening this breach. The latter is certainly being accomplished by the article complained of, as the correspondence of the committee plainly indicates. The skill displayed by those who are doing this work is a guaranty that, if these writers should abandon their destructive tactics and should devote themselves to encouraging the public to respect the druggist who handles only genuine goods and sells them at a price yielding a legitimate profit, and to educating the public to look with suspicion upon dealers who, promoted by unworthy motives, exploit advertised proprietaries at considerably less than the price fixed by the proprietors, and to suspect also the goods which these dealers offer, an infinite deal of good would be accomplished both for the proprietors and for the non-cutting legitimate retail druggists of the country—the proprietors' best friends.

Realizing that loyalty to the plans under which the N. A. R. D. is now operating requires that retailers shall sell advertised proprietaries "when called for, without argument," and determined to do its duty in the matter, the committee has striven early and late to impress upon the members of the Association the necessity of giving the proprietors the benefit of their advertising, confidently expecting that in return for this action on their part (it has cost the retailers many sacrifices) they would receive from the proprietors the sort of co-operation that will devise means for helping the retailers to carry out their obligations in good faith and to reap the benefits of their loyalty. To the committee it looks as though the persons immediately responsible for the articles complained of have entirely lost sight of the principle of co-operation which we have been endeavoring to inculcate, and of which so much has been expected.

For years the three branches of the drug trade have been working at cross purposes and proprietors, jobbers and retailer, have suffered together the consequence of their short sightedness. The replacement of this ruinous system by co-operation, which if adhered to with unwavering loyalty will undoubtedly insure to the advantage of all, is earnestly desired by the members of the N. A. R. D., whose confidence in its benefits has been confirmed and strengthened from month to month since our organi-

zation was formed. There is every reason why the policy mentioned herein by which proprietors and retailers are being drawn into hostile camps, filled with a desire for revenge and prepared to open fire on the slightest pretext, should be abandoned and the artillery of the press, which the proprietors have demonstrated they are capable of using, be directed at that arch-enemy, the instigator of all discord and demoralization, the aggressive cutter.

Thos. V. Wooten.

The Drug Market.

Opium—Is a little higher, on account of stronger primary market.

Morphine—Is unchanged.

Quinine—Has again advanced 2c per oz. This is two advances of 2c each since the low price was named. The article is very firm and manufacturers will not make contracts at any price. Another advance is looked for.

Castor Oil—Is firm at recent decline.

Castor Beans—Have advanced.

Cod Liver Oil—Is firm and tending higher, on account of the fall demand.

Manna—Is in very small supply and prices rule high and firm.

Menthol—On account of very small stocks, has advanced about \$1.25 per lb. and there is very little to be had at the high price.

Nitrate Silver—Has declined, on account of higher price for metal.

Select Elm Bark—Is very scarce and extreme prices are asked for the little that is on the market.

Oil Peppermint—Is very firm and continues to advance.

Oil Cloves—Has advanced on account of higher prices for spice.

Oil Cassia—Is very firm and tending higher.

Buchu Leaves—Continue in small supply and prices are very firm.

Linseed Oil—Has declined.

Non-Precip. Comp. Syr. Hypophos. Iron.

The following formula is said to furnish syrup of elegant appearance and which does not precipitate:

Calcium hypophosphite.....	256 grs.
Sodium hypophosphite.....	128 grs.
Potassium hypophosphite.....	12 grs.
Manganese hypophos.....	16 grs.
Tr. citro-chlor. iron, N. F.....	1 oz.
Tr. nux vomica.....	160 m.
Quinine hydrochlorate.....	8 grs.
Sugar.....	12 ozs.
Water, enough to make.....	16 ozs.

The hypophosphites are dissolved in 6 ounces of water previously boiled, which is easily done by triturating the salts in successive portions of the water, the addition of an acid not being required. The quinine is dissolved in one-half ounce of warm water. These solutions are mixed and poured over the sugar. Shake well and add the tinctures of iron and nux vomica, then add enough water to make 16 fluidounces. Shake until the sugar is dissolved, let stand for twenty-four hours and filter.

Elixir Terpin Hydrate.

Terpin hydrate.....	128 grs.
Saccharin.....	1 gr.
Glycerin.....	2 ozs.
Alcohol.....	5 ozs.
Simple elixir.....	8 ozs.

Dissolve the terpin hydrate and saccharin in the alcohol with the aid of gentle heat; add the glycerin and then the simple elixir. Let it stand over night and filter.

Copper in Italian Cheese.

Dr. Mariani examined twenty-five samples of green Parmesan cheese from various places and has found that to about every two pounds of cheese there is present from .8 to 3.3 grains of copper.—Health.

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

Holiday Goods

We extend a cordial invitation to visitors coming to Grand Rapids during Fair week, Sept. 29 to Oct. 4, to visit our store, where will be found one of the prettiest lines of Holiday Goods ever shown in Western Michigan. Complete in every respect. Will make liberal allowance for expense.

Grand Rapids Stationery Co.

29 North Ionia St.,
Grand Rapids, Mich.

The Druggist Is Dead

to his best interest who does not hold a membership in the COMMERCIAL CREDIT CO., which has on file over 200,000 detailed reports on Michigan consumers and purchasers of merchandise at retail.

FRED BRUNDAGE

wholesale

Drugs and Stationery

32 & 34 Western Ave.,

MUSKEGON, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—Oil Peppermint, Manna, Quinine.
Declined—Nitrate Silver, Linseed Oil.

Aceticum\$ 60\$ 8	Conium Mac. 80\$ 90	Sellae Co. @ 50
Benzoleum, German. 70\$ 75	Copalba 1 15\$ 1 25	Tolutan @ 50
Boraclic @ 17	Cubebae 1 30\$ 1 35	Prunus virg. @ 50
Carbolium 24\$ 29	Excelsitios 1 50\$ 1 60	
Citricum 43\$ 45	Erigeron 1 00\$ 1 10	Tinctures
Hydrochlor. 3\$ 5	Gaultheria 2 00\$ 2 10	Aconitum Napellis R
Nitrosum 8\$ 10	Geranium, ounce @ 75	Aconitum Napellis F
Oxalicum 12\$ 14	Hedera 1 80\$ 1 85	Aloes @ 50
Phosphorium, dil. @ 15	Juniper 1 50\$ 2 00	Aloes and Myrrh. @ 50
Salicum 50\$ 53	Lavendula 90\$ 2 00	Arnica @ 50
Sulphuricum 13\$ 15	Limonia 1 15\$ 1 25	Assafetida @ 50
Tannicum 1 10\$ 1 20	Mentha Piper 2 90\$ 3 20	Atrope Belladonna. @ 50
Tartaricum 38\$ 40	Mentha Verd 2 10\$ 2 20	Aurant Cortex. @ 50
	Morrhuae, gal. 2 00\$ 2 10	Benzoin Co. @ 50
Ammonia	Myrcia 4 00\$ 4 50	Benzoin Co. @ 50
Aqua, 16 deg. 4\$ 6	Olive 75\$ 3 00	Cantharides @ 50
Aqua, 20 deg. 6\$ 8	Piela Liquida 10\$ 12	Strocnium @ 50
Carbonas 13\$ 15	Piela Liquida, gal. 12\$ 15	Colubia @ 50
Chloridum 12\$ 14	Ricina 9\$ 98	Cubebae @ 50
	Rosmarini @ 1 00	Cassia Acutifol. @ 50
Black 2 00\$ 2 25	Rose, ounce 6 50\$ 7 00	Cassia Acutifol Co. @ 50
Brown 80\$ 1 00	Succini 40\$ 45	Digitalis @ 50
Red 45\$ 50	Sabina 90\$ 1 00	Ergot @ 50
Yellow 2 50\$ 3 00	Santal 2 75\$ 7 00	Ferri Chloridum @ 35
	Sassafras 55\$ 60	Gentian Co. @ 50
Cubebae po. 25 22\$ 24	Tigli 1 50\$ 1 60	Gentian Co. @ 50
Juniperus 8\$ 9	Thyme 40\$ 50	Gulaca @ 50
Xanthoxylum 1 50\$ 1 60	Thyme, opt. @ 1 60	Gulaca ammon. @ 50
	Theobromas 15\$ 20	Hyocyamus @ 50
Balsamum		Iodine 75\$ 75
Copalba 50\$ 55	Potassium	Iodine, colorless 75\$ 75
Peru 6\$ 1 70	Bi-Carb 15\$ 18	Kino @ 50
Terabin, Canada 60\$ 65	Bichromate 13\$ 15	Lobelia @ 50
Tolutan 45\$ 50	Bromide 52\$ 57	Myrrh @ 50
	Carb 12\$ 15	Nux Vomica @ 50
Cortex	Chlorate po. 17@19	Opil, comphorated @ 50
Abies, Canadian 18	Cyanide 34\$ 38	Opil, deodorized 1 50\$ 1 50
Cassia 12	Iodide 2 30\$ 2 40	Quassa @ 50
Cinchona Flava 18	Potassa, Bitart, pure 28\$ 30	Rhatany @ 50
Eucynymus atroparp. 30	Potass Nitras, opt. 7\$ 10	Rhel @ 50
Myrica Cerifera, po. 20	Potass Nitras 6\$ 8	Sanguinaria @ 50
Prunus Virgin. 12	Prussiate 23\$ 26	Serpentaria @ 50
Quillala, gr'd. 12	Sulphate po. 15\$ 18	Strocnium @ 50
Sassafras po. 15 12		Veratrum @ 50
Ulmus po. 18, gr'd 25		Veratrum Veride @ 50
		Zingiber @ 20
Extractum	Radix	
Glycyrrhiza Glabra 24\$ 25	Aconitum 20\$ 25	
Glycyrrhiza, po. 28\$ 30	Althae 30\$ 33	
Haematox, 16 lb. box 11\$ 12	Anchusa 10\$ 12	
Haematox, 1s. 13\$ 14	Arum po. @ 25	
Haematox, 1/4s. 14\$ 15	Calamus 20\$ 40	
Haematox, 1/8s. 16\$ 17	Gentiana po. 15 12\$ 15	
	Glycyrrhiza pv. 15 16\$ 18	
	Hydrastis Canad. @ 75	
	Hydrastis Can. po. 80	
	Hellebore, Alba, po. 12\$ 15	
	Inula, po. 18\$ 22	
	Ipeacac, po. 2 75\$ 2 80	
	Iris plox. po. 35@38	
	Jalap, pr 25\$ 30	
	Manna, 1/4s. @ 35	
	Podophyllum, po. 25\$ 30	
	Rhel, cut 75\$ 1 00	
	Rhel, pv. 75\$ 1 35	
	Spigella 35\$ 38	
	Sanguinaria po. 15 @ 18	
	Serpentaria 50\$ 55	
	Senega 80\$ 85	
	Smilax, officinalis H. @ 40	
	Sellae, M. @ 25	
	Symplocarpus, Foeti- @ 25	
	us, po. @ 25	
	Valeriana, Eng. po. 30 15\$ 20	
	Valeriana, German. 15\$ 20	
	Zingiber a 14\$ 16	
	Zingiber j. 25\$ 27	
	Semen	
	Anisum po. 18 @ 15	
	Apium (graveleons). 13\$ 15	
	Bird, is 4\$ 6	
	Carul po. 15 10\$ 11	
	Cardamom 1 25\$ 1 75	
	Coriandrum 8\$ 10	
	Cannabis Sativa 5\$ 6	
	Cydnomium 75\$ 1 00	
	Chenopodium 15\$ 18	
	Dipterix Odorata 1 00\$ 1 10	
	Foeniculum @ 10	
	Foenugreek, po. 7\$ 9	
	Lini 4 @ 6	
	Lini, grd. bbl. 4 @ 4	
	Lobelia 1 50\$ 1 55	
	Pharlaris Canarian. 5 @ 6	
	Rapa 5 @ 6	
	Sinapis Alba 9\$ 10	
	Sinapis Nigra 11\$ 12	
	Spiritus	
	Frument, W. D. Co. 2 00\$ 2 50	
	Frument, D. F. R. 2 00\$ 2 25	
	Frument 1 25\$ 1 50	
	Juniperis Co. O. T. 1 65\$ 2 00	
	Juniperis Co. 1 75\$ 3 50	
	Saacharum N. E. 1 90\$ 2 10	
	Spt. Vinl Gall. 1 75\$ 6 50	
	Vini Oporto 1 25\$ 2 00	
	Vini Alba 1 25\$ 2 00	
	Sponges	
	Florida sheeps' wool @ 2 50\$ 2 75	
	carriage @ 2 50\$ 2 75	
	Nassau sheeps' wool @ 2 50\$ 2 75	
	carriage @ 2 50\$ 2 75	
	Velvet extra sheeps' @ 1 50	
	wool, carriage @ 1 25	
	Extra yellow sheeps' @ 1 25	
	wool, carriage @ 1 00	
	Grass sheeps' wool, @ 75	
	carriage @ 1 40	
	Hard, for slate use @ 1 40	
	Yellow Reef, for @ 1 40	
	slate use @ 1 40	
	Syrups	
	Acacia @ 50	
	Aurant Cortex @ 50	
	Zingiber @ 50	
	Ipeacac @ 60	
	Ferri Iod @ 50	
	Rhel Arom @ 50	
	Smilax Officinalis 50\$ 60	
	Senega @ 50	
	Sellae @ 50	

Menthol @ 6 00	Selditz Mixture 20\$ 22	Linseed, pure raw 57 57
Morphia, S. P. & W. 2 15\$ 2 40	Sinaps @ 18	Linseed, bolled 54 57
Morphia, S. N. Y. Q. 2 15\$ 2 40	Sinaps, opt. @ 30	Neatsfoot, winter str 85 80
Morphia, Mal. 2 15\$ 2 40	Snuff, Maccaboy, De @ 41	Spirits Turpentine 53 54
Moschus Canton @ 40	Voes @ 41	
Myrsitica, No. 1 65\$ 80	Snuff, Scotch, De Vo's @ 41	
Nux Vomica po. 15 @ 10	Soda, Boras 92\$ 11	
Os Sepia 35\$ 37	Soda, Boras, po 92\$ 11	
Pepsin Saac, H. & P. @ 1 00	Soda et Potass Tart. 25\$ 27	
Piela Liq. N. N. 1/4 gal. @ 2 00	Soda, Carb. 1 1/2\$ 1 27	
doz @ 2 00	Soda, Bi-Carb. 3\$ 5	
Piela Liq, quart. @ 1 00	Soda, Ash 3 1/2\$ 4	
Piela Liq, pints @ 50	Soda, Sulphas @ 2	
Pil Hydrag. po. 80 @ 50	Spts. Cologne @ 2 60	
Piper Nigra po. 22 @ 18	Spts. Ether Co 50\$ 55	
Piper Alba po. 35 @ 30	Spts. Myrcia Dom. @ 2 00	
Plix Burgun @ 7	Spts. Vinl Rect. bbl. @ 2	
Plumbi Acet. 10\$ 12	Spts. Vinl Rect. 4 bbl @ 2	
Pulvis Ipeacac et Opil 1 30\$ 1 50	Spts. Vinl Rect. 10gal @ 2	
Pyrethrum, boxes H. @ 75	Spts. Vinl Rect. 5 gal @ 2	
& P. D. Co., doz @ 75	Strychnia, Crystal 80\$ 1 05	
Pyrethrum, pv 25\$ 30	Sulphur, Subl 2 1/2\$ 4	
Quassia 8\$ 10	Sulphur, Roll 2 1/2\$ 3 1/2	
Quinia, S. P. & W. 26\$ 36	Tamarinds 8\$ 10	
Quinia, S. German 16\$ 36	Terebenth Venice 28\$ 30	
Quinia, N. Y. 16\$ 36	Theobroma 48\$ 50	
Rubia Tincturum 12\$ 14	Vanilla 9 00\$ 16 00	
Saccharum Lactis pv 20\$ 22	Zinc Sulph 7\$ 8	
Salacin 4 50\$ 4 75		
Sanguis Draconis 40\$ 50	Oils	
Sapo, W 13\$ 14	Whale, winter 70 70	
Sapo M 10\$ 12	Lard, extra 85 90	
Sapo G @ 15	Lard, No. 1 53 65	

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weath-
erly's Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines
and Rums for special purposes
only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins Drug Co. Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Almonds
Hand Picked Beans

DECLINED

Evaporated Apples
Evaporated Peaches
Clear Back Pork
Dried Peas

Index to Markets

By Columns

Col.	Index to Markets
Col.	Col.
A	Akron Stoneware..... 15
B	Baking Powder..... 1
C	Candies..... 14
D	Dried Fruits..... 5
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G	Gelatine..... 6
H	Herbs..... 7
I	Indigo..... 7
J	Jelly..... 7
L	Lamp Burners..... 15
M	Meat Extracts..... 7
N	Nuts..... 14
O	Oil Cans..... 15
P	Pickles..... 7
R	Rice..... 8
S	Salad Dressing..... 9
T	Table Sauce..... 11
V	Vinegar..... 12
W	Washing Powder..... 13
Y	Yeast Cake..... 13

1

AXLE GREASE

Anora, doz. gross	55	6 00
Castor Oil, doz.	80	7 00
Diamond, doz.	80	4 25
Frazier's, doz.	75	9 00
IXL Golden, tin boxes 75		9 00



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

BAKING POWDER

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



Royal..... 75 5 00
English..... 85 5 00

2

CANDLES

Electric Light, ss	12
Electric Light, 16s.	12 1/2
Paraffine, 6s.	9 1/4
Paraffine, 12s.	0
Wicking	17

CANNED GOODS

Apples

3 lb. Standards	1 10
Gallons, standards	3 35

Blackberries

Standards	80
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Beans

Baked	1 00@ 1 30
Red Kidney	75@ 85
String	70
Wax	75

Blueberries

Standard	90
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Brook Trout

2 lb. cans, Speled	1 90
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Clams

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

Clam Bouillon

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

Cherries

Red Standards	1 30@ 50
White	1 50

Corn

Fair	80
Good	85
Fancy	1 00

French Peas

Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11

Gooseberries

Standard	90
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Hominy

Standard	85
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Lobster

Star, 1/2 lb.	2 10
Star, 1 lb.	3 60
Picnic Tails	2 35

Mackerel

Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Soused, 1 lb.	1 90
Soused, 2 lb.	2 80
Tomato, 1 lb.	1 80
Tomato, 2 lb.	2 80

Mushrooms

Hotels	18@ 20
Buttons	22@ 25

Oysters

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

Peaches

Pie	85@ 90
Yellow	1 65@ 1 85

Pears

Standard	1 00
Fancy	1 25

Peas

Marrowfat	1 00
Early June	90@ 1 80
Early June Sifted	1 60

Plums

Plums	85
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Pineapple

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

Pumpkin

Fair	
Good	
Fancy	

Raspberries

Standard	1 15
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Russian Caviar

1/2 lb. cans	3 75
1 lb. cans	7 00
1 lb. can	12 00

Salmon

Columbia River, talls	@ 1 85
Columbia River, flats	@ 1 80
Red Alaska	@ 1 30
Pink Alaska	@ 90

Shrimps

Standard	1 40
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Sardines

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

Strawberries

Standard	1 10
Fancy	1 40

3

Succotash

Fair	95
Good	1 00
Fancy	1 20

Tomatoes

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

CARBON OILS

Barrels

Ecocene	@ 11
Perfection	@ 10
Diamond White	@ 9 1/4
D. S. Gasoline	@ 14 1/4
Deodorized Naphtha	@ 12
Cylinder	29 @ 34
Engine	16 @ 22
Black, winter	9 @ 10 1/2

CATSUP

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

CHEESE

Acme	@ 11 1/4
Amboy	@ 12
Carson City	@ 11 1/4
Elsie	@ 12 1/4
Emblem	@ 12
Gem	@ 12 1/4
Gold Medal	@ 11 1/4
Ideal	@ 11 1/4
Jersey	3 12
Riverside	2 12
Breck	14@ 15
Edam	@ 20
Liden	@ 17
Lumberger	13@ 14
Pineapple	50@ 75
Sap Sago	19@ 20

4

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans | | | |-------------------------------|----| | White House, 1 lb. cans | 12 | | White House, 2 lb. cans | 10 | | Excelsior, M. & J. 1 lb. cans | 12 | | Excelsior, M. & J. 2 lb. cans | 10 | | Royal Java | 12 | | Royal Java and Mocha | 12 | | Java and Mocha Blend | 12 | | Boston Combination | 12 | | Ja-Vo Blend | 12 | | Ja-Mo-Ka Blend | 12 | Distributed by Olney & Judson | | | |--|--| | Gro. Co., Grand Rapids, C. E. Mott & Co., Detroit, B. Desenberg & Co., Kalamazoo, Symons Bros. & Co., Saginaw, Jackson Grocer Co., Jackson, Metzel & Goeschel, Bay City, Fielbach Co., Toledo. | | |--|--|

5

Sweet Goods—Boxes

Animalis	10
Assorted Cake	10
Belle Rose	8
Bent's Water	16
Cinnamon Bar	9
Coffee Cake, Iced	10
Coffee Cake, Java	10
Cocconut Macaroons	18
Cocconut Taffy	10
Cracknells	16
Crackers, Iced	8
Cream Crisp	10 1/2
Cubans	11 1/2
Curant Fruit	12
Iced Honey Crumpets	12
Frosted Cream	9
Ginger Gems, 1/2 doz. small	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
Imperialis	10
Jumbles, Honey	12
Lady Fingers	12
Lemon Snaps	12
Lemon Wafers	16
Marshmallow	16
Marshmallow Creams	16
Marshmallow Walnuts	16
Mixed Plum	8
Milk Biscuit	11 1/2
Molasses Cake	7 1/2
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
Pretzettes, 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 Fruitti	16
Vanilla Wafers	16
Vienna Crimp	8

E. J. Krueck & 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	@ 5
Evaporated, 50 lb. boxes	7 @ 8

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	@
Blackberries	@ 8 1/2
Nectarines	@ 8
Peaches	@ 10
Pears	@ 9 1/2
Pitted Cherries	@ 9 1/2
Prunelles	@
Raspberries	@

Citron

Leghorn	1 1/2 @ 3
Corsican	1 1/2 @ 3

Currants

California, 1 lb. package	7
Imported, 1 lb. package	7
Imported, bulk	6 1/2

Peel

Citron American 19 lb. bx.	10
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	2 00
Loose Muscatels 2 Crown	7
Loose Muscatels 3 Crown	7
Loose Muscatels 4 Crown	7
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 50
Bulk, per 100 lbs.	2 80

Hominy

Flake, 50 lb. sack	90
Pearl, 200 lb. bbl.	5 00
Pearl, 100 lb. sack	2 50

Maccaroni and Vermicelli

Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

Table with 2 columns: Item Name and Price. Includes Pearl Barley, Green, Wisconsin, Split, Rolled Oats, etc.



Table with 2 columns: Item Name and Price. Includes Cases, East India, German, Tapioca, Cracked, Fishing Tackle, Cotton Lines, Linen Lines, Poles, etc.

Advertisement for JAXON, featuring 'Highest Grade Extracts' and 'FOOTE & JENKINS' logo.

Advertisement for JENNINGS'S, featuring 'FLAVORING EXTRACTS' and 'D.C. LEMON' logo.

Table with 2 columns: Item Name and Price. Includes Carcass, Forequarters, Hindquarters, Loin, etc.

Table with 2 columns: Item Name and Price. Includes Knox's Sparkling, Knox's Acidulated, Plymouth Rock, etc.

Table with 2 columns: Item Name and Price. Includes Patents, Second Patent, Straight, Clear, Graham, Buckwheat, Rye, etc.

Table with 2 columns: Item Name and Price. Includes Boiled, Granulated, Feed and Millstuffs, Economy Stock Feed, etc.

Table with 2 columns: Item Name and Price. Includes Sage, Hops, Laurel Leaves, Senna Leaves, etc.

Table with 2 columns: Item Name and Price. Includes Condensed, Lye, Meat Extracts, Molasses, Mustard, etc.

Table with 2 columns: Item Name and Price. Includes Pickles, Medium, Small, Playing Cards, etc.

Table with 2 columns: Item Name and Price. Includes Mess, Bacon, Ham, Shoulder, etc.

Table with 2 columns: Item Name and Price. Includes Compound, Bologna, Liver, Frankfort, Pork, Blood, etc.

Table with 2 columns: Item Name and Price. Includes Corned Beef, Potted Ham, Deviled Ham, etc.

Advertisement for SUTTON'S TABLE RICE, featuring a large bag of rice.

Table with 2 columns: Item Name and Price. Includes Japan, No. 1, Japan, No. 2, Java, fancy head, etc.



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

Table with 2 columns: Item Name and Price. Includes Alpha Cream, Durkee's, SALT DRESSING, SALTERATUS, etc.

Table with 2 columns: Item Name and Price. Includes Granulated, Lump, SALT, Diamond Crystal, etc.

Table with 2 columns: Item Name and Price. Includes Warsaw, Ashton, Higgins, Solar Rock, etc.

Table with 2 columns: Item Name and Price. Includes Common, SALT FISH, Cod, Halibut, etc.

Table with 2 columns: Item Name and Price. Includes No. 1, No. 2, No. 3, Mackerel, etc.

Table with 2 columns: Item Name and Price. Includes Herring, Whitefish, No. 1, No. 2, etc.

Table with 2 columns: Item Name and Price. Includes Anise, Canary, Smyrna, Caraway, etc.

Table with 2 columns: Item Name and Price. Includes Mustard, Poppy, Cuttle Bone, SHOPE BLACKING, etc.

Advertisement for GRAND PAPA'S WONDER SOAP, featuring a man's face.

Table with 2 columns: Item Name and Price. Includes Single box, 5 box lots, Johnson Soap Co. brands, etc.

Table with 2 columns: Item Name and Price. Includes Jap Rose, White Russian, Satinet, White Cloud, etc.

Table with 2 columns: Item Name and Price. Includes Saponin, SODIA, Kegs, English, etc.

Table with 2 columns: Item Name and Price. Includes Scotch, Maccaboy, French Rappes, SPICES, etc.

Table with 2 columns: Item Name and Price. Includes Allspice, Cassia, Saigon, Cloves, etc.

Table with 2 columns: Item Name and Price. Includes Kingsford's Corn, Kingsford's Silver Gloss, Common Gloss, etc.

Table with 2 columns: Item Name and Price. Includes Common Corn, 20 1-lb. packages, 40 1-lb. packages, etc.

Table with 2 columns: Item Name and Price. Includes Syrups, Pure Cane, Fair, Good, Choice, etc.

Advertisement for J. J. Prescott & Co. MANUFACTURERS NEW YORK, N. Y., featuring enamel paint.

Table with 2 columns: Item Name and Price. Includes Domino, Cut Leaf, Crushed, Cubes, Powdered, etc.

Advertisement for LEA & PERRIN'S SAUCE, featuring a bottle of sauce.

Table with 2 columns: Item Name and Price. Includes Sun-dried, medium, Sun-dried, fancy, Regular, medium, etc.

Table with 2 columns: Item Name and Price. Includes Mace, Nutmegs, Pepper, etc.

Advertisement for S.C.W. featuring a large logo and list of products like tobacco and gunpowder.

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Table with 2 columns: Item Name and Price. Includes Lubetsky Bros. brands, Fine Cut, Plug, Smoking, TWINE, VINEGAR, WASHING POWDER, WOODENWARE, WICKING, and CANDIES.

13

Table with 2 columns: Item Name and Price. Includes Faucets, Mop Sticks, Fails, Toothpicks, Traps, Tubs, Wash Boards, Window Cleaners, Wood Bowls, WRAPPING PAPER, YEAST CAKE, FRESH FISH, HIDES AND PELTS, and CANDIES.

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Table with 2 columns: Item Name and Price. Includes Mixed Candy, Fancy-In Paris, Fancy-In 5 lb. Boxes, FRUITS, Lemons, Dates, Foreign Dried Fruits, and NUTS.

Hardware Price Current

Table with 2 columns: Item Name and Price. Includes Ammunition, Loaded Shells, Paper Shells-Not Loaded, Gunpowder, Shot, Augurs and Bits, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files-New List, Galvanized Iron, Gauges, Glass, Hammers, Hollow Ware, Horse Nails, House Furnishing Goods, Iron, Knobs-New List, and Lanterns.

Levels

Table with 2 columns: Item Name and Price. Includes Stanley Rule and Level Co., Mattocks, Metals-Zinc, Miscellaneous, Molasses Gates, Patent Planished Iron, Planes, Nails, Roofing Plates, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin-Melny Grade, Tin-Allaway Grade, Boiler Size Tin Plate, Traps, Wire, and Wire Goods.

THE RETAILER'S REMEDY.

How to Prevent His Becoming a Slot Machine.

At the recent convention of the Michigan Retail Grocers' Association, Secretary E. A. Stowe, in the course of his annual report, alluded to the changes in the economy of conducting a retail grocery business, and referred to the profits on package goods, as follows:

While much progress has been made in the grocery business in the way of shortening the hours of labor and increasing the number of holidays, and in the almost universal adoption of packages and cartons, the underlying feature of all successful business has not been improved—the ratio of profits. Nothing, in my opinion, has tended to lessen the profits of the retail grocery business more than the substitution of packages for bulk goods. Under present conditions, the average grocer is little more than an automaton—a mechanism with arms, which hands packages from the shelf to the counter, and makes change. So small have the profits become on some lines of package goods that it suggests the idea that the grocer, instead of being an independent individual, with a thinking apparatus of his own, is simply the hired man of the manufacturer and the jobber, working on a salary, which is frequently too meager to properly maintain him and his family. This condition naturally suggests the idea that one of two things is to happen in the grocery business—either the grocer will turn his business over to a little coterie of co-operators, who will thus be tied to him and his store as effectually as he is tied to the manufacturer and jobber, or he will be succeeded by the syndicate store, and thus become a cogwheel in the large machine.

The above opens a wide field for discussion. Some will claim that more goods in a certain line can be sold in packages than when the same article is sold in bulk; that while the percentage of profit is smaller on package than on bulk goods, more money is made in the end by pushing package goods, because of an increased volume of sales, freedom from loss in weighing, saving of labor, cost of paper and string, insurance against damage from insects, dirt or handling, and lower cost of service. There is great force in this position and, were it not for the cutting of the retail price of proprietary package goods, the retailer would have little or no complaint that package goods do not afford a satisfactory margin of profit. In this city we now have a glaring example of the mischief wrought by cutting prices, in the low prices at which breakfast foods are being sold. Leading cereal foods which are extensively advertised are sold at cost, and all because the manufacturers are to blame. In some cases they have attempted to force retailers to obey their instructions and threatened them with punishment. They have used hard words and provoked antagonism, instead of smooth words and persuasion. They have aroused the wrath of the retailers, who defy the manufacturers, and especially those who seek to cut off their source of supply. The manufacturers are foolish enough to think that the jobbers who are catering for, and anxious to get, the trade of these big buyers, will obey their request, and refuse to sell the cutters the article in question, whereas they will go out of their way to help them secure it, in order to win their patronage on other lines.

Worse yet, a number of these cereal manufacturers secretly encourage cutting and pay the cutters a premium for making special sales. We want the 10,000 retailers of Greater New York to make a note of this and join in taking

measures to force the manufacturers who do this sort of sly, underhand work to adopt a policy that will prevent cutting. It is useless to say that it can not be done, for it is done all the time by many of the best-known manufacturers in the country; those who value the patronage of the many above that of the few heavy buyers. They value the little orders from 10,000 retail grocers more than the comparatively few received from chain store proprietors and the great department stores.

Let us have fair play toward all retailers on the part of all manufacturers and not special favors for the few. Bring this about and then package goods will afford the retailer an ample margin, and he will not feel that he is being forced to become a slot machine, but a co-operator with the manufacturer and the jobber for mutual profit.

Retailers should remember that they have the remedy for this other evil which afflicts them within their control, and that it lies through organization. It will come when every retailer believes that he is a unit dependent for his efficiency and integrity on other units. When this is his faith, then he will become a member of an association, and then when all retailers are united they can enforce any just demand on the manufacturer and jobber they may elect. That day seems far off, but the tide is rising and we hope is to keep rising until every grocer in the land belongs to a grocer's organization.—American Grocer.

Two New Buildings Nearly Ready For Occupancy.

The Grand Rapids Cold Storage and Sanitary Milk Co. has done business heretofore in a building 50x100 feet in dimensions and three stories high. It is now completing a new building, 50x100 feet in dimensions and five stories high, which more than doubles its capacity. The new building is being fitted up with the most modern appliances in the line of chemical storage, affording the company the most up-to-date equipment and facilities of any cold storage plant in the State.

To the north of the old structure, fronting on South Front street, the company has erected a third building, 50x90 feet in dimensions, three stories, which it will utilize as a milk depot and creamery, producing both sterilized and pasteurized milk and creamery butter. Not content with treating the milk in the most approved manner after it reaches the dairy, the company proposes to control the production of milk by establishing certain rules and regulations for the government and treatment of cattle and the care of milk on the part of producers.

Ira O. Johnson, who has recently assumed the management of both branches of the business, is a practical dairyman of long experience. He will merge his milk business into the dairy department of the company as soon as the new building is completed.

Cut the Price of Soda in Two.

The Church & Dwight Co., manufacturer of "Cow" and "Arm and Hammer" brands of soda, has issued a confidential circular to the jobbers of several Southern States, cutting the price directly in half, and offering the goods at \$1.50, subject to the following condition:

No retailer must be sold more than his legitimate trade demand (and in no case more than five cases every thirty days), and only for immediate shipment. All orders taken under this agreement must be subject to the approval of our representative, who will be the sole judge of the quantity to be shipped, and must be forwarded, before shipment is made, to our representative.

15	
STONEWARE	
Butters	
1/4 gal., per doz.	48
1 to 6 gal., per gal.	5 1/2
8 gal. each	48
10 gal. each	50
12 gal. each	72
15 gal. meat-tubs, each	1 1/2
20 gal. meat-tubs, each	1 50
25 gal. meat-tubs, each	2 1/2
30 gal. meat-tubs, each	2 55
Churns	
2 to 6 gal., per gal.	6
Churn Dashers, per doz.	84
Milkpans	
1/4 gal. flat or rd. bot., per doz.	48
1 gal. nat or rd. bot., each	5 1/2
Fine Glazed Milkpans	
1/4 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6
Stewpans	
1/4 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/4 gal. per doz.	56
1/2 gal. per doz.	42
1 to 5 gal., per gal.	7
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	36
No. 2 Sun.	48
No. 3 Sun.	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	4 25 per gross
Quarts	4 50 per gross
1/2 Gallon	6 50 per gross
Fruit Jars packed 1 dozen in box	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 61
No. 1 Sun.	1 84
No. 2 Sun.	2 80
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp	1 74
No. 1 Crimp	1 93
No. 2 Crimp	2 10
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 18
No. 2 Sun, crimp top, wrapped & lab.	3 08
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.	4 60
No. 2 Sun, wrapped and labeled.	5 20
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (75c doz)	4 00
No. 2 Flint (80c doz)	4 60
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 30
1 gal. galv. iron with spout, per doz.	1 50
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	5 00
5 gal. Tiltng cans.	7 00
5 gal. galv. iron Nacetas.	9 00
LANTERNS	
No. 0 Tubular, slide lift.	4 75
No. 1 B Tubular.	7 25
No. 15 Tubular, dash.	7 25
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, slide lamp.	13 50
No. 3 Street lamp, each.	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 75
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8-inch wide, per gross or roll.	18
No. 1, 1/2-inch wide, per gross or roll.	24
No. 2, 1 inch wide, per gross or roll.	34
No. 3, 1 1/2 inch wide, per gross or roll.	53
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1,000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1,000 books	20 00
Credit Checks	
500, any one denomination	2 00
1,000, any one denomination	3 00
2,000, any one denomination	5 00
Steel punch	75

Our Catalogue is "Our Drummer"

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

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

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

It has but one price and that is the lowest.

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

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

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

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

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

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

Forge Ahead

Of your competitor or he will forge ahead of you. Put in a line of crackers that are noted for their quality and worth.

D Crackers

are the kind that will help to keep you at the head of the procession, because they are well advertised and will bring you a good class of trade.

E. J. Kruce & Co.
Detroit, Michigan

The New York Market

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

New York, Sept. 20.—There is little doing in the coffee market and neither seller nor buyer seems to be specially interested. Sales are simply of an average character for this season of the year, and while prices are fairly steady the week has been rather easier than last. The crop receipts since July 1 have been quite a little smaller than for the same time last year, and if the same ratio be maintained right along there will be a big difference in a few months. However, the receipts so far this year are much larger than they were two years ago, and there is no occasion for any alarm over an advancing market. A big Philadelphia dealer is advertising that owing to the frost killing a hundred million or so trees there had been a very sharp advance, and the retailer who was wise would immediately send for a carload or two of his brands. But the frost scare seems to have abated. At the close Rio No. 7 is worth 5½c. In store and afloat there are 2,885,911 bag, against 1,358,728 bags at the same time last year. Mild coffees are in very moderate supply—that is, West India growths—and quotations are decidedly firm. Good Cucuta, oc. East India coffee is meeting with the usual call and quotations are practically without change.

Formosa and Japans teas are meeting with the most call, but there is seemingly very little doing at best. The tea market will stand a great deal of improvement without being in a booming condition even then. Prices are firm, notwithstanding, and this is the one redeeming feature.

A good demand exists for sugar on old contracts and refiners are quite a good way behind orders. New business is comparatively light and dealers appear to be pretty well stocked up. The recent advance caused little, if any, comment. Certainly there was no scramble to buy in anticipation of still further advance.

A steady trade in rice has prevailed all the week. Sales have not been large in any one case, but in the aggregate a handsome total is presented. Prices are practically without change. Most of the orders have been for the better grades.

Pepper retains its strength and during the week a fair trade has been done all along the line. Supplies are not large and it is perhaps as good a time to buy as will be presented this year.

The better sorts of grocery grades of New Orleans molasses have met with a good degree of attention, and now that the "season of cakes" is upon us dealers anticipate a good trade to the end of the year, and longer. Prices are without change, nor does there seem to be much likelihood of any serious "up or down." Syrups are moving fairly well and are firm.

In canned goods tomatoes are again the center of interest and are likely to remain so for the rest of the season. Spot New Jersey goods are very firm at \$1.15 and offerings are limited. Maryland, \$3.97½. Gallons, \$3.40@3.50, although some California stock has sold, or at least been offered, at \$3.25. Corn is scarce and New York State stock is worth about 90c. Salmon is steady at practically unchanged rates.

In dried fruits more and more interest is shown in the situation and prices on every article are firmly adhered to.

Lemons are somewhat easier and the auction sales fail to show much animation among buyers. Sicily fruit ranges from \$2@4.50 per box. Oranges are firm and supplies are not overabundant. Valencias, \$3.25@7.50. Bananas are steady and unchanged.

The butter market is well sustained, supply and demand being about equally balanced. Best Western is worth 22½c; seconds to firsts, 19@22c; imitation creamery, 16½@18½c, latter for very choice stock; factory, 17@17½c, latter for desirable June make; renovated, 17½@18½c.

The cheese market is working into

better shape and the demand is sufficiently active to keep supplies pretty well cleaned up. Fancy full cream is worth 11c and the general run about ½@¼c less.

With light receipts of eggs and a demand that is ready to take all that comes, the egg market shows greater strength, and fresh gathered Western are worth 23c, with no great amount to be had at this figure. Fair to good, 22c. At mark fancy candled stock, 21½@22c; uncandled, 19½@20c; ungraded, 18@19½c.

There is a new law in Prussia which marks an advance in the movement against offensive advertising in country districts. It holds to be offensive any form of advertising that disfigures natural scenery. In the English and American courts the opinion prevails that advertising structures can only be restricted upon considerations of public health and safety. When anything that offends the eye can be declared a public nuisance the removal of hideous sign boards can be readily effected. The time will surely come when something similar to the Prussian law will be adopted and will be sustained by the courts in the United States. The more people travel the more sentiment develops in favor of restrictions that will save the landscape from disfigurement.

At the convention of fire department engineers in New York last week an interesting suggestion was made. It was that in the near future stationary engines must be located in crowded districts, ready at a moment's notice to throw streams of water to the tops of the tallest buildings. The movable engine, racing to distant fires in response to alarms, will not be suddenly superseded, but it is destined to disappear from the crowded quarters of great cities. Extinguishing appliances within the buildings and high pressure of water supplied by stationary engines will constitute the next long step in advance in the methods of fighting fire.

It is estimated by the Census Bureau that electricity has entered into the daily life of the country to the extent of \$7 for each man, woman and child. Of this amount \$3 goes to the electric traction companies, \$1.50 to the electric light concerns, and 75 cents to the telephone companies. The telegraph also takes about 50 cents a year from each of the 75,000,000 people, while the remainder of the \$7 is charged off to electric fire alarms, signals and general supplies.

A Zurich engineer has made a careful examination of the sources of electric power in Switzerland and he represents that the waterfalls of the Alps are capable of developing enough electric power to operate all of the railways in the republic. There are twenty-one waterfalls on the Swiss flank of the Alps from which 86,000 horse-power can be developed. Only 60,000 horse-power, he says, is needed to replace the steam power now used on the railroads.

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 RENT—CORNER STORE 18x70 FEET, with back room 18x20 feet; best location in this city for grocery or shoe stock; rent only \$25 per month. A. L. Bradford, Eaton Rapids, Mich. 746

I WANT TO BUY SOME KIND OF BUSINESS and residence (not connected); what have you to offer? Give full description and price. A. M. Barron, Station A, South Bend, Ind. 745

FOR SALE—SHOW CASES AND COUNTERS now in use at 668 Wealthy Avenue, Grand Rapids. 750

FOR SALE—10,000 NAMES AND ADDRESSES of Indiana farmers; a valuable list to all who wish to reach farmers of this State. Address J. T. Thompson, Hope, Mich. 747

FOR SALE—CONFECTIONERY, LUNCH and news room and fountain; store with living rooms; good cash business; live town; best reasons for selling. Lock Box 210, St. Charles, Mich. 744

FOR SALE—STOCK SHOES, MEN'S FURNISHING goods and notions; invoices about \$1,020; neat frame story building 24x46; situated in most flourishing town in Northern Michigan; 700 luha itants; three mills, two churches, twelve graded schools; employment for laboring men all year; money maker for right person; no speculators need apply. M. J. Bolen, Wolverine, Cheboygan Co., Mich. 743

I HAVE SOME REAL ESTATE IN GRAND Rapids. Will trade for a stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

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

FOR SALE OR EXCHANGE FOR FARM property in or near Kent county—A good clear 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, 1¼ 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

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

FERRY & 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—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. Hob, 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

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

FINE FAST DRIVING MAKE, WITH 10½ of speed, for sale cheap; gentle, sound and extremely kind. Further particulars enquire of A. R. Hensler, Battie Creek, Mich. 713

FOR SALE—STOCK OF GENERAL MERCHANDISE 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 hustling 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

FOR SALE—HARDWARE BUSINESS located 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, 37-9 Broadway, New York City, 694

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

FOR SALE—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 SALE—A GOOD FIRST-CLASS 10 horse livery; only one in town of 800; good trade and everything in good order. Address Philip Taylor, Saranac, Mich. 636

WANTED—STOCKS OF GENERAL MERCHANDISE, for which I will pay spot cash. Must be cheap enough to enable me to move them. F. L. Orent, Benlah, Mich. 657

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

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

FOR SALE—HOME IN FLORIDA: FOURteen acres, eight acres bearing orange trees; good buildings; good neighbors; near railroad; healthy location; will sell for \$5,000 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 EVERYBODY using Liquid Measure. Write for circular on my Patent L.P. It will pour from full gallon measure into Teaspoon and not waste a drop. Chas. Martin, Patentee and Grocer, Tiffin, Ohio. 631

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

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

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

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

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

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

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

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

MISCELLANEOUS

PHARMACIST WANTS SITUATION. BEST of references and capable. Address No. 752, care Michigan Tradesman. 752

SALESMEN TO CARRY OUR LINE OF rubber collars as a side line. Liberal commission. Applications strictly confidential. Address Thread City Collar Co., 113 Madison St., Chicago. 749

WANTED—POSITION AS CLOTHING salesman. Have had four years' experience—some experience in shoes; speak German; 22 years of age; can furnish references. Address No. 748, care Michigan Tradesman. 748

WANTED—BOOKKEEPER WHO UNDERSTANDS double entry work and is a good penman. Prefer young man who is married or lives at home with mother or sister. Should be of good address who can put in one day a week on road, calling on customers and collecting 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—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 gin-seng 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.