

If your trade demands good rubbers, sell them Beacon Falls.



They are a sterling, dependable article, not made to "sell at a price," and can be relied on to give satisfaction. They fit, look and wear well, and cost no more than many other lines much inferior in point of quality. Drop us a card and we will be glad to send samples prepaid.

The Beacon Falls Rubber Shoe Co.

Factory and General Offices, Beacon Falls, Conn.

Branch Stores

Chicago---207 Monroe Street.

New York---106 Duane Street.

Boston---177-181 Congress Street.

Out of the Trust.

Place Your Money

In the hands of those you can depend on—those who know how to best invest it for you—that is, for your best interest—those who are perfectly reliable—those who take the worry from your mind.

We do just that for some of the most conservative, careful investors in this city.

Look us up.

E. M. Deane Co., Ltd.

Stocks, Bonds and Investment Securities

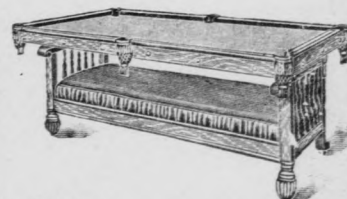
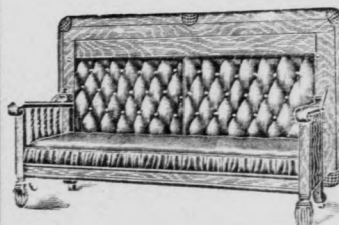
211-213-215 Michigan Trust Bldg., Grand Rapids

References: Old National Bank, Commercial Savings Bank.

The Balke Manufacturing Company,

Sole Manufacturers of the

BALKE Combined Davenport, Pool and Billiard Tables.



FOR THE HOME.

There is Nothing More Enjoyable for indoor amusement than a game of billiards or pool. The great majority of homes are debarred from the king of games on account of lack of room, and in many cases on account of the great expense of the old style table.

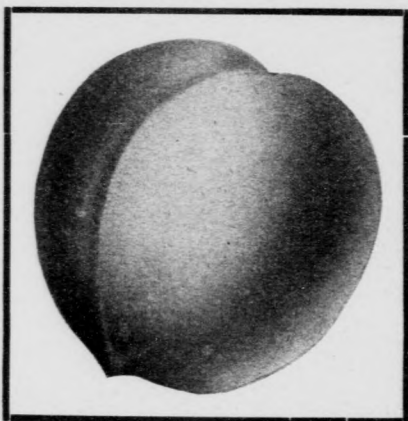
We have overcome all obstacles. We offer you a perfect and complete Pool or Billiard Table, with full equipment, at an extremely moderate cost, while at the same time giving you a magnificent full length couch, suitable for the best room in any house, and adapted to be used in a moderate sized room, either parlor, sitting room, library or dining room.

We have a large line of children's tables for \$10 to \$25, and regular tables at \$50 to \$200. Catalogue on application.

The Balke Manufacturing Company, 1 W. Bridge Street.

Mr. Grocer

How is your stock of



Peach Flakes

The food with that delicate fruit flavor, that so pleases your customers and friends. Once used, always used. We allow you a very liberal margin of profit, so it is to your interest to push the sales of Peach Flakes and reap the golden harvest. Order through your jobber, or send for free samples and prices.

Globe Food Co., Limited

318 Houseman Bldg. Grand Rapids, Mich.

DISTRIBUTORS: Judson Grocer Co., Worden Grocer Co., Musselman Grocer Co., Grand Rapids, Mich.

Does This Attract Your Attention?



It sells better than it looks. If you want a Fruit Jar Rubber that will sell at sight, send me a sample order. If not satisfactory you may return them.

W. H. SCHAEFER

771 Spitzer Building, TOLEDO, OHIO

Sunlight

A shining success. No other Flour so good for both bread and pastry.

Walsh-DeRoo Milling Co.
Holland, Michigan

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, MAY 13, 1903.

Number 1025

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

Sole agents for the State of Michigan for the

S. F. & A. P. Miller & Co.'s

famous line of summer clothing, made in Baltimore, Md., and many other lines. Now is the time to buy summer clothing.

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. R. McCORNE, Manager.

WHERE YOU ARE PROTECTED BY
24 COMPANIES

Why Not Buy Copper?

The price is going up. We are offering a few thousand shares of the Casa Grande, of Arizona, the copper averaging 10 to 12 per cent. No speculation—a fully developed mine. Full information upon application to

CURRIE & FORSYTH.

1023 Mich. Trust Bldg., Grand Rapids, Mich.

IF YOU HAVE MONEY

and would like to have it EARN MORE MONEY, write me for an investment that will be guaranteed to earn a certain dividend. Will pay your money back at end of year if you desire it.

Martin V. Barker
Battle Creek, Michigan

Noble, Moss & Co.

Investment Securities

Bonds netting 3, 4, 5 and 6 per cent.

Government Municipal
Railroad Traction
Corporation

Members Detroit Stock Exchange and are prepared to handle local stocks of all kinds, listed and unlisted.

808 Union Trust Building, Detroit

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Oro Hondo

Shaft is now down 330 feet
in ore.

Buy Oro Hondo

The property consists of over 1,000 acres adjoining the Homestake and the sinking and hoisting machinery is now in operation. The shaft is down 300 feet and has struck one of the Homestake veins running through the ground. Plans are being made for the erection of a 250 ton stamp mill for crushing the ore. They have large bodies of paying ore in sight. The consensus of opinion in the Black Hills among mining experts is that Oro Hondo furnishes the best possibility of duplicating the record of the Homestake, which advanced from \$1.00 to \$115.00 per share, besides never missing a monthly dividend for 22 years.

Our Guarantee

If any buyer of Oro Hondo stock upon investigation is not satisfied that the existing condition at the mine has been understated by us, we shall cheerfully refund the amount subscribed.

Write for large prospectus and full particulars. Wm. A. Mears & Co., Fiscal Agents, New York and Philadelphia.

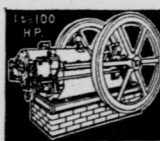
Address all letters of inquiry to

Charles E. Temple & Co.

State Managers

623 Mich. Trust Bldg. Grand Rapids, Mich

References furnished on application.



LAMBERT
Gas or GASOLINE

Is the reliable engine. No long shut-down for repairs. Simple, economical; easy to regulate speed. Strong guarantee. Write today.

AGENTS WANTED.

RELIABLE ENGINE CO., 25 MONROE ST.
GEN'L REPRESENTATIVES GRAND RAPIDS, MICH.

Boys Behind the Counter.

Battle Creek—H. G. Marvin succeeds L. G. Burgess as manager of the Big Four clothing store of E. C. Greene & Co.

Pontiac—Osmun Wigg, who has been employed by Marshall Field & Co. in Chicago for the past two years, has resumed his former position in the dry goods store of Church & Linabury, in this city.

Holland—E. C. Waltendorf succeeds Wm. D. Day as manager of the S. A. Martin drug stock.

Shelby—Fred Wolf, who has been working for F. N. Kornhaus for some months, left yesterday for Fremont where he has accepted a position as clerk in F. H. Smith's general store.

Pontiac—Samuel Rockwell, who has been employed at the Fred R. Graves drug store for several years, has been appointed to the position of pharmacist at the asylum, which was left vacant by the resignation of J. Arthur Tillson, who has secured an appointment as Probate Court stenographer.

Flushing—Ernest Tolliver, of Flint, has taken a position in the dry goods store of C. G. Stevens.

Battle Creek—Everett Foster, who has been connected with L. A. Dudley's shoe store for the past eight years, has taken the position of manager of the Puritan Shoe Co.' store.

Harbor Springs—M. J. Erwin has a new clerk in his drug store in the person of F. A. Rollins.

Hides, Pelts, Tallow and Wool.

The hide market is firm at good prices. Quotations are irregular as to quality. The demand is good, with prices well sustained. There are no accumulations.

Pelts are in small supply at fair prices. Shearlings are being offered at a slight advance.

Tallow is weak and slow of sale. Stocks accumulate with little trading. Prices tend lower. Greases are plenty in all grades, with soapers well supplied.

Wools are quiet, with considerable moving at high values, as compared with the Eastern depressed market. The price paid for carlots does not admit of much manipulation. Buyers seem to have reached the limit and lower values are looked for. The excitement among buyers is checked by extreme prices. Wm. T. Hess.

East Jordan—This place will soon be in the field for supplying creamery butter by the Elgin process. The stock has all been subscribed and the plant will be erected at once by the Hastings Industrial Co., of Chicago, at a cost of about \$5,000. The possibilities for the success of such an enterprise are very encouraging, as East Jordan can boast of more good land for agricultural purposes within a

radius of twenty miles than any town in Northern Michigan. The building committee consists of Fred Fallas, C. H. Whittington and W. A. Loveday, all young business men.

Five years have sufficed to efface whatever bitterness Americans in general entertained toward Spaniards. They called us many vile names, but we excused them because they spoke without knowledge and purely out of enmity incident to the war. Americans visiting Spain nowadays report that they encounter no prejudice and are treated with the utmost hospitality. Spaniards coming here have never been the objects of hostile demonstrations. The Spanish Minister who attended the dedication of the St. Louis exhibition is said to have been fearful that he would be the subject of some unpleasantness, but nothing occurred to disturb his serenity in the least. Our trade relations are developing to larger proportions than before and no cloud lingers in the sky.

Bushels of letters have been received by John Farson, the wealthy Chicagoan, who in a moment of despair announced that he would leave a million dollars to any woman who would serve in his family as a domestic, of ideal character. The letters make apparent the fact that women who consider themselves ideal are not nearly so limited in number as has been commonly supposed. The woods are literally full of them. It is noticeable, however, that most of the applicants are extremely anxious for information as to Mr. Farson's age. They want to get that million with the least possible waiting.

Rapid City—A. Hirshman, general merchandise dealer, has admitted F. O. Park, formerly in the employ of Lewis Way & Son, of this place, to partnership. He was at one time a member of the firm of Park & Glenan, of Kalkaska. The new style is A. Hirshman & Co.

Otsego—P. W. Travis, a prominent merchant at Otsego for years, died Saturday night within fifteen minutes after leaving his store, where he worked all day. Heart disease caused death. He was born in New York and was about 58 years old. He leaves a widow.

Manton—W. D. Wade, Vice-President, and C. U. Clark, Treasurer, of the Manton Produce Co., have sold out to Wm. McGregor, President, and C. L. Van Vranken, Secretary.

Traverse City—Mrs. Ellen Wait, the wife of E. S. Wait, a pioneer druggist of this city, is dead, after a lingering illness.

A trunk is usually strapped when ready to start on a journey.

IN SPITE OF HIMSELF.

Won Conspicuous Success by Intense Application.

Some people are fond of making the observation that salesmen are born, not made, and that, no matter how hard you work, you can not make a salesman of yourself unless the Creator had previously planted the seeds of salesmanship in your disposition.

I believe in that, too, but, like all rules, it has exceptions.

I have known only one exception, but if there is one there probably are others.

The one exception is as conspicuous a case of a made salesman as it is possible to conceive of. The young man I refer to has not one of the qualities of the natural-born salesman, but he has simply gouged himself into the shape of one and a mighty good one at that.

When I first knew Robert he was a clerk in a retail grocery store. He was just an ordinary clerk, rather silent and reserved. Had anybody asked my opinion then, I should have said that I considered him almost too backward to make even a good retail clerk, to say nothing of making a salesman.

He drifted away from Philadelphia and the next time I heard about him he was in Chicago, plunged in very hard luck. He got to be a sort of roustabout out there, not apparently through any fault of his own, but because for the moment that was the best work he could seem to find.

In a little while he got on his feet again and somehow drifted into the five-cent insurance business as a solicitor. He became so phenomenally successful in that, that he rose through successive stages, getting one promotion after another, until at the present minute he is one of the most important superintendents the company has and draws a salary that would simply make hair grow on my head if I had it.

Now, how did he do it?

The way in which this man has won conspicuous success in a line for which he had not the least natural ability is one of the most curious and interesting instances of unnatural evolution I have ever seen.

And this is the way he did it: When he got up against the insurance proposition, he went to his lodgings and proceeded to study it. He studied it hard—got the deal fixed word for word in his own head, so that he could repeat it backwards if necessary.

Then he looked at it from the standpoint of the man who did not want insurance and lined up every objection to the scheme he could possibly imagine anybody digging up. When he had these all tabulated, he proceeded to draft answers to them and then committed the answers to memory, word for word. This took a long time and cost a lot of labor, but he went at it thoroughly, and when he was through he had both sides of the five-cent insurance proposition settled so firmly in his mind that he could meet anything that anybody could possibly raise.

Then he went out on the street as

a solicitor. I have heard this man get his spiel off and it is the most wonderful thing you ever heard! Fear in mind that, naturally, he is a quiet, uncommunicative fellow. He will sit in a room where people are talking on general topics and you will hear very few words from Robert. He undoubtedly has ideas, but you would not think so to see him under these conditions.

But let him get out on the street after insurance. I have seen him get up against men and women who did not want insurance and who brought a double handful of first-class arguments why they should not take any.

But Robert was ready every time. He would simply turn over the stock of arguments he had memorized, select the one that fitted and reel her off. And it was not a phonographic speech, either. You would never think it had been memorized at all. It came out so quietly and neatly and logically that you could not but be charmed.

Why, I have had men whom Robert has operated on say to me afterward: "Gee, ain't that man a peach? Why, he's got the whole insurance business right at his fingers' ends!"

Not one word had been spontaneous. Everything committed to memory, even to the very emphasis and inflection.

If by any means Robert would get up against an anti-insurance argument that he had not prepared for, he was done. He had no spontaneity and no quick facility in meeting it. But he would go home to his room and turn the point over and over in his mind until he had gotten on all sides of it, and then he would draft his reply and memorize it.

This man is probably less of a natural-born public speaker than even the average man, yet he has made some speeches on insurance that have been considered perfect masterpieces. And all that he did was simply to repeat his memorized arguments in logical order, word for word.

This quality for preparing for attacks in advance this unnatural salesman helps along by a fertility of schemes. This is one of his schemes:

He wanted to get some insurance neighborhood. His campaign would out of a certain thickly populated neighborhood. His campaign would have done credit to any famous strategist of history. Every morning he took a walk there with his pockets full of candy. Among the children who swarmed the street, and who all needed insuring, he would scatter his candy with a lavish hand, beaming on them meanwhile a benignant smile.

This he did for weeks. The children got to know him. So did their mothers—you know what mothers are to those who give their children candy.

All this time there was not a word of insurance—the children thought Robert was the ice man.

After a few weeks he had the whole neighborhood solid. Nobody knew his name, but they all knew his candy, and just at this stage he took his insurance proposition out of its cassette, unwrapped it carefully and de-

scended on the smiling mothers with all sails set.

The business that man did in that quarter of Chicago has been described to me as wonderful and phenomenal!

And yet I say unto you, brethren, that notwithstanding the success the fellow has had, he is not a natural salesman and would never have become one by natural inclination.—Stroller in Grocery World.

Useful Information on the Feed Business.

The Habitual Loafer dropped on a bench just inside the door of the little box which the feed man graced with the name of office.

The H. L., after filling his pipe, glanced around and said:

"Say, John, why don't you fix up around here and make this store an example for all the feed men in this great and glorious country? If you are an observing man, John, you will notice that a feed store is about the most miserable apology for a place of business that has yet been placed on record. Why, in every other business some attempt is made to keep things looking fairly respectable, but the feed business as a rule is an exception. In almost every sort of business the office is an important factor, but what kind of a place is this for an office? Don't take offense at what I say, John, you are simply one man out of many generations of feed dealers who has been content to live along as his predecessors have.

"Now, just for an example, John, look around this place which, if I am to believe the hand-made sign on the door, is an office. We will begin at the front—although the front wall, if it were a trifle thicker, would serve as a back wall also! In this front wall is set, if my eyesight deceive me not, something that faintly resembles a pane of glass. It would take a force of workmen several days to remove the encrustations upon it. By hard conscientious endeavor you might clean that window and let a little sunshine into the soul of the feed business, as it were. Behind that semi-opaque affair you call a window is a heap of stock food in packages which, if I am to judge from the appearance of the wrappers, was left over from an expedition made by a man named Mr. Noah, which sailed some time ago. Let me suggest, John, that when you buy any more of this goods you pile it up in different ways as merchants do soap. I know, John, that your business is not the best one from a window trimmed point of view, but a great deal could be done in this line, if you would only try. Yes, I admire the dainty network of cobwebs adorning the corners around here, but the general public is not educated to that point where their admiration is excited by even so artistic a thing as a cobweb. Their artistic perceptions are not so sharp as mine are.

"Ladies don't like to come into a feed store, John. It is their exaggerated sense of honesty that keeps them away—they would not for the world rob the poor feed man of his hard-earned profits by carrying away quan-

ties of flour and grain dust deposited on their dress skirts.

There are several other little details which I will dwell upon at some future occasion. I am a cultured man of the world, John, if I do hang around here a good deal!—and I hope you will profit by what I have said."

"Mebby I will," remarked the feed man, "and the first thing I would do to clean up the place would be to fire all the loafers who sit around here and tell me how to run my business." Glenn A. Sovawol.

Store Closed for Twenty Years.

Twenty years ago George W. Phillips, who kept a general country store in Homer, N. Y., decided to go into the banking business. He locked the doors of his store when he assumed the presidency of the Homer National Bank, and it has never since been opened. The stock consisted of a full line of groceries, crockery, dry goods and hardware, and was headquarters for all the farmers in the surrounding country and the village people.

Everything in the store remains in exactly the same position as when the key was turned. The show cases, counters and grocery scales are covered with dust, the goods lie upon the shelves and the stove stands ready for the fire to be lighted.

Mr. Phillips' reason for never disposing of the stock was that he intended to do so, but had not got around to it yet. Since his death, recently, the store has come into the possession of his daughter, Miss Ellen Phillips, and she will turn the goods over to the Leisure Hour Club, a woman's organization, for a rummage sale. The proceeds will go toward equipping the \$10,000 library which Mr. Phillips left to the village and which is nearly completed.

Sleep Before Midnight.

Sleep is better before midnight because to all animal creation it seems to be natural. We have been accustomed to this for so many generations that our natures have adjusted themselves to this habit. It is like breaking over anything else that is natural to the body.

There is also a special reason. The pulse and the temperature become lower between twelve and one o'clock at night. It is a sort of crisis that occurs in the body once every twenty-four hours. Two or three hours' sleep before this crisis comes fortifies the nervous system against it, and the shock of the crisis is not so great. People who are sick are apt to get worse at that time of night. Nervous people are apt to have nervous spells. It is a great deal better for every one to have two or three hours' sleep before that time comes.

Another Day Coming.

Strike, strike, everywhere. Not the owner, but the walking delegate, is boss. But in the days that are coming, some walking delegates will be going about in almost human humility, looking for work.—Brooklyn Eagle.

When a young man marries the only daughter of a millionaire he does not have to wait fifty years to celebrate his golden wedding.



We Have Oil

In abundance.

Three New Wells

in the past ten days Ready market for the oil daily as fast as it is pumped. This means a quick return for you. We have let contracts for drilling

50 Wells

We mean business

New wells coming in every week. We have oil enough already located to guarantee the success of the company and your investment is bound to be immensely profitable to you. The price of stock will advance May 15 to 35 cents a share. This is because we HAVE THE OIL, and we know that we are giving you big value for your money. The price will soon advance still more. You will get the benefit of the present price of 30 cents per share if you mail an order not later than May 15.

Among the officers of this company are men of the highest business standing in Michigan.

President, Hon. Henry McMorran, of Port Huron

Secretary, F. C. Pillsbury, of Detroit

Treasurer, W. F. Davidson, of Port Huron

Capital Stock, \$600,000. Par value, \$1.00 per share. Write us if you want to know more about it. Address

Great Northern Oil Company

810 Majestic Building, Detroit, Mich.

E. C. GLENN, Fiscal Agent

Branch office, F. G. FRIEND, 74 Monroe Street, Grand Rapids, Mich.

Rooms 5 and 6. Citizens Phone 1515.



Around the State

Movements of Merchants.

Ellsworth—Crego & Pelton have moved their hardware stock to Gaylord.

Pottersville—D. S. Carl has purchased the meat market of John Gilbert.

Muskegon—E. Langeland & Son, grocers, are succeeded by Langeland Bros.

Delray—Henry Wilkie, grocer and meat dealer, has removed to Woodmere.

Detroit—Fred J. Deeg has purchased the grocery stock of John J. Schulte.

Niles—Gillette & Hatfield, grocers, have dissolved partnership, Mr. Gillette succeeding.

Pewamo—John Koster has purchased the furniture and crockery stock of E. D. Youngs.

Petoskey—Maxie Spangenberg has sold his Howard street meat market to Jesse Morea, of Mancelona.

Detroit—The capital stock of the Berkey Cash Jewelry Co. has been increased from \$5,000 to \$7,500.

Niles—Edwin Gillette has purchased the interest of his partner in the grocery business of Gillette & Hatfield.

Otsego—Burt A. McCall has purchased the interest of his brother in the grocery business of McCall & McCall.

Ironwood—Sebastino Lerza & Co. have removed their general merchandise stock from Iron Mountain to this place.

Detroit—Conrad Orth has purchased the interest of his partner in the grocery and meat business of Deeg & Orth.

Detroit—The wholesale grocery house of the Crusoe Bros. Co. has increased its capital stock from \$25,000 to \$50,000.

Lansing—E. P. Coder, of Jackson, has purchased a half interest in the grocery stock of Peter Walter, on Washington avenue south.

Hart—Fisher & Lyon, furniture dealers, have dissolved partnership. The business is continued under the style of the Lyon Furniture Co., Ltd.

Lake Odessa—Otis Miner, dealer in dry goods and groceries, has purchased a line of shoes of the Lacey Shoe Co., S. E. Barrett booking the order.

Houghton—The De-Reddick Cigar Co. has dissolved partnership. The business is continued by W. H. Dee under the style of the W. H. Dee Cigar Co.

Hillsdale—Peter Kreiker has sold his interest in the wall paper business of Kreiker & Weatherwax to Mrs. Myrtle Geddes. The new style is Geddes & Weatherwax.

Dryberg—J. Elferdink, Jr., formerly engaged in the shoe business at Holland, has engaged in general trade at this place, handling lines of groceries, shoes and clothing.

Ypsilanti—The furniture house of M. Lutz & Son has dissolved partnership. O. Lutz, Henry Stiller and John Huss have re-organized under the style of Oscar Lutz & Co. and will manufacture all kinds of furniture.

Mulliken—L. J. Clark, who has been engaged in the grocery business at Jeffry, has purchased the store building occupied by A. H. Cogswell, and will remove his stock to this place.

Muskegon—The Atlas Parlor Furniture Co., has filed articles of association. The capital stock is \$5,000, held by Anthony A. Polka, of Chicago, and C. W. Sessions and John Vanderwerp, of this city.

Ithaca—W. K. Ludwig has sold the Ingles grocery stock to Frost & Ingledue and the china, crockery and glassware to E. D. Hamilton. Mr. Hardy, of Montrose, expects to occupy the building with a shoe stock in the near future.

Saginaw—Chas. A. F. Dall, who has been with the Metropolitan Dry Goods Co. since its inauguration, has resigned his position to assume the proprietorship of the shoe emporium of John G. Streeb, at 207 North Hamilton street.

Negaunee—The Negaunee branch of the Ishpeming Co-operative Society has been discontinued permanently and the business will be conducted from the Ishpeming store. Samuel Pearce, the manager, will take a position at headquarters.

Detroit—Charles Gnau, for twenty years connected with Thorp, Hawley & Co., wholesale confectioners; William Gnau, at present manager of the Barnard, Richardson Glass Co., of Buffalo, N. Y., and Victor C. Gnau, for ten years connected with C. M. Burton's abstract office, have organized the Gnau Candy Co. and will engage in the manufacture of confectionery at 258 Randolph street.

Manufacturing Matters.

Chase—C. W. Samis has purchased the general merchandise stock of C. J. Bachant.

Detroit—The Pioneer Woolen Mills has increased its capital stock from \$50,000 to \$100,000.

Otsego—The Eady Shoe factory has begun operations. It has a daily capacity of 700 to 800 pairs.

Saginaw—The capital stock of the Saginaw Specialty Co. has been increased from \$12,000 to \$14,000.

Grand Haven—The Grand Haven Basket Factory has increased its capital stock from \$20,000 to \$33,000.

Owosso—Daniel Guinan, of Manistique, has formed a copartnership with Mr. Alman, manufacturer of the Half Spanish cigar, to be known as Alman & Guinan.

Silverwood—Biles & Johnson, engaged in the elevator, hay and grain business at this place, have dissolved partnership. The business is continued by Wm. I. Biles.

Union City—The Caille-Richards Co., manufacturers of coin-vending machines, will remove its business to Battle Creek, where it has secured the use of the factory building of the Battle Creek Interior Finishing Co.

Perry—The Perry Glove and Mitten Co. has orders booked to date to the amount of \$65,000, nearly one-half of their annual capacity. Mr. Lamb, President and Superintendent, is contemplating a new brick building for 1904 with a capacity of \$250,000.

Detroit—The Pinar del Rio Cigar Co. has been organized with a capital stock of \$100,000. The stockholders are Frank L. Deal, 6,800 shares; Elmer I. Young, 2,500 shares; A. W. Wier, 500 shares and Marshall Sherwin, 200 shares.

Owosso—The Middletown Cereal Co., which has been engaged for the past three years in the preparation of a cereal coffee known as Kerosso, and also engaged in the salted peanut business, has decided to remove to Charlotte. The members of the company are J. T. Snow and E. H. Hall.

Caro—The patent medicine firm of Jacob Strohauser & Sons has been incorporated with a capital stock of \$50,000, held as follows: Jacob Strohauser, 2,474 shares; J. Louis Strohauser, 1,237 shares; Frank W. Bowles, 1,237 shares; Charles Montague, 18 shares and Theron W. Atwood, 17 shares.

Union City—The last block of stock of the Union City Paint Co. has been disposed of to paint manufacturers in Chicago, and the company will at once begin the construction of a paint manufacturing plant here. The raw material to be used is obtained a short distance from this city and options have been secured on the lands containing the deposits, which include valuable red, yellow and gray ochres.

Farwell—A cheese factory plant will shortly be established at this place by a co-operative stock company of thirty-five members, of whom twenty-four are farmers and the remainder business men of this place.

The contract price for the completion of the plant is \$2,750.

Detroit—The business of the Oxford Pure Food Co., Ltd., has grown to such an extent that it has been deemed advisable to increase its capital stock.

Northville—The Puritan Health Food Co., Ltd., has been organized by prominent Detroiters, the owners of the Argo Mills, at this place, and several gentlemen of Tiffin, Ohio. The company has \$100,000 capital stock, with \$57,500 paid in. It owns its own plant, which will be increased to twice its present size, with grain elevator attached. The capacity of the health food department will be 200 barrels of hygienic health flour per day. The grinding and putting upon the market of a hygienic whole wheat flour, bean flour and non-pre-digestive cereals and nut foods, are the objects of the company.

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

Commercial Credit Co.
CREDIT ADVICES
COLLECTIONS AND
LITIGATION
LIMITED
WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST
WORTHLESS ACCOUNTS
AND COLLECT ALL OTHERS

Easy Selling Pure Foods

The full line of foods—Vega-Frankfort, Vega-Wiena (Vegetable Sausage), Vege-Meat, Vegeola Cheese, Vega-Mince and Vegeota Butter—made by us will appeal to the enterprising dealer as a line of goods that he will find profitable to carry.

They are new and different from all other pure foods.

They are clean, pure, of delicious flavor, and made wholly from vegetables, nuts and herbs.

They are to be sold at popular prices.

In short, they have all the talking points of good sellers, and all the other points that make them sure to bring "repeat" orders.

We have an attractive proposition to make to every dealer who wants to represent us in his town.

Write today for this proposition, together with samples of our goods and our liberal "first order" offer.

The M. B. Martin Co., Ltd.
Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugar—The raw sugar market is dull and although there is no actual change in prices, refiners are not buyers at present quotations, but are offering $\frac{1}{8}$ c less than quoted prices, but with no sales reported at this reduction. Stocks in the hands of refiners are fair and with only a limited demand for refined they are not anxious to materially increase their stocks. The refined market shows considerable weakness, the American and Arbuckle having reduced their prices five points and Howell ten points. There is still a difference of five points between the price of barrels and bags of granulated, which is ascribed to the scarcity of barrels and the increased cost of cooperage. Trade generally shows a disposition to hold off and await developments, being fairly well supplied with stock for present needs. In view of the lateness of the season and the approaching of a materially increased demand, the present decline is looked upon as only temporary.

Canned Goods—The improved condition of the canned goods market noted the last two weeks still continues and although later than usual the "spring demand" has finally started in. This has undoubtedly been greatly influenced by the reports of damage to the fruit crops, which is now found to be more extensive than at first estimated. The early fruits have really suffered a good deal and the crops this year will be very light. There is a firmer feeling in tomatoes and reports from all sections where tomatoes are held indicate that only a slight change will be needed to send the price up. Consumption has been and undoubtedly is increasing, and the future promises improvement and the statistical position generally appears to warrant increased firmness and future advances. Corn is quiet at unchanged prices. Holders do not care to make concessions in price, nor are buyers anxious to take supplies at present figures, so practically no business is reported. Pea packing will begin in the South soon, but the pea fly is much in evidence this year and the future of the market is uncertain. Reports from Wisconsin say that no seeding has yet been done and that the acreage is doubtful, so practically nothing definite can be said yet about the outcome of the crop this season. Spot stocks of peas are about cleaned up, very few lots being offered for sale, and these are held at full prices with no concessions being made. There is still a continued enquiry for gallon apples and pie peaches. Good standard quality of both of these articles, however, are firmly held and where any concessions in price are made it is for goods that are slightly off grade, as desirable lots are very scarce and there is no necessity of shading prices. Pineapples are firm at about previous prices, but consumptive demand has decreased somewhat since fresh pineapples came into market. Sardines are a little firmer, particularly for mustards, which seem to be short

everywhere. In some markets there are practically none to be had and there has been a greater decrease of supplies of this article than buyers realized before. Trade in salmon is good; the approach of the heaviest season of consumption is felt, and dealers are asking for supplies and sellers maintaining prices. At the present rate of consumption it is believed that there will be none too much to supply the requirements of the trade this year.

Dried Fruits—There continues a good feeling in the dried fruit market and the tendency of prices is upward. Prunes are meeting with quite a good demand and stocks are now getting down to rather small proportions. Reports from the coast are to the effect that the export demand is large and that the foreign crop reports indicate that there will be another good export year. It is estimated that the total holdings in first hands will scarcely exceed 600 cars and some estimate even less than this. This indicates practically a clean-up this year and with a good export demand the prospects are very encouraging. There is a fair demand for raisins, but with no change in price. Orders are small, but in the aggregate amount to considerable business and serve to keep the market in good condition. There is still considerable interest in apricots on account of damage reports, but actual sales are few. Not much trade is expected in this line at this season of the year. Peaches are in good supply, but are moving out very slowly at previous prices, with a slightly weaker tendency. Figs and dates are moving out well, with no change in price of either. Currants are in good demand at unchanged prices. There is considerable more enquiry for evaporated supplies. Nearly all of the Southern vanced their prices $\frac{1}{2}$ c per pound. Many think that the demand for this article will be good during the early summer as the small fruits will be in limited supply, owing to the recent hard frost having damaged the crops. Most of the evaporated apples in holders' hands have gone into cold storage for the summer, but it now looks as though some of them might be removed before the 1st of June.

Rice—The rice market continues very firm, the trade seeming to show more interest in the situation and purchasing with more freedom. Buyers, however, are compelled to pay high prices in order to obtain supplies. Netarily all of the Southern mills have closed down and such lots as are left on hand are sparingly offered.

Molasses and Syrups—The situation in molasses is practically unchanged. Dealers report only a small demand as the trade is fairly well supplied for current requirements and do not care to accumulate any additional holdings in view of the approach of warmer weather. The corn syrup market has taken on considerable strength during the past week and prices have advanced $\frac{1}{8}$ c per gallon in wood and about 3c per case.

Fish—Trade in fish is quiet with practically no change. Small lots of mackerel move out quietly at about

previous prices. Codfish is in quite good demand, but with no change. The movement, in fact, includes about all varieties and business appears to be about evenly distributed. Consumption of all varieties promises to increase with the continued warm weather.

Nuts—Trade in nuts is not large, but all varieties are firmly held and Brazils show an advance of $\frac{1}{2}$ c with demand good at the advance. Walnuts continue to move out in a small way at firm prices. Filberts are steady and meet with a moderate sale. Almonds show no change, but are rather quiet. There is some increased demand for peanuts, but quotations are unchanged.

The Produce Market.

Apples—The price has advanced to \$2@2.50 per bbl.

Asparagus—60c per doz. bunches.

Bananas—Good shipping stock, \$1.25@2.25 per bunch.

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—50c per bu. for old; 40c per doz. for new.

Bermuda Onions—\$2.50 per crate.

Cabbage—75c per doz.

Carrots—30c per bu.

Cocoanuts—\$3.75 per sack.

Cucumbers—75c per doz.

Dates—Hallowi, $\frac{5}{8}$ c; Sairs, $\frac{5}{4}$ c.

Figs—90c per 10 lb. box of California.

Green Onions—8@10c per doz. for Evergreens; 15c per doz. for Silver Skins.

Green Peas—\$1.90 per bu. box.

Honey—White stock is in moderate supply at 15@16c. Amber is active at 13@14c and dark is moving freely on the basis of 12@13c.

Lemons—California command \$3 for 300s and \$2.75 for 360s per box. Messinas 300-360s fetch \$3.25.

Lettuce—Head commands \$1 per bu. box. Leaf fetches 10@12c per lb.

Maple Sugar—10 $\frac{1}{2}$ c per lb.

Maple Syrup—\$1 per gal. for fancy.

Nuts—Butternuts, 50c; walnuts, 50c; hickory nuts, \$2.35 per bu.

Onions—In good demand at 60c per bu.

Oranges—California Seedlings, \$2.50@2.75. Navels, \$3.50 for fancy. Mediterranean Sweets, \$3@3.50.

Parsnips—\$1.25 per bbl.

Pieplant—\$1 per 50 lb. box.

Pineapples—Cubans command \$3 per crate of 30s or 36s.

Plants—Cabbage, 75c per box of 200; tomato, 85c per box of 200.

Potatoes—Old, 50c per bu.; New, \$2 per bu.

Radishes—Long, 30c per doz.; round, 25c per doz.

Spinach—75c per bu.

Strawberries—Tennessee, \$2.25 per case of 24 qts.

Tomatoes—\$4 per 6 basket crate.

Turnips—\$1 per bbl.

Wax Beans—\$3.35 for two-thirds bu. box.

Poultry—Nester squabs, either live or dressed, \$2 per doz. Dressed stock commands the following: Chickens, 13@14c; small hens, 12@13c; ducks, 15@16c; turkeys, 16@18c; small squab broilers, 18@20c.

Eggs—Receipts are liberal, but the quality is beginning to deteriorate, due to the advent of warmer weather. Local handlers pay 13@14c, and few are anxious to take in stock at the latter figure.

Butter—The market is glutted, due to the inability to dispose of supplies as fast as they arrive. Local handlers quote 12@13c for packing stock, 14@15c for choice and 16@17c for fancy. Factory creamery has declined to 21c for choice and 22c for fancy.

The old question whether men should remove their hats when they ride in elevators in which women are passengers is again raging in New York. One element maintains that an elevator is a vehicle on a par with the street car, and that it is no more demanded that men should remove their hats in one than in the other. Another element claims that it is all right for men to keep their hats on when riding in elevators in business buildings, but that they should remove them when they encounter women in the elevators of hotels or public buildings. The precise distinctions to be observed may eventually have to be determined by law.

Lots of girls give themselves away for the asking.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

A Testimonial That Speaks For Itself.

The Chicago Hospital

Chicago, Aug. 26, 1902.

A. R. Wiens Dustless Brush Co., Milwaukee, Wis.

Gentlemen: After a thorough trial of your "Dustless Brush" I find that it has met all the claims you put forward in its behalf. It is durable, simple in its construction and practically prevents the dust from permeating the air, and at the same time the antiseptic liquid employed is destructive to germs which cause diseases when inhaled.

From a hygienic point of view its use is a step forward, and fills a long felt want in the sweeping of hospitals, churches, schools or other public buildings.

It pleases me to recommend it.

Very truly yours,
ALEX HUGH FERGUSON
President and Surgeon-in-Chief of The Chicago Hospital, Chicago, Ill.

Try one of our brushes. It will satisfy you beyond a doubt that it is an article that you can sell and recommend to friend and customer. Write for free descriptive booklet.

A. R. Wiens Dustless Brush Com'y
Cedar Street, Milwaukee, Wis.



MAKING A CHANGE.

Some Things To Be Seriously Considered.

If Shakespeare ever made a mistake, which I doubt, it was when he wrote those impressive words:

"Cromwell, I charge thee, fling away ambition. By that sin fell the angels."

Ambition, as presented in the ordinary Shakesperian play, was certainly something to be thrown away, for it was an ambition of covetousness, with assassin's daggers in dark corners and poisoned cups dispensed by an apparently friendly hand. Our modern ambition is something not to be flung away, for it is a desire to better our condition, which has put American invention in the front rank of the commercial world. It is the lever which moves man to great things, but like the stimulant the physician employs, it should be used with discrimination.

To every merchant who is in business in a small way there comes, as certainly as the annual taxes or the monthly rent, an ambition to enlarge the scope of his operations in the hope of likewise increasing his profits. If this result is occasioned by actual and steady growth it is well, but if the small merchant intends to become the merchant on a large scale with the capital of a good credit and no prospect but the beckoning finger of the star-eyed goddess of hope, it is something to give him pause.

Many a man who is doing very well in a moderate way has sought to achieve sudden success and lost the

little that he had. This is not an argument against doing the very best we can in these days of strife and commercial competition, but it is the very presence of this constantly increasing competition that makes it urgent that the ambition to grow should be a conservative one and tempered by judgment and good sense.

The small merchant does not want to get the idea that the man in the big store is making the most money; that the larger the store the larger the revenue and consequently the larger the profits.

The writer has aimed in these articles, in citing an incident or case in support of any contention, not to tell fables but to relate facts, and while it is not always possible to give names and dates and places, he wishes to assure the reader that when he speaks of a particular store, a particular man or particular occurrence, they are things that actually are and not figments of his mind. He is chained to facts, not entirely by his great love of veracity, but rather by the limitations of originality and what he sets down may be taken for something that has actually occurred and of which he has personal knowledge.

This is by way of preface to the statement that the writer lives in a Michigan city of approximately 25,000 population. For many years he has been in very close contact with the retail trade of this city in all lines. It is a matter of personal knowledge to him that one grocer who started out with a very limited capital and recently retired with a

neat little fortune of \$35,000 made it on a back street of this comparatively small city and he believes that this merchant has, in the time he has been in the business, made more money than any other grocer in the city.

This is only one case out of several. The man on the front street may have large advertisements in the newspaper and may do an apparently large volume of business, but his expenses are proportionately large and the dull day or the dull week or the dull year affects the large dealer much worse than the small dealer by comparison. The man on the back street finds it much more easy to retrench than the man on the main thoroughfare. The large merchant, so called, is living in a glass house. He must keep up appearances above all things. If a financial difficulty arises, it must be concealed, like a comedian's tears; for we are a suspicious world, particularly in business matters and apt to stampede the man who is in poor condition for a stampede.

Kipling has written a story about the ship that found herself, and if men possessed the same quality it would be a good thing for them. It is a rare faculty to be able to discover one's sphere in life. There are many of us traveling in small ruts who could be making more money and getting more enjoyment out of life did we but have the faculty of seeing that we are fitted for larger things, but this does not necessarily mean that we must discard our pres-

ent environment and start out in a new world to win a new place for ourselves. It does not mean that we must move our store from the back street to the front street.

Russell Conwell used to deliver a lecture entitled "Acres of Diamonds," in which he told how one might find such a spot. He did not tell the young man to go to South Africa, but rather to look about him. If the merchant will do that much he will occasionally find acres of diamonds within the radius of his own store.

The reader will say, "How am I going to decide whether I am better off where I am, or whether I would do better if I changed my location and my method of doing business; whether I should abandon the field that is fairly lucrative for one that promises greater returns?"

When a man wants advice the very best one to go to for it is himself. Sit down deliberately and calmly and ask yourself every question that bears upon the subject in hand.

Have you an established trade or is your trade a transient one?

If you have a regular trade, are you holding it, are you increasing it or is it slipping away from you?

Should you change location and engage in the same business on a larger scale, could you take your trade with you?

Is your present trade more profitable, its comparative volume considered, than your trade would be in the hot competitive strife of a larger field?

Are you getting trade simply be-



Cero-Fruto Free Deal

Beginning May 1 and ending May 31, you can get one-half case Cero-Fruto free with two and one-half cases and one case free with five cases. Figure this out and it will interest you.

Regular price \$4.40 per case of thirty-six large standard weight packages, quality guaranteed.

The Only Food With the Fruit in It

Order of your jobber to-day. Address Department F for samples.

The Cero-Fruto Food Company

Battle Creek, Mich.

P. S. Watch our new health confection, "JIMDANDY," the thing for the children. Out soon.

cause you are extending credit and is it because you are liberal with your credit?

Is your trade large because you extend your credit or is it because you are extending credit to persons whom other merchants would not accommodate?

Would you expect to do a credit business at your new location or depend on cash trade entirely?

These are only a few of the questions which will suggest themselves to you and every one of them is worthy of being weighed carefully before you make a move. Even if you do not contemplate a change, these are good things for you to think about, for if you answer yourself carefully you may be able to glean from the answers some things that will be of advantage to you in your present location and sphere of merchandising.

Charles Frederick.

They All Went Wrong.

He was a discouraged looking man. He was all humped up in a chair and looked as though his shoes pained him.

"I'm a failure, a dead failure and ought to be dead. There's no excuse for my existence," he growled, as he glanced earnestly at a new arrival in the bar room to see if he could detect any signs of an invitation to liquidate. He didn't and sighed and looked hurt.

"I've been in lots of businesses, but failed in every one of them. First I tried the feather business, but it was light. Tried the egg line next, but it turned out to be a shell game and I dropped it. Next I tackled the hen business, but they all conspired against me and I couldn't get onto their lay. Turned counterfeiter next and was coining money when the Government monopoly closed me up. They closed me up for three years. During that time I learned to make barrels and found it a staving trade. I tried to whoop her up in the same line when I got out, but a rival headed me off and I had to quit. Opened shop as a taxidermist then, but found that such a skin game that I dropped it in disgust. I wanted a safe business, so I went to selling burglar proof vaults, but somehow I couldn't catch the combination. I thought I could do a heavy trade in the hardware line, but a man came along with a bear and I went out with him, rushing the growler, with our own bruin, too, but it was no go. We had to give it up. The bear was shot, so we went and got shot, too. The last thing I tried was selling wash boards, but that turned out the scrubbiest of any of them.

"I'm going to make just one more attempt. I'm going to study medicine. It may help me in running across a good berth somewhere."

"Yes, thanks, I'll take mine plain."

Frank Harris.

Recent Business Changes Among Indiana Merchants.

Berth—A. Jalbert has purchased the general merchandise stock of R. Jalbert.

Bristow—The Bristow Roller Mills succeed LaFayette Crook in the flouring mill business.

Connelly—J. A. McCullaugh has discontinued the general merchandise business.

Elwood—The style of the general merchandise firm of R. L. Leeson & Sons has been changed to the R. L. Leeson & Sons Co.

Indianapolis—The Mullen-Blackledge Co., manufacturer of table relishes, has been incorporated under the style of the Columbia Conserve Co.

Lafayette—W. J. Snoddy has taken a partner in his drug business under the style of Snoddy & Haywood.

Newberry—Slinkard & Body continue the grocery business of D. H. Slinkard.

Owensville—Crawford & Co., butchers, have sold out to Williamson & Strupe.

Petersburg—J. C. Ault has purchased the confectionery stock of M. L. Knight.

Rays Crossing—Jacob H. Thomas & Son, general merchandise dealers, have dissolved partnership. The business is continued by Jacob Thomas.

Westchester—G. A. Axe continues the general merchandise business formerly conducted under the style of Wm. Axe & Sons.

Some Consolations.

Hissock—Got the rheumatism, eh? I congratulate you, old boy.

Twinger—Congratulate me?

Hissock—Yes; it must be awfully nice to have the rheumatism—there are so many things in the drug market that are good for it, you know.

DO YOU CELEBRATE?

If so let us figure on your

FIREWORKS DISPLAY

We have had years of experience in arranging Public Exhibitions of Fireworks, and have many new and desirable effects for this season. Comparison with committees solicited.

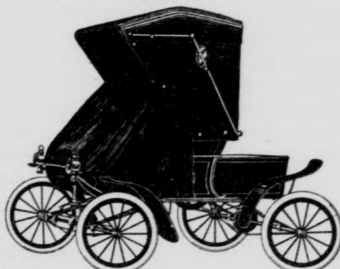
FRED BRUNDAGE

Wholesale Drugs and Stationery, Muskegon, Michigan

THE OLDSMOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

More Oldsmobiles are being made and sold every day than any other two makes of autos in the world. More Oldsmobiles are owned in Grand Rapids than any other two makes of autos—steam or gasoline. One Oldsmobile sold in Grand Rapids last year has a record of over 8,000 miles traveled at less than \$20 expense for repairs. If you have not read the Oldsmobile catalogue we shall be glad to send you one.

We also handle the Winton gasoline touring car, the Knox waterless gasoline car and a large line of Waverly electric vehicles. We also have a few good bargains in secondhand steam and gasoline machines. We want a few more good agents, and if you think of buying an automobile, or know of any one who is talking of buying, we will be glad to hear from you.

ADAMS & HART

12 West Bridge Street, Grand Rapids, Mich.

VOIGT CREAM FLAKES

Very nutritious
Very delicious

A ready-to-eat
breakfast food

VOIGT CEREAL FOOD CO., LTD.
Grand Rapids, Mich.

THE BEST PAINT IN THE WORLD

CARRARA

It spreads easier, covers more surface, is more economical and lasts longer than any other.

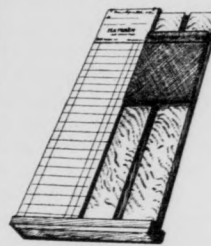
It pays a good profit to the dealer.

WORDEN GROCER COMPANY

Distributors, Grand Rapids, Mich.

Write Paint Dept. for Prices.

SOMETHING NEW



Patents Granted.

The "Jepson" perfect system for handling credit accounts. It will save you labor, expense, disputes, forgetting charges, dead accounts and all other things which would mean a loss to the merchant.



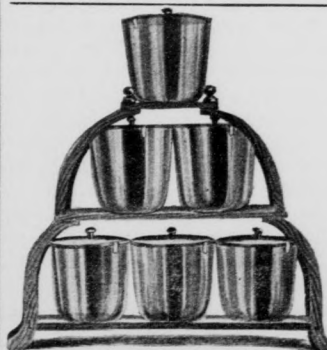
Patents Granted.

Write for descriptive catalogue No. 2. In your letter state how many accounts you are carrying.

THE JEPSON SYSTEMS CO., LTD.

GRAND RAPIDS, MICH.

We are offering a limited amount of Treasury stock at \$2.50 per share; par value \$10.00. Send for prospectus.



Flint Glass Display Jars And Stands.

Just what you want for displaying your fine stock of preserves, Fruit, Pickles, Butter and Cheese. They increase trade wonderfully and give your store a neat appearance. We are the largest manufacturers of Flint Glass Display Jars in the world, and our jars are the only kind on the market and our prices are very low. Order from your jobber or write for Catalogue and Price List.

The Kneeland Crystal Creamery Co.

72 Concord St., Lansing, Mich.

For sale by Worden Grocer Co. and Lemon & Wheeler Co., Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

Published weekly by the
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Grand Rapids

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Sample copies, 5 cents apiece.

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

E. A. STOWE, EDITOR.

WEDNESDAY • • • MAY 13, 1903.

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 May 6, 1903, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this ninth day of May, 1903.

Henry B. Fairchild.

Notary Public in and for Kent county, Mich.

GENERAL TRADE REVIEW.

There is much of conjecture as to the causes of the dulness in speculative markets when industrial activity and favorable financial conditions would seem to warrant the utmost activity. The general trend of price changes is favorable, but so little interest is manifested by the public, operations are almost entirely professional except that there seems to be a quiet buying by shrewd investors, who are evidently taking advantage of the low levels to make ready for an upward movement.

Aside from the persistence of labor agitation and the unfavorable condition of prices in textiles there is nothing to mar the prospect in any field. The efforts of organizations to keep labor prices advancing seems as a check in placing contracts in a vast number of cases and yet in most lines the limit of activity is the ability to produce. While the labor problem is coming to the front in many localities there is yet no apparent halt in any outside the textile field. With the price of raw cotton exceeding 11 cents and wage scales maintained at the utmost the low relative price of products gives manufacturers much of interest to consider. Wool prices are considerably higher than a year ago and in this division the price of labor and the returns from sales are not favorable to undue profits. Footwear is in a more favorable condition, shops being busy on current work and orders for fall goods coming in freely.

Machinery and hardware and all branches of the iron and steel industries are at the acme of activity.

Plenty of orders have been the rule for a long time, but it is only recently that this is accompanied by a sufficiently plentiful supply of fuel to prevent misgiving. The only slackening in prices is in pig iron, which makes for a better profit on its manufactures.

The outgo of gold is of no material significance as we have oceans of it to spare. Many times the present movement would scarcely be missed. The present demand is probably an effect of the quick subscription to the Transvaal loan.

GOOD ROADS IN FLORIDA.

Everybody who has ever been in Florida is aware of the fact that sand is the distinguishing characteristic of its scenery and soil. A cracker standing on the steps of the railroad station at Palatka a few years ago, watching a party of Grand Rapids ladies and gentlemen wading through the sand as they crossed the street, remarked that the roads in that region were "all right for mules and niggers, but hard on horses and women." Good roads in that State are precious few because of the excess of sand. Out from Jacksonville is what is called the shell drive that the livermen recommend very highly, presumably because there is no other they can recommend at all. Its foundation is shells, as its name would indicate, but it is only long enough to make a comfortable charge for horse hire.

The good road movement has, however, extended to that Southern peninsula and now a league of prominent citizens and hotel men has been formed which proposes to construct a first-class highway from Jacksonville to Miami, a distance of 350 miles. It will be laid out along the beach as much as possible, where the scenery is most attractive and the popular hotels most numerous. It will be a great thing for the settlements en route. The St. Johns River has hitherto been about the only passable highway. The design is to build the new road after plans that will make it permanent, for it is realized that such an undertaking properly carried out will be about the best investment those interested in real estate thereabouts can make. All the Florida newspapers are enthusiastic in support of the enterprise and it seems practically assured. Road improvement is one of the crying needs of Florida and, for that matter, of most of the other states in the Union.

The lace making industry is slowly making headway in this country. It is not exactly a new industry, for it has been maintained on a limited scale for some years. The demand for lace goods is, however, far in excess of the ability of the American manufacturer to meet. So closely do the workmen guard their methods that it is almost impossible for the manufacturers to increase their production. On evidence that it is impossible to obtain workmen here, the Treasury Department will allow the manufacturers to import as many as are necessary from England. The lately revised law permits this.

PLEA FOR THE CHINAMAN.

If there has been a matter upon which the country has reached a decision it is the status of the Chinese as material for American citizenship. They can not attain unto it. They are lacking in all the essentials that make up modern life. Like the Egyptian mummy they are of the remote past—and they smell of it. They are fully up to "the ways that are dark and the tricks that are vain." They work for nothing and board themselves. They are not scrupulous in regard to their surroundings. They consume opium and are repulsive in their habits and, in a phrase well-known and thoroughly believed, "We are ruined by Chinese cheap labor."

It now appears that this estimate of the Celestials is altogether wrong. If we may believe Joaquin Miller, "the poet of the Sierras," who speaks from an intimate and extended acquaintance with them, the reverse of the accepted opinion is true. Quick to see and as quick to "catch on," they take us as they find us, and soon absorb modern civilization enough to give us, point by point, the imposition we practice upon them. One of the strong curiosity cards that the traveler in San Francisco is sure to be taken by is a visit to the Chinese section of the city, where he is supposed to find the Chinaman at his worst. He sees things unutterable, "opium dens or worse," but to his astonishment he finds "the only persons there, except the keepers, are depraved white men and women." When the Chinaman wants to eat he smokes, but he smokes alone.

One of the amusing terrors of the American housewife—it is National—is an utter abhorrence of filth. She "cant abide it." Keen scented, she discerns it afar off. Her house is immaculate from ridgepole to kitchen and there she keeps—and has to keep—as dirty a specimen of the human as filth can scare up. Whatever the creature employed there touches she polutes. She spoils whatever she cooks at the rate of four dollars a week up. She insists on outrageous privileges with an impudence that is exasperating and appalling. She only comes up to expectations when she leaves without notice in the greatest emergencies. She is looked upon as—and is—an unmitigated evil; and yet horror is about the only word that can convey the mental condition of the housekeeper at the suggestion of surplussing the wholly undesirable Bridget by a Chinaman, because he is filthy and sprinkles the clothes by squirting water on them through his teeth.

In answer to this charge of Chinese dirtiness we have the testimony of the poet that his Chinese co-miners for years never missed a bath at the end of the day's work, and he strengthens the statement by saying that he "never knew one of the other foreigners to take a bath of any kind except by accident."

An essential for an American domestic is honesty, and Bret Harte's Chinaman did wax his fingernails for

a dishonest purpose. That single statement, made for literary effect, has done much to strengthen the prejudice against the Chinaman and he is put down as a thief. The facts, according to the present witness, do not carry out the statement: "I appeal to every English merchant or banker, from Pekin to Hong Kong, to answer if he ever heard of a dishonest Chinese merchant or banker. The English bankers employ Chinese to handle their money because they never make mistakes. With all their piteous poverty, they have no such word as 'hard times,' for everything must be settled up at the end of the year."

If this were all, it would make pleasant reading, but would be convincing only so far as it goes—the end is not yet. Bridget is dirty and lazy and shiftless and gets drunk. The Chinaman is guilty of neither. "I never saw a drunken Chinaman. I never saw a Chinese beggar. I never knew or heard of a lazy one. I sat as County Judge of Grant county, Oregon, for four years, where the miners had sold out to the Chinese to such an extent that the larger part of the mining properties was Chinese, yet in all that time there was not one criminal case involving a Chinaman and but one civil one, and in the latter case a white man was finally indicted by his fellow citizens for perjury."

The one thing that this looked-down-upon race will not do is to strike. They do not know what the word means. They have a heathen idea that work is a part, if not all, of their inheritance; that they must earn what little money they get by doing it well and then, small as the wage may be, live within their income and put by a little of it for a rainy day—ideas, every one of them, as heathenish and out of date as modern life and activity can possibly come in contact with!

How far this straightforward testimony will influence public opinion is impossible to guess. The Yellow Race are not regarded as good material for American citizenship. Whether this is due to falsehood or prejudice, or both, each reader must decide for himself. If the Chinaman has the virtues which this last defender declares he has, he must have some stupendous vice to outbalance them. If, on the contrary, the Chinaman is not so yellow as he has been painted, and further test and testimony affirm this, the wrong ought to be righted and the outcast given a chance to prove himself, half-civilized as he is thought to be, the equal to, if not the superior of, those who have testified against him.

A Western merchant is securing a large amount of railroad trade by offering to give all the railroad help who have their checks for wages cashed in his store a shop cap to be worn in the railroad shops.

If a man lives at a family boarding-house two days and doesn't tell his origin and his business he is looked upon as a secret service man or a criminal.

THE ASCENT OF LIFE.

The most important thing in the world is life; the most interesting fact in the world is life; the thing most sought after in the world is life; the thing least understood in the world is life.

If we go out into the fields on a bright summer's day and look at the world about us, we shall see all nature teeming with life. We shall with difficulty find anything that has not life in some form. If it has not life in itself, it is helping to sustain life. The air is filled with insects less hosts of teming life which you can not see. The ground is covered with forms of plant life in infinite variety. Turn up a spadeful, and you will find it the home of many other forms of life. Even the rocks and ledges, most inhospitable hosts, one would think, are covered with clinging lichens, seeking with tiny rootlets their modest nourishment from crack and crevice. The water in the pond teems with life. Place a drop of it beneath the microscope, and you have a new world of wonders. You will see vegetable life and animal life. You will see stems of green weed and transparent living mechanism at work. There is the tiny speck that can sail through the eye of the smallest needle as a fly can sail under a railroad bridge. You may watch its crystal armor flashing with every varying tint, its head glorious with the halo of its quivering cilia. You may see this mote "gliding through the emerald stems, hunting for its food, snatching at its prey, chasing its mate, whirling in a mad dance to the sound of its own music, the music of its happiness, the exquisite happiness of living."

Go to the great snow fields among the Alps and Sierras or in Greenland; if you know how to look for it you will find plenty of life even there—plants growing in arctic cold and snow; insects living a happy life in drifting snow and driving sleet; birds and bears and fishes in the Arctic zone who love the frozen shores and icy depths; butterflies, even, of a peculiar kind, living where it is too cold for man to dwell. A block of ice from an iceberg or from one of the great glaciers of Alaska, or water from the hot springs of Colorado, will reveal still other forms of life. Even the damp, dark caves under the earth are the abode of creatures who love their dismal depths and could not live elsewhere. So, wherever you may go, if your eye is trained to see it, you will find life in some form—above the earth, under the earth, at the tropics and at the poles—everywhere there is life.

Life is the thing most sought after in the world. All things that have life are seeking for more life; all things which have not life are taken up and builded into the structure of the things that have life. The rocks are attacked by water and frost and wave, forced at last to crumble little by little and furnish soil. By and by tiny rootlets seize upon the dead rock fragments and transform them into a living plant to become a part of its life. The fishes and sea plants

take up the dead earthly material of the oceans and build it into their structure as a part of their life. All things that have life are seeking more life—higher life.

All living things, so science tells us, have their own place in the great procession of life that is forever advancing onward and upward. We do not know when the first living organisms appeared; we do not know how they appeared, just as we do not know why they appeared. We only know that sometime, somewhere in the childhood of the world, on the strand of a summer sea, bathed by the ocean ripples and the light waves, they came into being. They swam in the water, and by and by crept and crawled in the sand. Then they lifted themselves up and took to themselves wings and flew through the air, uttering their joy in many kinds of song. Then came the larger forms of life roaming the jungles and forests. And by and by came man—man, the culmination of this development of animal life; at first only an animal himself, at last developing powers of thought which made him king over all the world. Then he developed heart power, affection, spiritual faculties, until he dreamed of God, of another life, calling himself a child of the Eternal, and lifting up his soul in worship. And through the ages this race of ours progressed, until there came the literatures of the world, all the forms of beauty developed by art, the sounds of sweet song that have attempted to utter the aspirations and hopes and fears and sorrows of this mysterious human heart. Thousands on thousands of years humanity has climbed up, until at last it reached the heights of Homer, Pericles, Aristotle, Virgil, Goethe, Shakespeare—to the more magnificent heights of Moses, Confucius, Isaiah, Socrates, Buddha and the mighty Nazarene. Then came the great artists of Italy, the great singers of Germany, the great scientists that have taught us to know our dwelling place and are beginning to teach us to know ourselves.

So has man climbed slowly upward out of the lower order of life. But not yet has he outgrown all traces of the lower life. There are still survivals in his physical and mental make-up of his animal ancestors. His feet are still in the dust, although his head is sometimes in the clouds. There are the bear, the tiger, the fox still in human nature, not altogether outgrown. But he is climbing up, always out of the animal into the intellect, into the heart, into the affectional nature which is above selfishness. And the process of this growth will go on forever as mankind rises to ever higher heights of excellence.

It is all very well to get a good start, but the start you get when some fool puts his cold hands down your neck may be too good.

When a man tells you he knows your past, it is well not to grow indignant, for he might be provoked into telling it.

THE ETERNAL CITY.

The discovery of the Western Hemisphere by Columbus in 1492 is the oldest historic date in the New World. It is a little more than 400 years old, but it is young, indeed, in comparison. Only a few days ago the people of Rome celebrated the two thousand six hundred and fifty-sixth year of the founding of that city. According to Varro, the historian, Rome was founded on the 20th day of April, in the year 3961 of the Julian period; 3,251 years after the creation of the world; 753 years before the birth of Christ; 431 years after the Trojan War, and in the fourth year of the sixth Olympiad.

These various eras were in use by the Greek, Roman and other nations, and as Varro lived in the time of Julius Caesar and died before the Christian era, he is only authority for the date as it relates to the various pagan starting points in history.

Well has Rome been called the "Eternal City," deriving its title from a reputed revelation given by the Roman deity, Jupiter, who is made in Virgil's "Aeneid," Book I, to say that he would make for the Romans, "imperium sine fine" (an eternal empire). Captured many times by foreign enemies, and burnt and plundered by the most ferocious barbarians, it ceased to be a great national political capital, to become the heart

and moving power of Christendom.

It stands to-day, next to Jerusalem, as the city of all cities on the face of the earth, the most interesting to the hundreds of millions of Christians who inhabit the four quarters of the globe. Its hoary and holy traditions make it a sacred place, and, according to obscure prophecies, when Rome shall be finally destroyed, the Christian era of trial, temptation and probation will come to an end and there will be another divine dispensation accorded to men.

A recently issued census report represents that the proportion of deaths from accidental causes in 1900 was 57.6 in every 1,000 deaths from all causes. In 1890 the proportion was only 53.7. The decade thus shows quite an increase in the ratio. Among the curious facts brought out in the report is that the accidental death rate is highest among persons 45 years of age and upward; that the average age of this class of mortality is 33½ years, and that the summer months show a larger proportion than the winter months.

Once in a while you find a comical fellow who splutters around about the badness of the world as if he had found out some way to remedy matters.

It does not make it right to do what you ought not to do when you don't do what you ought to do.

To-day (not to-morrow) send postal to learn just how to

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(P. W. on every cracker)

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Fort Wayne, Indiana

Turn to page 46, column 2, for prices.
Perfection Grahams are great summer sellers.

HOT COMPETITION.

How Hank Spreet Met and Conquered It.

It is not the ordinary competition which puzzles the ordinary merchant. There is enough live-and-let-live sentiment among us to induce us to crowd up a little and make room for some other fellow, whom we believe to be just as good as we are—and that is an opinion which we should hold just as much as we can. Someone has said in this world every man is as good as another and some a blamed sight better. It is the competition of people for whom we hold this opinion that does not worry us any; but what of the competition such as Bill Blivens forced upon Hank Spreet, the village grocer at Kelly Center? How are you going to meet and combat that kind of competition?

That was the question which presented itself to Hank and he solved it to his own satisfaction. How well he solved it the readers of the Tradesman are left to decide for themselves.

It was not so bad when Blivens, who will be remembered as the village blacksmith, although not the high type of that worthy celebrated in Longfellow's poem or Agnes Herndon's play, put in a line of nuts, bolts and that kind of thing, because that was somewhat within the field of his occupation, although Hank had heretofore supplied the people of Kelly Center and vicinity with those little necessities. Of course even this did not fail to excite some comment because there appears to be an everlasting war between Bill Blivens and Hank, with the war all on Blivens' side of the fence.

Bill, it will be observed, is always the one to fire the first shot and also the first to sign the terms of surrender. When Hank first heard of the competition in this quarter he was a little at sea how to offset it. He was not in favor of slashing prices any because he had some doubt of the value of that way of subduing competition.

The merchant who cuts prices to beat some other merchant out of the trade is showing his hand to the public. That should be the last resort after good service, good goods, and everything else have been exhausted in the attempt to hold the fickle public.

Hank continued to carry the same good line of such supplies as he had always carried and he took a little greater care to make a sale when he received enquiry for this class of goods. Otherwise he did nothing to meet Bill's competition and he was compelled to admit to himself that he was dividing his trade with the village blacksmith.

Like many another man, Bill Blivens was not wise enough to know when he had a good thing and in the language of the hour, he got gay. He could not stand prosperity. One day he encountered the traveling agent of a broom factory and the next thing Kelly Center knew the village blacksmith had blossomed out with a line of brooms. This was treading on Hank's toes sharply; for

whoever heard of a blacksmith carrying brooms as a side line? It was up to Hank now and that gentleman, let me assure his friends, was equal to the occasion.

Did Hank announce a sale of brooms? Did he get in a lot of cheap brooms and sell them at cheap prices? Did he slash the figure on good brooms and notify the people of his vicinity to profit at his expense and damage himself in damaging the obstreperous Mr. Blivens?

He did none of these things. He carried the war into Africa—that is what he did.

One day Hank hitched up to his old buckboard and drove down town. He consulted a city blacksmith with whom business was not very rushing just at that time.

"What do you charge for shoeing hosses?" was Hank's sudden query.

"Forty cents a foot with new shoes," replied the man at the sign of the chestnut tree.

Hank pulled out an old envelope and began to figure. After a pause, he said:

"That's the price for one hoss, I suppose?"

"Yes, or half a hoss if you only want him shoed for'ard."

"What will you charge," asked Hank, "to shoe a hundred?"

"A hundred!" shouted the blacksmith in amazement, "you're not going to raise a cavalry company, are you, Hank? There's not any war, is there?"

"I'm not going to raise any cavalry company," said the grocer, and added significantly, "although there may be a war."

Then he carefully explained the situation to the city blacksmith.

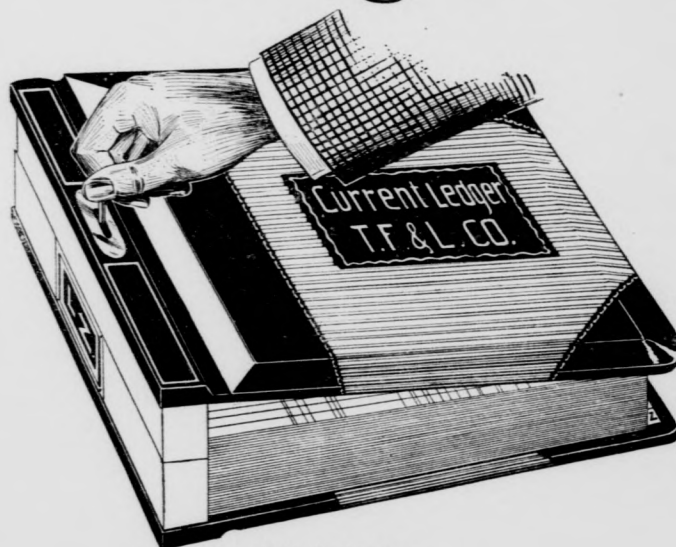
Had this blacksmith been a stranger to Bill Blivens, he would probably have declined to enter into a compact that would hurt another brother in the trade, but it was to Hank's advantage that this blacksmith knew Bill Blivens, and knowing him as he did, he was well ready and willing to do anything which would assist the sage of Kelly Center to down his rival.

Assignees.

Our experience in acting as assignees is large and enables us to do this work in a way that will prove entirely satisfactory. Our records show that we do the work economically and in a business-like manner, with good results.

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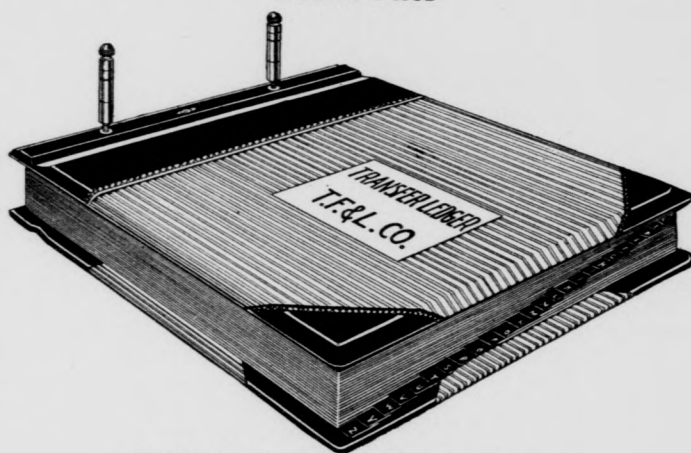


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Imagine the surprise at Kelly Center when a sign, carefully printed on a large sheet of cardboard in bluing of the deepest dye, announced that Hank Spreet would shoe horses in guaranteed style at 30 cents a foot. There was not a man in Kelly Center but knew that Hank Spreet was not a blacksmith, and as he declined to divulge just how he proposed to do it, until he had contracted to shoe about 80 per cent. of the trotting and plowing stock in the vicinity, the wonder grew. Every man who expected to have a horse shod within the next six months put himself down on Hank's list as a customer, and then when Hank had rounded up about all the horse shoeing business there was in that vicinity, he divulged the secret.

Then Rome howled. Bill did the most—naturally enough. First he hunted up the blacksmith who had made this contract and went after him so warmly that the blacksmith down town was good and sorry that he had ever made any such arrangement. Bill brought the pressure of other blacksmiths to bear, as well as people in other occupations, and this unfortunate fellow really became the worst victim of the whole transaction.

He was a man, however, of his word and of loyalty and he swore that having once made a bargain he would stick to it. He declined to state, as Hank also most certainly did, just what the agreement between Hank and himself was—whether Hank was to pay him more than the cut rate advertised and make up the difference out of his own pocket in order to get the better of Bill Blivens, or whether Hank was really making a profit out of the business. This uncertainty worried Bill as much as anything and, when he went back to Kelly Center, he found that, in spite of kicking up a fuss, he did actually very little.

The inevitable happened. Kelly Center now also got into the game and swore that it would stick to the last by the man who had made this cut in the price of horse shoeing in Kelly Center, Hank Spreet.

The upshot of it was that Bill Blivens one day appeared in Hank Spreet's store and did his great flag of truce specialty. He knew that unless he came to some agreement with the grocer there would be very little horse shoeing done in his shop during the next six months and the result was that he took Hank Spreet's contracts off his hands at 28 cents a foot, leaving the grocer a small margin, and sold him a line of brooms which contained some very good stock.

"And better than I could've got them brooms from the wholesale house," thought Hank Spreet to himself complacently when the deal was closed. Douglas Malloch.

A Very Excellent Thing.

The stenographer who couldn't spell was called into the private office, says the Brooklyn Eagle.

"This is outrageous!" exclaimed the employer.

"What's the matter?" asked the stenographer.

"Half of these words are misspelled," said the employer.

But the stenographer was resourceful. Only a day or so before she had been reading an article on spelling reform.

"How do you know they are?" she asked.

"Any dictionary will prove it," replied the employer.

"What's the use of relying on dictionaries?" asked the stenographer. "We are in a period of great changes."

Thereupon she brought six different magazines that had articles on the different methods of simplifying English spelling and demonstrated to him without trouble that authorities could be produced for any old combination of letters that she cared to put together.

Dropping Corn On a Farm.

Did you ever drop corn all day by hand in a furrow "laid out" by a horse driven by a single line attached to a single shovel plow and keep it up for two or three weeks? Most old people who have lived on a farm have had this experience or have followed the boy who was dropping the corn day in and day out, covering it with a hoe. Forty years ago a boy who could drop for two coverers could earn his 50 cents a day, while the ordinary boy could earn from 20 to 35 cents a day. As a matter of fact, a boy could get over more ground and plant a much bigger acreage than a man, but then, as now, there was an unwritten law that he should not receive men's wages. Before the days of labor saving machinery, farm work—for the boy especially—was a constant round of drudgery, and it was little wonder they pined for a life in the city. Now it is different, and life on a farm is preferable to most any other pursuit in life.

He Knew Two Verses.

A student in one of the theological seminaries not far from Springfield, Mass., according to the Republican, of that city, recently went up for examination, and it was seen that he was sadly deficient in his knowledge of the Bible. It was seen that he could not pass, but the examiners, who wanted to show that he knew something, asked him if there was any verse in the Bible that he knew. Yes, the young man knew one.

"What is it?"

"'Judas went out and hanged himself.'"

"Don't you know any other?"

"Yes, just one."

"You may repeat that one."

"'Go thou and do likewise.'"

The Bridegroom's Present.

Looking into the window of an establishment where the dollar diamond scintillates with undisputed brilliancy were two youths, and they were discussing a wedding which one had attended. Describing the wedding presents, he said:

"Oh, yes, the bride had a diamond pendant, the gift of the groom, and a great many other fine pieces of cut glass."

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made of metal and takes up counter room of only 10½ inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case with Meyer's Red Seal Brand of Saratoga Chips will increase their sales many times. Securely packed, ready to ship anywhere.

Price, filled with 10 lbs net Saratoga Chips and Scoop, \$3 00

Order one through your jobber, or write for further particulars.

Manufacturer of
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A Dainty Delicacy.

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Nervous diseases, such as headache, neuralgia, toothache, sleeplessness and mental fatigue are relieved and permanently cured. Rheumatism, gout, biliousness, bowel troubles and diseases of the eyes, ears and throat readily yield to its influence. It has cured cancers and paralysis and will do the same for you if you are afflicted. Our new booklet tells you all about our wonderful battery, besides giving you a few testimonials of our many grateful patients. The battery is at all times ready for immediate use and can be carried in your pocket.

Special Price \$7.50 Each

Sold under a written guarantee to cure or money refunded. We court fullest investigation. References as to our ability are Bradstreet's Commercial Agency, Old Detroit National Bank, Peninsular Savings Bank, Commercial Credit Co., all of Detroit, and the Commercial Credit Co. of Grand Rapids. Let us hear from you. All communications are treated as strictly confidential.

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Write for our prospectus.

Our demonstrators are now in Grand Rapids

Four Kinds of Coupon Books

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TRADESMAN COMPANY, Grand Rapids, Mich.

REMARKABLE TURTLES.

Tales Told of Their Great Intelligence.

The seasons are so much alike in Southern California that it is hard to tell where winter ends and summer begins. But when the Los Angeles Chamber of Commerce turtles begin to knock for release from their hibernating box it is a sure sign that spring has come.

The Chamber of Commerce turtles are a remarkable feature of the permanent exhibition of Southern California products that is maintained in the City of the Angels for the delectation of tourists and advertising of the resources of the semi-tropic portion of the Pacific coast.

The turtles are seven in number. They are the only living creatures that belong to the Chamber of Commerce exhibit. They are genuine products of the Land of Sunshine that are raised without irrigation, where irrigation is so essential to the raising of nearly all kinds of crops. But it must not be inferred that turtle farming is one of the industries of the arid Southwest. These turtles grow wild in the Mojave and Colorado deserts, where water is practically unknown and where animal and plant life exist only in the strangest and hardest form.

With no water to drink and with only grease-wood and cactus to nibble at, it is hard to conjecture how the desert turtles manage to live. Yet they are invariably sleek and fat, and the Indians who wander over the arid wastes consider them a choice delicacy. The Indians feast on their flesh and make ornaments of their shells.

The specimens on exhibition at the Los Angeles Chamber of Commerce were presented from time to time by miners and prospectors who picked them up as curios while traversing the desert. The largest one of the collection of turtles, named Jumbo on account of his distinctive size, has been a member of the Chamber of Commerce for thirteen years. What his age was when he joined there is no means of telling, but he is undoubtedly a patriarch of his tribe. A hole in the edge of his shell indicates that he was once before a captive, having evidently been a prisoner of the Indians, who were fattening him for a feast, but in some manner he made his escape, only to fall into the hands of a friendly-disposed white man, who introduced him to civilized society.

Jumbo took kindly to his new surroundings from the first, and appears to feel that he has a proprietary interest in the Chamber of Commerce. He struts about the floor of the exhibit hall as though he were one of the uniformed guides employed to show visitors the sights. Jumbo's conduct is most exemplary, from a temperance advocate's point of view. In the thirteen years that he has been on exhibition he has never been known to take a drink, not even of water. But his appetite for solid foods is good. He eats lettuce, green peas and ripe fruits of nearly all kinds, but lettuce and peas are his

favorite viands. All of his companions have similar tastes, and the whole bunch is promptly on hand at 9 o'clock every morning, their regular feeding time during their lively season, which lasts about eight months of the year.

Jumbo's companions are named Fiesta, Arizona, Mojave, Baby and The Twins, the latter being a pair that were brought in at one time and look so much alike that they can not be told apart. Jumbo is master of the flock. Whenever a new one is brought in, he makes war on the newcomer until he has been completely subdued, which he is easily able to accomplish on account of his superior strength. He uses the horny protuberance under his neck as a sort of battering ram with which he punches the stranger until he is completely cowed. Sometimes the battle lasts for several days before Jumbo considers the interloper sufficiently disciplined to be taken into the family. After that all is peace, but all the smaller turtles know enough to stand back at meal time until Jumbo has had a chance to gobble up all the daintiest morsels of food. The crispest bunches of lettuce and the juiciest plums are always his.

After breakfast the turtles roam around the exhibit hall, sometimes singly, and sometimes in pairs, or in a flock, Jumbo usually heading the procession. They know all the sunny spots and move from window to window to bask in the sunshine. They like to sleep in the sun, and a kitten which formerly belonged to the exhibit was in the habit of coiling itself up on Jumbo's back whenever he settled down for a nap in a sunny corner. It was funny to see the cat jump off in a startled manner whenever Jumbo concluded it was time to move on.

The strange creatures excite the curiosity of visitors, who spend hours in watching their deliberate manoeuvres. The fame of the turtles has gone abroad throughout the land, and the first question asked by



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It tells all about the most delightful places in the country to spend the summer—the famous region of Northern Michigan, including these well-known resorts:

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Send 2c. to cover postage, mention this magazine, and we will send you this 52-page book, colored cover, 200 pictures, list and rates of all hotels, new 1903 maps, and information about the train service on the

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(The Fishing Line)

Through sleeping cars daily for the North from Cincinnati, Louisville, St. Louis, Indianapolis, via Penna. Lines and Richmond, and from Chicago via Michigan Central R. R. and Kalamazoo; low rates from all points.
Fishermen will be interested in our booklet, "Where to Go Fishing," mailed free.
C. L. LOCKWOOD, Gen'l Passenger Agent,
Grand Rapids, Mich.



The First Step

This man is writing for our 1903 catalogue; something has happened in his store that has made him think, and when a man gets to thinking once, something generally moves.

This time it is that pound and ounce scale that's going to move; he's tired of having his clerks give overweight.

Tried it himself and found it was the scale, not the clerks' fault.

Now he is trying to find out what this Near-weight Detector is we have been talking about so much.

Suppose you do the same thing. Our catalogue tells it all—shows you how to

Save three Pennies

too. Do it today, only takes a postal card.

Ask Dept. K for catalogue.

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CHICAGO, ILL.,

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Moneyweight



many tourists visiting the Chamber of Commerce is, "Where are the turtles?" Some enquire after the "Arizona bed-bugs" and others want to see the "walking snuff boxes," as some Irish wag has named them.

Some of the turtles have a habit of crawling under the skirts of women viewing the Chamber of Commerce exhibits, and startling the women by nipping their toes. An hysterical scream and a scamper to climb on a bench or chair are the usual results, and the sense of humor seems to be sufficiently developed in the turtles for them to enjoy the fun.

During their long captivity none of the turtles have ever been sick, but Arizona once met with a serious accident. He tried to walk down a flight of stairs and rolled down the steps, cracking his shell on the back, so that the blood oozed through. A piece of bicycle tape was pasted over the crack, and in the course of time it healed up, so that his shell is now again as sound as ever.

Jumbo and a few of his companions have traveled extensively. They have been to the World's Fair at Chicago, San Francisco, Atlanta, Nashville, Omaha and Buffalo, at each of which they formed part of the California exhibit, and they will be at the Louisiana Purchase Exposition at St. Louis next year.

The queer animals display remarkable intelligence in recognizing their friends. They have learned to distinguish the Chamber of Commerce attendants and officials from strangers. They manifest a real affection for Secretary Wiggins, who has had charge of them on their travels about the country and who has always made great pets of them. Some time ago Mr. Wiggins was absent from his duties at the Chamber of Commerce for a period of three months. During all that time the turtles never once crawled into the Secretary's office, where a strange Secretary was ensconced for the time being, as had been their daily habit when Mr. Wiggins was at home. But on the very day of his return the whole seven made their accustomed visit to his room and took up their old position under his chair. It was such a welcome home as the popular Secretary had not expected.

Great as is the desire to see this interesting family of reptiles, they can not be seen during the winter months. When cool weather approaches along about November they become dull and tropid, and hide away in the dark corners. Then they are gathered up, wrapped in burlap and put into a box, which is nailed up and stored away in a dark room. In their cozy bed they sleep uninterruptedly until about the first of March, when they wake up and begin to knock against the sides of the box, to let their jailor know that spring has come and that it is time for them to get up. Sometimes during an unusually warm spell in the winter they wake up prematurely, and begin to scratch for release, but as soon as the weather grows colder they go to sleep again, only to reawaken

as the real harbinger of spring in this sunny southland.

On coming out of their trance they are apparently as fat as when they went into it, but they are ravenously hungry. On being set free their remarkable intelligence, or instinct, is again manifested. It is said that the largest of these turtles weigh about twenty-five pounds.

Woman and the Proverbs.

A wonderful similarity exists in the sayings about women current in the various nations.

The Spanish rhyme has it: "Were a woman as little as she is good, a pea pod would make her a gown and a hood."

An old English saying: "If a man lose a woman and a farthing he will be sorry he lost the farthing."

The French adage: "A man of straw is worth a woman of gold."

The German: "There are only two good women in the world—one dead and the other can't be found."

The Scotch say: "Honest men marry soon, wise men never."

In Fife they say: "The next best thing to no wife is a good wife."

The Arabian declares: "Words are women; deeds are men."

The Persian sage says that a woman's wisdom is under her heel.

The German affirms that every daughter of Eve would rather be beautiful than good.

The German also asserts that whenever there is mischief brewing a woman and a priest are at the bottom of it.

The Persian asserts that women and dragons are best out of the world.

The Corsican says: "Just as a good and a bad horse both need the spur, a good and a bad woman both need the stick."

The Hindoo: "A man is not obeyed by his wife in his own house, nor does she consider him her husband unless he beats her." Another Hindoo proverb says: "Drive out a woman's nature with a pitchfork and it will return again and again."

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufactures.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

2½ per cent.

Is all it will cost you to run our

Premium Dinnerware Plan

The greatest cash trade producing proposition ever offered and the most simple and inexpensive plan of any now in use. It has proven satisfactory to hundreds of dealers who have taken up our plan and will prove satisfactory to you.

**\$10.85 is all it requires to
start this scheme**

For this you receive: 1st. A beautiful Dinner Set of the VERY FIRST QUALITY PORCELAIN WARE, not the poor seconds usually used in the various premium plans. The set is beautifully decorated with decalcomania flower designs and rich gold trimmings and will be eagerly sought after by the ladies, who are always interested in pretty dishes, especially when offered to them ABSOLUTELY FREE.

2d. 5,000 gummed stamps to give out with each cash sale.

3d. A set of handsome placards, advertising the fact that you are giving away this set ABSOLUTELY FREE to every cash customer.

4th. 500 Circulars with your name and address and full particulars regarding the plan, to be distributed among your own and your competitors' customers.

**Our plan is certainly worth your
careful consideration**

Write us for full explanation of this greatest of all CASH TRADE PRODUCING propositions. It will cost you only 2½ cents for every dollar received in trade. Write us to-day.

H. Leonard & Sons

Grand Rapids, Mich.

FIFTY YEARS AGO.

Miscellaneous Lines Carried by a Country Merchant.

The store of a country village of fifty years ago would be as great a curiosity at this time as the Irish store was at the Midway Plaisance at the World's Fair. Fifty years ago a dry goods store or a store in any other exclusive line was not known outside of the great cities. The store in the then distant and new country of Central New York was supposed to contain everything that man or woman wanted. There were domestic dry goods, such as calicoes, muslins, delaines, handkerchiefs, pins, needles, broadcloths and a few pieces of dress goods; some ribbons, laces and other needed articles. There was also a line of hardware consisting of butts and hinges, padlocks, door locks, thumb latches, candle sticks, and-irons, sad irons, hooks and staples; a few home-made and hand-made nails, sheep shears, window glass in sizes, either 7x9 or 8x10, and a small assortment of such iron as the village blacksmith would need. There was also a line of crockery, either of the imported china or the domestic blue edged cheap kind, a little glassware and other small articles. In the drug department would be some calomel, epsom salts, picra, anodyne, cordial, opium and a barrel of New England rum. In the grocery department were brown sugar, light sugars, loaf sugar, New Orleans and black strap molasses, green and black tea, coffee, spices, salt, pepper, nutmegs and other staples. There would be no ready-made clothing. That branch of the merchantile business had not yet migrated from Chatham street, the place of its American birth. Then there would be found a large variety of other articles which might properly belong to either the hardware or grocery department. There were brooms, but not all made from broom corn. In those days the cron broom was not the polished article we find at the stores to-day. Some of them were of broom corn, but only people with carpets upon their floors or a special room they were particular about keeping nice would need a cron broom. Most of the brooms in use or for sale were made of birch wood. The inventive man with a sharp pocket knife would go into the woods and select a few straight birch sapplings of suitable size, and with his knife whittle the handle down to the proper size and at the broom or brush end he would split off small splints from the handle and bend them forward until he had sufficient of these splints to make his broom, when he would wrap them with a stout cord and after soaking the brush in the water would set it away to dry, and when dry he had an effective dirt mover. Some men would spend their winter evenings making these brooms, and by the sale of them they would manage to keep the family in groceries. In this same variety of odds and ends would be found ox yokes, ax handles, churns and churn dashers, patent pails, milk strains and a line of tinware.

A man's known lack of mechanical

genius is often illustrated by saying he does not know enough to make a goose yoke, but in those days there were plenty of men who could and did make goose yokes. What, you ask, was the use of a goose yoke? Well in those days every housekeeper kept geese, and either had a little field fenced off as a goose pasture, or pastured the geese upon the public highway. A goose is destructive of every kind of vegetation and they were made to wear yokes to prevent their crawling through the fences and getting into the garden or other proscribed lands. We occasionally see a flock of geese wearing yokes as we drive over the country, but the yokes we now see are not so artistic or so becoming to the goose as those made for them in the long ago. The latter and more modern goose yoke is made by cutting a hole through a shingle and putting it on over the head of the goose. The yoke of fifty years ago was made of a stick pointed at one end and a cross piece at the other end. In the latter piece a small hickory bow would be fitted and this put over the neck. The family who allowed the geese to run at large without being yoked was considered shiftless. All these articles were made by hand. At that time no machines had been invented for turning axe helves, ox yokes, gun stocks, or shoemakers' lasts. They were all made by hand and so were the shoe pegs. One of the reasons why all stores were general merchandise stores was that the people did not rely upon the stores for every little thing they ate, drank or wore. The women hatched the flax, carded the wool, and spun and wove the cloth for nearly all their own garments, and also nearly all the cloth worn by the men. It took less hardware for building of houses. The nails were all made at the blacksmith shop, the door hinges were mostly wooden ones, there was none of the fancy hardware we now consider a necessity.

The groceries needed in a family were tea, coffee, spices and a little sugar. Nearly every family either made its own sugar from maple sap or paid the farmer who owned a sugar bush for the sugar needed, in some kind of work. The women did not purchase diamond dyes nor aniline for coloring purposes. Logwood and other barks and indigo were the standard for coloring purposes. Copers also was quite extensively used. These the merchant kept and should have been mentioned in connection with his drug stock. Money was not so plenty then as now. There was a continuous barter and trade, an accommodation code which embraced every mechanic, laborer and farmer in the trade with the merchant. The farmer might have a little extra wheat or corn for sale, and he would trade some of his surplus to the blacksmith in payment for horse shoeing or plow mending. He would also pay the man who built his barn or mended his wagon in grain, a hog, quarter of beef, or some other of his surplus products.

The blacksmith would receive more wheat and corn than he needed for his family and the fattening of the

one hog which no man was too poor to fatten for his winter's meat. He would take the surplus to the merchant in payment for groceries or dry goods, and the weaver would sell the merchant a piece of cloth and take his pay in wheat or flour. An order on the store was almost a legal tender in those days and there was never a time when any man had all his accounts settled. He either had orders outstanding or had more on hand than he had immediate use for. The merchant had the worst of it. It was no trouble for him to sell his goods and get such pay for them as his customers had to offer, but it bothered him to turn the stuff he received for goods into cash with which to purchase more goods. All the surplus flour, wheat, salt pork and such products as he took in and could not find a home market for would need to be hauled to some larger town where the consumers outnumbered the producers. This furnished a little extra work for the farmers' teams about twice a year and they would make applications for the trip long before the time for marketing the stuff arrived. There were a great many articles kept in the stores fifty years ago which we have no use for now and were they mentioned in this article an explanation of each one and its uses would have to follow or the reader would not know what it was or for what purpose used. A man might lay a cast iron plow point upon the sidewalk of a Western town and no man born and raised in the West would guess what it was or what use it could be put to, and yet in the early days of the East merchants used to purchase them by the ton. A weaver's reed might hang in a Western store for months before a man would come along who would know what it was. So with a weaver's shuttle. Still every merchant carried those articles in stock. We will see an occasional flax wheel but they were also a part of a stock of merchandise in the early days. Sometimes I sit and reflect upon the changes a half century brings about and wonder what the next half will develop. I also wonder how one of our modern traveling men would fancy carrying a line of samples comprising everything the merchant of fifty years ago carried in stock. Perhaps in fifty more years the change will be as noticeable as that of the past fifty years, but it will not all be noticed and written about by your Uncle Ike.

A Poor Rule.

A teacher wishing to impress upon the minds of her pupils the full nature of faith, took them one day to the riverside and, seeing a boat in the middle of the stream, said:

"Now, my little dears, if I were to tell you that there was a leg of mutton in that boat, would you believe me?"

"Yes."

"Well, then," she said, "that is faith."

Some time after, in an examination, the question was asked, "What is faith?" All the class, as with one voice, shouted out;

"A leg of mutton in a boat!"

A Paris Saleswoman's Salary.

Here is something which is likely to excite the envy of many an American saleswoman. It is reported that a saleswoman in a dressmaker's establishment in the French capital with a salary of \$2,500 per annum accepted an offer of \$3,000 from a rival firm, and agreed to forfeit \$2,000 if she broke the contract. Her employer then advanced her salary to \$3,700 and agreed to pay the forfeit. This she accepted and decided to remain with her first employer. A suit was brought by the rival firm, and a Paris tribunal has decided that the payment of the forfeit by the dressmaker was unfair competition, and has allowed \$2,500 damages to the complainant.

What view an American judge and jury would take of the case is a matter of conjecture, but at first glance this does not seem to be a fair decision. The second firm must have anticipated the possibility of the woman breaking her contract, in which case they considered the sum of \$2,000 an adequate solatium for such an act. Why, then, should the court allow a larger amount? It is possible that the firm fixed the sum of \$2,000, not as representing the damage which her failure to keep the contract would inflict, but as being a sum which she was very unlikely to be able to pay. For her first employer to pay the forfeit was considered by French jurisprudence "unfair competition."

The Shoe Lace Shopper.

She had a commanding presence, which fact anyone with half an eye, had there been such a person in the shoe store, could not have failed to observe.

"I want a pair of shoe laces," she said in a large voice.

"What kind, ma'am?" asked the salesgirl.

"I can't tell yet. Show me what you have in stock."

The girl brought a handful of samples.

"Let me see how they look in my shoes," said the customer.

Down on her knees dropped the girl and had one lace nearly tied when the customer held up an imperious hand.

"I don't like that at all. Haven't you something better?"

Yes, the girl had something better, which, being laced into the woman's shoe after a deal of time and labor, also proved unsatisfactory.

"You haven't anything good enough," said the customer, when half a dozen varieties of shoe laces had been tried. Gracious! You've kept me here half an hour, and I have an appointment."

She rose in regal dignity and departed.

"Half an hour wasted," sighed the salesgirl. Then she saw a purse beside the woman's chair.

The floorwalker opened it. Within were a key, a stick of chewing gum and three cents.

Anticipate the questions people are apt to ask about your goods and answer them in your advertising before they are asked.

Earn 20 Per Cent. With Your Money

We want the names of persons who have \$100 and over they would like to put in a GUARANTEED INVESTMENT that will produce an income at the rate of 20 per cent. per annum.

All we want is a chance to talk personally with them.

We do not ask them to invest a dollar until we have fully explained our proposition.

It is an unusual proposition—a chance for investment different from any ever offered before.

Our proposition is a GUARANTEED investment.

We guarantee your money will return you in dividends 100 per cent. before five years.

If you are not satisfied, we guarantee to return to you full value for your investment.

The Trust company which holds your money in trust is your protection and our guarantee.

There is absolutely no risk in it. It is sure and safe.

We have our own money in it and want others to join us.

We would take it all ourselves if we had the ready money—but we haven't.

There isn't enough stock for everybody, so we will say, "First come, first served."

We want to raise \$100,000. With it we can develop the best paying business in Michigan, except the Calumet & Hecla mine.

We can't explain our proposition in these columns. Perhaps we can't even do it by letter, but we KNOW that we can PROVE by a personal face-to-face talk to any fair minded business man or woman that his or her money can be invested on a 20 per cent. basis without any risk whatever.

It is a personal talk we ask for. Will you give us the chance to have it?

If you write us you will not be under the slightest obligation to make an investment.

You will simply place yourself in a way to make your money earn big dividends.

It is far better than a savings bank because it pays greater returns and is exactly as safe. In fact, several banks are behind us in the matter.

To give you some idea of the nature of our proposition we will say this:

It is the great profit to be made from the production of peat, the great modern and economical substitute for coal.

We own 2,000 acres of the richest peat lands in the world. We have millions of tons of peat in sight.

We can market this peat at a tremendous profit. We have already arranged for the sale of our entire possible output provided the board of directors ratify the plan.

We can make more money than can be made out of any coal mine—and it is right here in Michigan.

The investment to be made is not large. A little money will go a long way. No matter how little you invest, it will earn in the same proportion as the man who invests thousands.

The safety of the investment should appeal to everyone. We can show you how you are protected.

You make an investment that can earn 20 per cent and more, and one where you can always get your full value back if you are not satisfied.

Write us at once that you would like to know more about our proposition. We will do the rest.

If we cannot convince you in a way that will also convince your attorneys that you can make an exceedingly profitable investment, we will go no further.

If we CAN convince you, then you become a partner in what we know will be one of the BEST PAYING ENTERPRISES in the country.

The time to write us is now. The sooner the investment is made the sooner your money begins to earn big interest.



Michigan Peat and Marl Co., Limited

Ludwick & Ludwick

Sales Agents for Stock

402-4 Fourth National Bank Building, Grand Rapids, Mich.

RELIABLE AGENTS WANTED EVERYWHERE

Clothing

Some New Things in Summer Neckwear.

Interest in summer cravatings imbues the market with a fair amount of activity for this time of year. Rum-chundas and grenadines and gauzes in particular are in good request. Twills in solid colors and printed patterns in monotone and multi-color patterns are selling in string ties and four-in-hands. Some business is also recorded with fine trade in crepe de chins in plain colors and embroidered effects. The best forms are lined four-in-hands and folded-in four-in-hands, permitting a graceful puff to the scarf after tying. Neatly made tecks and shield bows in light silks are also in good request for popular trade.

The demand for higher priced goods is an interesting phase of the market and has given foreign cravatings a much better season than they have enjoyed for some time past. The call for fine lines has also resulted in the introduction of superior domestic cravatings for fall. A welcome improvement is noticeable in the fabrics entering into \$4.50 lines. The most critical people in the trade inform us that these lines look more like \$9 goods than ever before and that their superior appearance is having a good effect on the retail trade.

Higher colors and more elaborate designs in jacquards characterize the new season's lines. Half-dollar goods are shown in a greater variety of bright, rich colors and multi-color combinations for fall than for several seasons past. These new color schemes, combined as they are with different effects of weave, are welcomed as a pleasing interruption to the monotonous run of grays and jaspers.

Nevertheless, grays and black and whites play a conspicuous part in the new season's collections. They have been subjected to new modes of treatment at the mills, and with their larger jacquard patterns, illuminated with a bit of color, bear no resemblance whatever to the grays of the past. The sheen of various metals is very accurately reproduced in the grounds enriched with raised figures in self and contrasting colors.

Neat, though rich patterns, showing that considerable good taste has been exercised in fabricating, are shown in baratheas, novelty armures, mogadores, matelasses and jasper weaves, with a wealth of treatment in patterning that is bewildering. It would be impossible to describe them all. It would be comparatively easy for one to make a choice selection with eyes shut and not go wrong.

These new cravatings are full of life and character, and though some have received a touch of color, artistically applied in very small effects, there is an absence of the garish which truly places them among the sedate class of natty things for gentlemen's wear.

There is much that will interest buyers in the new lines of cravatings for fall. They indicate that those who originated the styles possessed

considerable courage in bringing them out, and likewise a strong intuitive faculty which enabled them to foresee the trend of vogue as lending approval to such unique color schemes. That their most sanguine expectations will be realized goes without saying. The cravatings have met with so much approval from one of the foremost neckwear manufacturers that the entire production was contracted for. Fortunate manufacturer; he is credited with having happened upon a bonanza cravating that will make a country-wide hit in the \$4.50 range, carrying unmistakable dollar value when made up.

Attractive foreign cravatings for fall show a greater variety of mixed weaves in the grounds, larger patterns than heretofore, and a melange of color effects in bright shades, some of which are "louder" than anything put out in several seasons.

These do not signify new weaves, but new cravatings resulting from a studied and skillful harmonizing of weaves and tones in a way that makes it impossible to copy them in cheap grades. They contain a quantity of silk which is essential to producing high-grade fabrics, and the elaborateness of the patterns and loom effects augments the cost to a point which places them in the first rank and precludes all possibility of imitation at a low price.

The finest grades of domestic neckwear also show many weaves combined for effect, three and four weaves being used in a fabric, such as rep, twill, tabby and basket.

These weaves are overrun with jacquard patterns in self and contrasting colors illuminated with boxloom and swivel effects in floral, geometrical and sporting designs.

Some rarely beautiful chintz effects are shown with scrolls in the warp shade, illuminated with mock swivel figures in neat floral designs. Imagine a black matelasse ground in a full range of colors, including aluminum, oxidized silver, bronze, copper and metallic-like greens, blues and golden brown illuminated with threads of bright contrasting colors in the same ground crossing the warp, an all-over pattern in raised effects of dark warp and the whole illuminated with sprays, twigs, flowers and minute geometricals in bright shades of aster blue, brilliant green, heliotrope, white, etc., included in a number of sets which embrace all the best and most striking colors of the season and you have a picture of some of the nouvelle cravatings designed for the new season.

Cravats are also being shown in solid colors in various weaves, the color range including the brightest as well as the dullest, such as navy, royal, cadet, mexique and aster blues, several shades of green, but always bright greens, golden browns, brilliant cardinals, etc. Solid colors are shown in different grades from \$2.25 to the finest qualities. Some are of the opinion that the season will show them favor.—Apparel Gazette.

The man who sits at the table and talks about his stomach should be banished from polite society.

This cut represents our

Dickey Kersey Coat

of which we are large manufacturers



THE
IDEAL CLOTHING CO.
TWO FACTORIES
WHOLESALE MANUFACTURERS.
GRAND RAPIDS, MICH.

DISCONCERTED DRUMMER.

Failed to Make the Old Scheme Work.

The buyer was busy—O, so busy. A man with half an eye could have seen that. The store was a small one, the duties of the buyer were of a comprehensive nature and he had many things to attend to beside the purchasing of goods.

He was of rather a versatile turn and looked after the measuring of tan bark and the weighing of hay; he kept the time of the men who worked on the farm just out of town and he lent a hand at packing pork in the fall when certain delinquent customers turned in a varied assortment of farm produce for the purpose of squaring themselves with the store so that they could run in debt again for their winter's provisions. But this was not all. He looked after the pricing of goods, he was credit man for his firm, he straightened out the clerks when they became tangled in any of the multifarious complications of the farming trade, and he settled any little disagreements that arose between the store and its customers. And then he kept the books.

It was just after the first of the month and, like any other conscientious book-keeper, he had been wrestling with his trial balance; but unlike many another of his sort, he had been unable to get the balance sheet in shape to foot. A few minutes work at the desk had been interrupted with calls for his aid or his advice or his admonition so persistently and so repeatedly that he was behind with the task. Towering columns of figures reeled and tottered before his eyes. Across his brain flamed arithmetical sky rockets in great variety, while numerical fire works of every description sizzled and popped and burst promiscuously to his poor mind's undoing; and all the while he was haunted by the feeling that he was getting no nearer a completion of the work in hand.

But things seemed to be changing for the better.

Not for fifteen minutes had the junior clerk attracted censure upon himself by knocking anything off the counters or the shelves, and it had been some time since any of the farmers' wives from over East had appealed from the decisions of the senior clerk as to the best paying price for butter and eggs.

And while he recognized these things, his only acknowledgment of them was a half suppressed sigh of satisfaction and the rapid accumulation of two great banks of figures upon the balance sheets.

Then the door opened and, with mincing step and honeyed smile, there entered a fat little man who immediately asked for the buyer.

"There's Billings over there at the desk," said the junior, jerking his thumb in the direction indicated.

The little fat man bounced across the room.

"I am so-o-o glad to see you," he gurgled as he seized the limp and yielding hand of the buyer.

"Huh!" grunted Billings, endeavoring to resume his occupation.

"Ach, Misder Pillings, it iss many and many a long day before I shall have seen your handsome face already yet," and he got a fresh clutch on the buyer and tried to look into his eyes and on and on through into the very depths of his soul.

"I'm very busy," growled Billings, "and I haven't time to visit. I wish you'd go away and let me alone."

"My tear Misder Pillings, that will I kladdy do. I will not one small minute of your time take up—not one minute. I am a busy man myself, a fery busy man, and when I was comink here by the wagon road I was say to myself, I ped you a new hat dot mine oldt friendt Pillings iss puried opp mit peesness. Now I yoost want to geef you a message und den I must hustle on. You see it vos like dees. Der house saidt I vos to call und see you, undt Meesder Eisenhammer said oxpecially I must remember him mit you, undt to geef you his fery best. I musd surely geef you his fery best. He vos regretted dot he could not make dees trip mit me, so he could see his very good friendt und gustomer, Misder Pillings; but I must be sure to geef him hees fery best."

Billings turned impatiently in his chair. The drummer was a new one on him, and he knew only in a vague way that there was such a man as Eisenhammer. So he said in a manner that was intended to be intensely sarcastic:

"It is very kind of you to give me this message and it was very kind of Mr. Squeezelfenter, too, and I thank him from the very bottom of my heart."

"Ach, Misder Pillings, it vas Misder Eisenhammer, I saidt. You vill surely remember Misder Eisenhammer. He is a member of our firm und my oferboss."

"O, certainly I remember Mr. Eisen-squeeler. I got him a job once as second cook on the Manitou, and when we were at the World's Fair together I paid his fine when the police run him in for being drunk and disorderly. He was quite a high roller in his younger days."

"You haf cerdainly mate a misdake in der man. I spoke of Misder Eisenhammer—your old friendt Eisenhammer; but couldt it pe it vos some udder shentlemans he vos referred to pesites you? Misder Eisenhammer vos nefer a cook on a sdeampoat."

"No mistake, I am sure. Mr. Squeezelhammer and I were old chums together. And, by the way, how is Mrs. Hammersqueeler and Grand'ma Hammelsqueeler and all the little Squeelenhammers? I declare I haven't paid the family a visit for years and years. Is the old gentleman as bowlegged as ever?"

"Mine Gott! Misder Pillings, dees iss a horrible misdake already. You vos haf your mindt set on some oder fellers. Misder Eisenhammer iss the fery larchest maker of fine clod-dinks in der West und I haf mit me all der latest nofeties unt all der newest tings undt I would like to haf you see my fall line of zamples. I—"

"O, never mind the samples, I want to know more about my old friend Squizzlemeier. He was rather

That Air of Jauntiness

which is a distinguishing characteristic of

PAN-AMERICAN GUANANTEED CLOTHING

added to our famous guarantee,

"A NEW SUIT FOR EVERY UNSATISFACTORY ONE,"

makes it the best selling line of Popular Price Clothing for Men, Boys and Children in the United States. And the Retailer's profit is larger, too—Union Label has improved quality—has not changed the price, though.

ISSUED BY AUTHORITY OF

UNITED GARMENT WORKERS

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REGISTERED

AMERICA

UNION MADE

Men's Suits and Overcoats

\$3.75 to \$13.50

High grade materials, all wool, stylishly cut and handsomely finished, substantial trimmings, stayed seams—every suit made so that it will uphold our guarantee. Our salesmen or our office at 10 Kanter Building, Detroit, will tell you about it. Or a postal to us will bring information and samples.



WILE BROS. & WEILL

BUFFALO, N.Y.

William Connor, President.

Wm. Alden Smith, Vice-President.

M. C. Huggett, Secretary and Treasurer.

Wholesale Clothing

The William Connor Co.

28 and 30 S. Tonia St., Grand Rapids, Mich.

We show everything that is made in Ready-to-Wear Clothing from the smallest child to the largest and heaviest man; also union made suits. Men's suits, beginning at \$3.25 and run up to \$25.00. Pants of every kind, \$2.00 per dozen pair and up. Serge suits; alpaca and linen goods. White and fancy vests in abundance.

Mail orders receive prompt attention. Open daily from 7:30 a. m. to 6 p. m., except Saturdays, then close at 1 p. m.

Perfect Fit

Stylish cut, large assortment, correct price. Give my goods a trial; they will please you and please your customers.

M. I. Schloss

Manufacturer of Clothing

143 Jefferson Avenue, Detroit, Mich.

on the hog when I saw him last. Had a little sausage mill in Kalama-zoo, if I mistake not, and built some new kind of minced ham. Think he called it ferkel wurst; though why he did I never quite understood, for it wasn't so much worse than the common kind. Did he pull a good bundle out of that and then go into the clothing business?"

The fat little drummer wiped the moisture from his forehead with a white silk handkerchief, looked helplessly about the room for a minute, opened his mouth to reply, but finally changed his mind and at last began to back off.

"Where are you going?" asked Bilings. "Don't be in a hurry. I ain't half through yet. I want to talk over old times with you and find out all about my old friend Meizen-skreimer. I know two or three good stories on him and, by the way, he never paid back the last twenty I lent him. Did he say anything about it? The one I let him have when he couldn't raise the price of his rent in '95? He was living in Jackson, then, and there was some talk of riding him out of town on a fence rail on account of his connection with the water works scandal. You know the papers referred to it as the 'Skreivenkreimer Krime.'"

The little fat man was near the door and, as he reached for the latch, he said in trembling tones:

"I am afraid you couldn't hantle a very fine line of goot klodinks in dees place."

And with a deep sigh of relief the buyer turned once more to the long columns of figures on the balance sheet.

Geo. L. Thurston.

Status of the Chicago Clothing Trade.

Some of the exclusive furnishing houses report an unusually spasmodic trade this spring, one day trade being more than good and the next day falling off to a considerable extent. This tendency seems to have no definite cause, nor has it hurt the general average of trade to any degree. From the present indications clothiers and furnishes alike are looking to lively business during the balance of the spring month.

Clothiers report a good fortnight on the single-breasted sack suit, cut in the modified military style with concave shoulders and the long lapels. The three-button double-breasted coats are receiving more attention than they did earlier in the season. Spring overcoats have had an excellent fortnight, the greatest demand being for the short top coat of 32 to 35 inches in length. In fabrics, the fancy mixtures, homespuns and Scotch cheviots remain the leading choice in suitings. In top coats, homespun still retains the lead, with covert cloth a close second. Although it is early in the season, some two-piece outing suits in the popular homespuns are being sold.

Fancy vests continue to be in good demand. An excellent spring trade is reported in juvenile clothing in the Norfolk and sailor styles.

With the exception of underwear, men's furnishing goods have had an

excellent fortnight, nearly every house reporting a substantial increase over the business of the same period a year ago.

In shirts the demand has been almost evenly divided between the plain and the pleated bosoms. The general opinion seems to be that the latter will be the popular shirt of the summer. The styles continue to favor the narrow stripes and neat figures on a light background, with a growing tendency toward the darker shades. In some furnishing houses a shade of gray with narrow black stripes is rivaling the light grounds in point of popularity. An increasing demand is noticed for shirts with attached cuffs among the houses that cater to the more particular dresser.

The neckwear business was not affected to any great extent by the weather, and heavy sales have characterized the past two weeks, both Saturdays being excellent days in this line. The narrow four-in-hand remains the popular favorite, although some furnishes report a demand for a tie in this style as wide as 2 1/4 inches. The demand for ascots up to this time has been good, but with the coming of warm weather the four-in-hands, strings and clubhouse ties will without doubt be the leaders.

In hosiery the lightweight blacks, with small neat figures in white, have been the best sellers the past fortnight. Grays have been a close second. Stocks in shades of gray are reported as being low and scarcely able to meet the demand. Mottled effects in hosiery have also been taking well. Underwear business is reported very light. The weather is too unsettled as yet for many sales to be made in this line. With a few weeks more of warm weather the dealers are looking forward to a lively spring trade.—Apparel Gazette.

Oil of Tobacco.

Some interesting investigations have just been published by the analysis of the Government laboratory with respect to what is known as the "oil of tobacco." In making up raw leaf into the article which we fill our pipes with manufacturers use olive oil and at one time they made a use of it which, like Sam Weller's knowledge of London, was extensive and peculiar. In order to protect the smoker the British legislature has enacted that not more than 4 per cent. of olive oil shall be used by manufacturers for "making up" or "flavoring," and the businesslike manufacturer has sometimes complained that this 4 per cent. is not a sufficient allowance, because the tobacco leaf itself supplies an oil which might be mistaken for the manufacturing product. The Government analysts have, therefore, experimented with forty-six tobaccos, and they find that the essential oil of tobacco usually exists only in the smallest of quantities, sometimes not more than .05 per cent. The oil is a paraffin—technically a paraffin hydrocarbon.—Smoker's Magazine.

Some people treat you kindly merely because molasses catches more flies than vinegar.

"The Clothing that makes Rochester Famous"

REGISTERED BY Solomon Bros. & Lempert, 1900.

It will be to the advantage of any clothing merchant to see our immense line of Overcoats and Suits for fall and winter of 1903.

Detroit Sample Room, No. 17 Kanter Building
M. J. Rogan, Representative



"The Kady"

is not only good to look at, but so are Ethelyn, Dorothy, Marie and Maud, "All Queens," and any one ready to come to you with an order of "KADY SUSPENDERS." They are attractive and so is "THE KADY." Send us your orders direct, or through our salesmen, and get high grade "Union Made" goods. A handsome glass sign, a suspender hanger, or one of the girls, yours for the asking. Splendid things to use in your store.

The Ohio Suspender Co.
Mansfield, Ohio

Clapp Clothing Co., Grand Rapids,
selling Agents for Michigan.

Ellsworth & Thayer Mfg. 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

C. C. Wormer Machinery Co.

Contracting Engineers and
Machinery Dealers

Complete power plants designed and erected. Estimates cheerfully furnished. Let us figure with you. Bargains in second-hand engines, boilers, pumps, air compressors and heavy machinery. Complete stock new and second-hand iron and brass and wood working machinery.

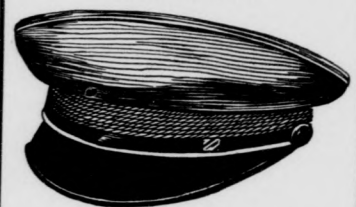
Large Stock of New Machinery
DETROIT, MICHIGAN
Foot of Cass St.



MADE ONLY BY
ANCHOR SUPPLY CO.
AWNINGS, TENTS, COVERS ETC.
WRITE FOR CATALOGUE EVANSVILLE IND

DONKER BROS.

Manufacturers of



DUCK HATS

For Men and Boys

Also Duck Yacht and Flannel Golf Caps in all colors. White Pique Tams for resort trade; also novelties in Children's Tams for the millinery trade, in prices to suit. Price List sent on application.

29 and 31 Canal Street,
Grand Rapids, Mich.

Citizens Telephone 2440.

GONE BEYOND.

Lewis Cornwell Ends a Busy and Useful Career.

Death has been busy lately in claiming pioneers of the Saginaw Valley, those who had helped to make Saginaw what it is and have been foremost citizens for many years. Yesterday the call again came, and Lewis Cornwell answered the last summons. He was taken away, not at an advanced old age, but after a life of much usefulness to his fellow men, and at a time when the genius of his active brain was still engaged in the problems which go to make up the business activities of the day and benefit the community at large.

Mr. Cornwell passed away about 3 o'clock yesterday afternoon at his home, 315 South Weadock avenue. Around the bedside, with one exception, were gathered his entire family of wife and seven children. The end was peaceful and the previous illness had not been long. Mr. Cornwell's failing ill-health began last December, but he kept actively engaged in business until about four weeks ago, when his ailment assumed a more serious turn and developed into pneumonia, followed by diabetes, and these complications were the cause of death.

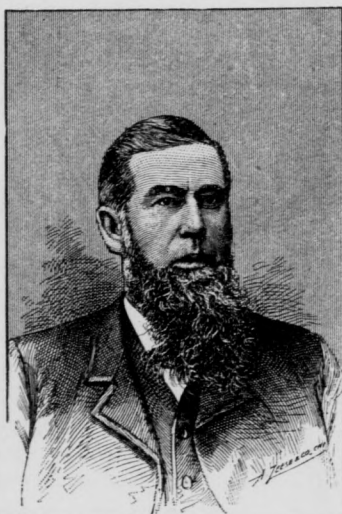
Although not a native of Saginaw, the deceased was very near to being so. He was born only a short distance away in Mt. Morris township, Genesee county, March 23, 1837. He lived with his father on the farm until he had reached the age of 22. Then he went into farming and the live stock business on his own account, and was so engaged until the year 1883. During this time he had been supplying meat to the markets of the Saginaw Valley. It seemed to be this early training that led him into a much larger business in the same line later on and of which he made a decided success, becoming afterwards connected with one of the great packers of Chicago. He shipped from Chicago over the Michigan Central the first carload of live stock ever sent to the Valley.

September 3, 1883, Mr. Cornwell engaged in the dressed beef and provision business at Bay City and Saginaw in association with the G. F. Swift Co., one of the foremost of the coterie of Chicago packing firms. In 1886, Mr. Swift sold his interest in the business in the Valley cities to Mr. Cornwell and the business has been owned by him since then, although directly in charge of his sons, all of whom have been associated with him in carrying on the large interests of the concern. The Saginaw concern is located at the corner of Franklin and Thompson streets, and is known as the Saginaw Beef Co. Besides the Valley headquarters the firm has many other similar houses in Michigan, all of which grew from the first efforts of the country boy who graduated from a farm near Saginaw.

But Mr. Cornwell was not entirely satisfied with this success so he branched out into the lumber business in later years and was an extensive operator. His first venture in this direction was in 1891, when he

left the beef business to the management of his sons. He went into it heavily and has had great success. He has been operating mills at Wolverine in Cheboygan county, and Pigeon in Otsego county, where an immense business was done, and from 10,000,000 to 12,000,000 feet of timber were put in each year.

Mr. Cornwell has been giving employment in his varied industries contiguous to Saginaw to an average of 200 men and doing a business of over \$2,000,000 annually. These business interests include large farms in Genesee and Saginaw counties. In these varied business dealings it has been a proud boast of Mr. Cornwell's that he never had a strike nor ever experienced any trouble with his men. His dealings with employes have been of the kind that engender friendship, and so the business has run along



smoothly because he always made it a point that the men should be dealt justly by, and he was always held in high esteem by them.

Personally, the deceased was a man of high moral integrity, and in both his business and social relations was highly thought of in this respect. He was an affable gentleman, courteous and friendly at all times to everybody, and those qualities made friends of all who came in contact with him.

The deceased was an attendant upon the services of the First Congregational church. Formerly he had been an active member of a religious organization and although extensive business interests had engrossed much of his time he still held to the faith. He was not a member of any club or secret organizations.

The surviving members of the immediate family are the wife, Mrs. Laura Cornwell, sons Chas. E., Edgar L., Wm. C., Leroy W., Tyron A.; and daughter Jennie M., of Saginaw and son Elmer J., of Manistee. There are also three grand children, Arthur, the 11-year-old son of Mr. and Mrs. Charles E. Cornwell and two small children of Mr. and Mrs. Elmer J. Cornwell. There is also a sister, Miss Adeline Cornwell, of Calumet.

In the death of Mr. Cornwell Saginaw loses a progressive, much admired citizen and one who has had a great deal to do with the material development of the city and county.

—Saginaw Courier-Herald.

**WE CAN MAKE YOU A SPECIAL PRICE ON
GASOLINE MANTLES**

We bought them cheap from the Perfection Lighting Co., of this city. We now offer Perfection Lighting Co.'s regular \$2.00 gasoline mantles at \$1.56 per dozen to make your early acquaintance. Better get your order in early. Jobbers in gas and gasoline mantles, chimneys, burners, glassware, and lighting supplies.

WORKMAN & CO., 93 Pearl St., Grand Rapids, Mich.

We handle a complete line of the **Famous Holophan Glass**, for gas, gasoline or electric light. Increases light 40 per cent. Ask for Circular.

Only One Cent

If invested in a postal card

May Make You Many Dollars

Address one to the

TANNERS' SUPPLY CO., LTD.

asking for prices on

HEMLOCK BARK

Ten tanneries represented.

C. F. YOUNG, MANAGER, GRAND RAPIDS, MICH.
Widdicomb Building

**The Popular
Ocean Wave Washers**

Once sold they never come back, because they wash clean.



Light Running, Handsome, Well Made, Adjustable for High or Low Speed. Sold to only one Dealer in each town. Two Thousand Established Exclusive Agencies.

Voss Bros. Mfg. Co.,

1326 to 1332 West 3d Street, Davenport, Iowa

Write for Prices and Exclusive Agency.

Shoes and Rubbers

Evolution to Higher Standards of Shoe Prices.

In the entire range of American industries there is none that occupies at the present time such an anomalous and peculiar position as the manufacture and distribution of shoes. Interminable meetings during the past winter at which shoe prices and profits were discussed from every possible standpoint have resulted in little actual improvement. Occasionally a representative manufacturer marked up his products and after the hardest kind of a struggle has succeeded in obtaining slight advances. No concerted action has been taken by the manufacturers of any particular section or class of product, and the retailer is to-day supplying footwear of quality at prices which, at some particular point in the evolution of the shoe from the leather into the finished product supplied to the consumer, is causing a loss.

Some manufacturers claim to be able to figure a profit by maintaining an unusually large production, and estimating that their enormous volume of business must result in a considerable profit even although the gain per single pair is very small.

A manufacturer operating on a more limited scale, however, has not the same opportunity to reduce general expenses in proportion to his production, and is more frequently turning out shoes at a loss than at a profit. We hear a great deal about manufacturing shoes on a margin of 2 and 3 cents a pair, but is it possible for any shoe manufacturer to so closely calculate his costs as to provide for these infinitesimal margins? It would seem that with the great fluctuations in leather, labor, fuel and all the other large costs no such minute calculation is possible. No doubt there are quite a few manufacturers of high grade footwear whose selling price, determined by superior quality and finish, is high enough to provide sufficient leeway for fluctuation in material costs without seriously imperilling profits. In these lines style and quality are the governing factors. They generally bring a price which leaves a profit of fair dimensions to all concerned in their distribution, but it is the great volume of medium and low priced footwear, which after all is the mainstay of the trade, that feels the great pressure, a pressure which is a distinct menace to the future prosperity of this important industry. Of the high leather costs and their effect on the profits of the shoe manufacturer we believe that these high costs are likely to be permanent and that higher levels will undoubtedly be reached. We look for no permanent recessions in leather prices, but on the contrary a yearly average increase which must in the course of events make footwear a more expensive necessity.

Leather hides and skins are natural by-products. Cattle are not raised for their hides alone.

The nomads of Asia, who for centuries have found their occupation

in raising goats and other animals primarily for their skins, are becoming more and more diverted to agriculture and the industries of civilization. Famine in India, revolution in the countries presided over by the Sultan, disturbances in other partly civilized countries for which a supply of skins is looked for, have all had their influence in disturbing and tightening the markets.

Nature in her wisdom has provided definite supplies and reserves of coal, iron and timber which can be measured and depended upon with a very considerable degree of accuracy. The textiles, silk, cotton, flax, wool are provided for by systematic and scientific cultivation spread over a wide area.

Leather, a product subject to all the vicissitudes of animal life, has become indispensable, and no substitute has yet been found. The supply of hides from domestic cattle has become centralized in a few hands which are now virtually dictating the price, and to top all we have a further restriction of an unwarranted tax on foreign hides which has absolutely no justification under any circumstances. If there is any one industry that needs no protection on any part of its products it is that of raising and killing cattle.

With these facts thoroughly before us, so far as material supply is concerned, let us consider for a moment the labor problem and its bearing on the price of footwear. The union element has become strong enough to firmly fix its price schedules on a large part of the products of particular sections. In other shoe manufacturing centers, particularly those which have come rapidly to the front within the last few years, the labor situation is still largely in the manufacturer's hands, but we have no doubt whatever that this condition will be changed, and that the principle of organization and higher standard prices for work will eventually obtain in what are now non-union manufacturing districts. In all this process of evolution to a newer standard of leather and labor cost the shoe manufacturing and distributing industry (for we believe they should be considered as one in this matter) has apparently stood still in meeting or devising any plan for relief. The fashion of making shoes at standard and fixed prices and offering them to the consumer on practically the same basis as years ago has made it enormously difficult to bring about the necessary change.

Gallons of printers' ink have been used to spread the fallacy that the best shoe that can be produced need only be priced \$3 or \$3.50 to assure everybody concerned a working margin of profit. We doubt if the standard price shoe has done any uplifting from lower price levels. We know positively that it has dragged down the average value of the sale of a great quantity of shoes which had heretofore been sold at higher prices. Many a man who had been paying \$5 and \$6 for a pair of shoes is now paying considerably less. He

We not only carry a full and complete line of the celebrated

Lycoming Rubbers

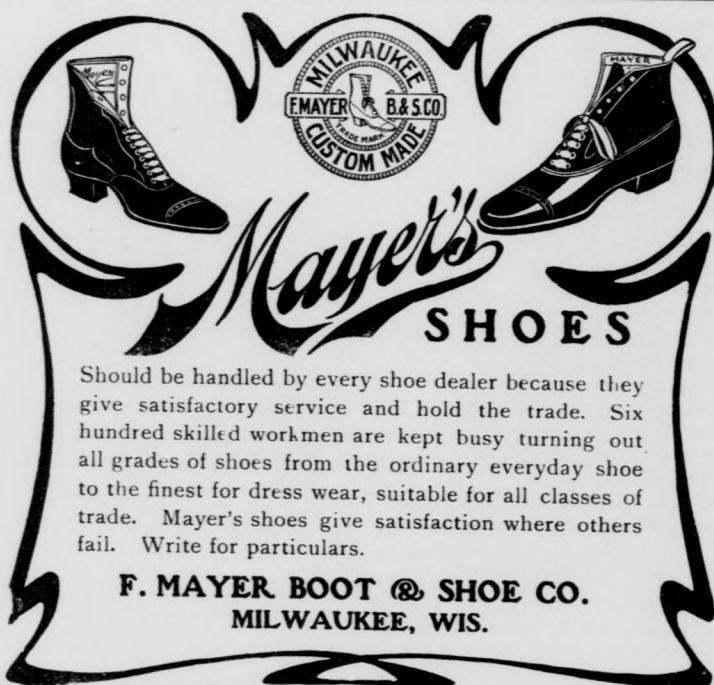
but we also carry an assortment of the old reliable

Woonsocket Boots

Write for prices and catalogues.

Our assortment of combinations and Lumberman's Socks is complete. "Our Special" black top Felt Boots with duck rubber overs, per dozen, \$19. Send for a sample case of these before they are gone.

Waldron, Alderton & Melze,
Saginaw, Mich.



Should be handled by every shoe dealer because they give satisfactory service and hold the trade. Six hundred skilled workmen are kept busy turning out all grades of shoes from the ordinary everyday shoe to the finest for dress wear, suitable for all classes of trade. Mayer's shoes give satisfaction where others fail. Write for particulars.

F. MAYER BOOT & SHOE CO.
MILWAUKEE, WIS.

As You Know

You can buy Boston Rubbers a little cheaper now than you can after June the first. The saving of a few cents on one pair of rubbers is a small item, but that same few cents multiplied by the number of pairs it takes to supply the demands of your trade next fall is quite a sum. It's an amount you cannot afford to lose. Order now.

Boston Rubbers are always durable.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

may delude himself with the idea that he may be getting just as good a shoe for the smaller price as he formerly obtained for much more money, but a shoe man knows differently. The danger was not so apparent while leather and other costs permitted a reasonable margin of profit to be made on a popular priced shoe, but the situation has changed, and the burden of enhanced cost with no relief on the selling end can not be permanently sustained by the producer.

Occasional instances of substitution of lower grade stock has perhaps to a slight extent offset some of these losses, but in general conditions remain unchanged. We do not agree with the theory that prices below cost are good for the public at large. The claim that the public is the gainer through any such condition that now exists means that an industry which furnishes the people with one of its necessities is conducted largely on a false and illegitimate basis. We maintain that a business which yields no profit on the capital invested, and worse, causes an abnormal number of failures and losses, and is just as illegitimately conducted as one which robs the people and obtains extortionate profits through monopoly, tariff protection or any other artificial device which restrains competition.

Unrestrained competition is as bad in its way as monopoly, and may work a great deal more harm in the end.

Better profits for the manufacturer means better profits for jobber and retailer—the tension would be relieved all along the line.

The trouble comes from the doubt, uncertainty and lack of unity in the trade.

All want better conditions. The retailer says: "I would be glad to ask more money for my shoes if my neighbor did the same thing." Jobber says: "I have no objection to paying the price if you can assure me that my customers will stand for the advance." Manufacturer turns every which way and says: "What can I do? I must keep my factory going and I simply can not get a better price unless everyone else asks more. The jobber and retailer will not pay me any more than will the next man."

And thus it goes—with the leather man saying: "Sorry I've got to get more money for this stock, but the skins have gone up in greater proportions than the finished leather; it means more money next time." And the tanner and leather manufacturer has had anything but a pleasant time. The pressure brought on him to lower prices is enormous, but he must resist it to live.

The demand for shoes is heavy. Probably never in the history of the business has the consumption of footwear been so great as now, but the basis on which it is done is anything but healthy. No trade or industry can permanently supply the public with a large percentage of its needs for a necessity at cost or less without serious consequences, and the balance sheet of many a

manufacturer shows an ugly condition of affairs.

The tension must relax. The public can not buy \$1.25 worth of footwear for a dollar.—Shoe Retailer.

The Passing of Grandpa's Methods.

It is essential to the modern man of business for the mere maintenance of his prosperity, that his defense be aggressive; that he keep in motion; that he retain his relative rank; that he adapt himself to every economic change; that he avail himself of every improvement in machinery and method. If he be at the head of the procession, he must remain the leader or go to the rear. Death seizes the industrial and commercial captains who grow weary of the struggle, who stop by the way for the purpose of carrying on business in no other manner than in that which they have already learned. The time has been when the second and third generations could prosper modestly, and for a few short years, by following in the footsteps of fathers and grandfathers; but under the most favorable circumstances which can be imagined, it is a hazardous undertaking to follow old fashions in business. Henry Loomis Nelson.

Rivalry in Prayer.

The small boy lifted up his voice and wept.

"I've prayed and prayed and prayed to have it stop snowing," he wailed, "and it keeps on snowing just as hard as if I hadn't said a thing."

He was too young to be made to understand that "faith without intelligence is vain," and yet his mother did not want to upset his simple belief.

"It must be, she suggested, "that another little boy is praying to have it keep on snowing, and he is praying harder than you are."



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.



The Lacy Shoe Co.

Laro, Mich.

Makers of Ladies', Misses', Childs' and Little Gents'

Advertised Shoes

Write us at once or ask our salesmen about our method of advertising.

Jobbers of Men's and Boys' Shoes and Hood Rubbers.

REEDER'S WHALEBONE BRAND



WE GUARANTEE THAT THESE BOOTS ARE THE BEST MADE AND WILL OUTWEAR ANY OTHER BRAND

A NEW LINE

Made of The Purest of Gum

If you tie to this you surely will not miss it.

Exclusive Sale Given.

Our Men have it on the road.

GEO. H. REEDER & CO.

Grand Rapids, Mich.



Our justly celebrated No. 104

Ladies' \$1.50 Shoes

are still having the greatest run of any \$1.50 shoe in the market. No 215 is much like it with patent leather foxing. If you haven't these two beauties send for them at once.

Walden Shoe Co.,

Grand Rapids, Mich.

Western Agents for Hood Rubber Co.

Competition

Won't trouble you much if you are selling our own factory made shoes.

You can back them against any shoes made. Try them.

Herold-Bertsch Shoe Co., Grand Rapids, Mich.

MAKERS OF SHOES

The Bargain Hunt in the Matter of Shoes.

"Form any of the bad habits you choose rather than that of purchasing sample shoes," said the tired woman shopper as she came in after a busy day. "I've been out since 11 this morning and it's now 5 in the afternoon.

"You might imagine that I had accomplished something in the way of shopping, but not a bit of it. I have managed to buy just two pairs of shoes. But they are not like other shoes—they are sample shoes.

"Sample shoes are the sort you think you get for half price because the salesman tells you so. Sometimes you do get an unusually good article and sometimes you get something very bad. It's considerable of a lottery, but however low the price at which you get the shoes you always pay well for them in the time you spend getting them, and the general irritation of having offered to you all sorts of queer shoes that you don't want.

"How do you become a victim to the sample shoe habit? Some day a woman friend will display a pair of unusually smart boots or ties and will tell you that they are Swellum's regular seven-fifty boots, but that she got them at the sample shoe store for three-fifty.

"This fires you with an unholy ambition. You reflect that you have been paying five and six dollars for shoes that are not one-half so good so far as appearance goes, and you make up your mind to visit the wonderful sample shoe shop.

"You find it a place of many windows, attractively decked with boots and shoes. When you get to know the place you will be aware that while you may be lured into the shop by some wonderfully effective boot in the window, it does not follow that you can get it inside.

"Sample shoe shops buy their lots from various makers, at sales and otherwise, and they never have full lines of sizes. This is where the irritation of buying from them comes in.

"They will show you a patent leather, silk lined, Cuban heeled boot that is perfection as to its shape, and only \$3 for a pair, but they have it only in number eights, E width.

"Then a jaunty dull kid tie will be displayed with a stunning satin bow over the instep, which can be bought for two-sixty-five—when you can tell at a glance that it is a six-dollar shoe, but alas—it can only be had in treble A width, size one and a half. The shoes that will fit you are very apt to be queer arrangements in style or stitching, odd lasts and shop-worn looking boots.

"You may set out to buy a pair of strong sensible walking shoes and come home with a pair of black velvet opera slippers, with a little tulle rosette, for while they can not give you the walking boot, for the reason that they haven't your size, they have the velvet slipper in your size and it is a beauty and a bargain.

"You put the velvet slippers in a conspicuous place in your bedroom,

wear them about the house and go about in old walking shoes. So it is a demoralizing place, for they never let you get away without selling you something—not what you want, but something that fits you.

"The trade is so heavy in the sample shoe shop that the shoes themselves are kept in some upper store-room, and when a salesman goes to get you a pair of shoes or to hunt for the shoe you may describe he is likely to be gone half an hour.

"But first, he anchors you to your chair by taking off one of your shoes. You can not very well escape gracefully in one shoe and one stocking foot, so you sit and see other women waiting in one shoe and one stocking foot for other salesmen who are on a still hunt for something that will fit their customers.

"When the salesman returns he will bring you something that he recommends, and while it is not what you asked for, he dilates on its excellence so effectively that you allow him to put it on your foot.

"You decide that it won't do and ask him again for your original need in the boot and shoe line, and he disappears again and this means another half hour and another novelty for your inspection at the end of it.

"So it takes you the best part of the day to buy a pair of shoes, and while you may not feel that you can afford this you get to learn the shoe business by observing the way things are done, and you also have an opportunity to study women when they buy their shoes—and they are even a bit funnier when they buy shoes than when purchasing hats.

"Women always dress their feet for the occasion when they go to buy shoes, just as they do when they go to the chiropodist's. They don a silk stocking or a lisle gauze, or else a lacy effect over the ankle or instep.

"A superficial observer might think this was to impress the salesman, but it is not. It is rather to get the best effect of the shoe. A low shoe will look very different with a neat

BUY GOLD SEAL

TROUTING BOOTS

Lightest and Best Made.

Goodyear Rubber Co., Milwaukee, Wis.

W. W. Wallis, Manager



A time for work
And a time for play;
The first of May
Is fishing day.
Therefore prepare ye for the fray,
Buy sporting boots without delay
Of GLOVE BRAND, as you ought to know
To the angler comfort they do bestow.

Price Reduced to \$3.46 Net.

HIRTH, KRAUSE & CO.
GRAND RAPIDS, MICH.

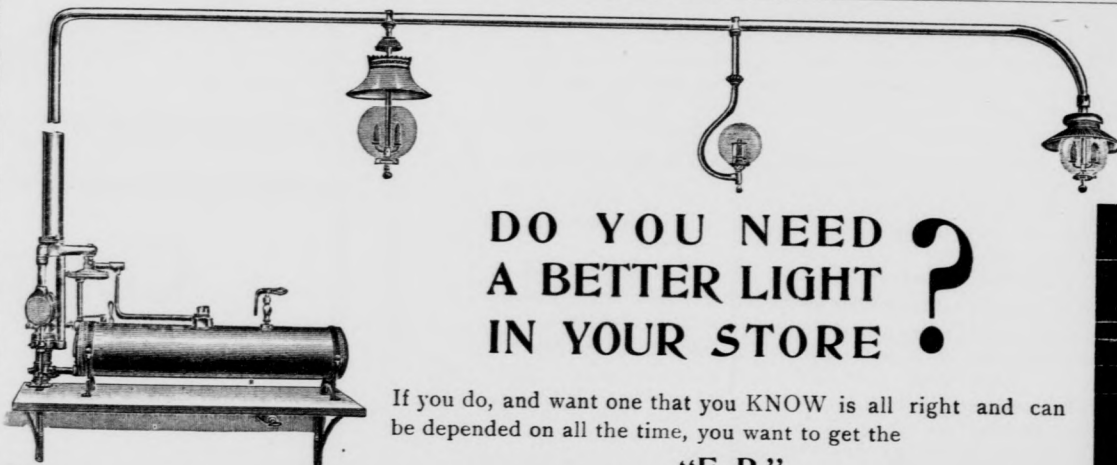
Distributors of Glove Brand Rubbers—"The Best Made."

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)



DO YOU NEED A BETTER LIGHT IN YOUR STORE ?

If you do, and want one that you KNOW is all right and can be depended on all the time, you want to get the

"F. P."

manufactured by the Incandescent Light and Stove Co., Cincinnati, O. 25,000 plants now in use attest its superiority and popularity over all other systems. We are making an unusually generous offer during the next 30 days. Write us about it. If you want a good light it will surely interest you. It is a GREAT OPPORTUNITY.

Dixon & Lang, Michigan State Agents, Ft. Wayne, Ind.

P. F. Dixon, Indiana State Agent, Ft. Wayne, Ind.

decorative effect in openwork or silk, and before a woman buys a shoe she looks at it from every point of view, and twists her ankles into all sorts of shapes trying to get the leather to wrinkle so she may demand another pair from the salesman.

"There are little mirrors next the floor in the sample shoe shop as in all good shoe shops and after the shoe is laced or buttoned on the purchaser stands before the mirror with her skirt raised from the floor and examines the outline of the new shoe.

"A woman buying shoes is real and earnest. All her frivolity departs from her and she becomes serious and thoughtful. She may be purchasing something with a sky-scraping heel and a buckle suggesting comic opera, but her face never relaxes from her sternness as she examines it.

"There are certain women who will always wear French heels on their street shoes, just as some women will wear low cut shoes through the winter. They get an idea that their feet look better so, and they let good taste and good health go by the board and persist in their fads.

"All women are more or less vain of their feet, but some women are inordinately so. A woman who has been told that she has pretty feet will pose them at all possible times in cars and stages and will call attention to them in various ways. She will always be perfectly shod, also.

"One of the reasons why the ankle-length skirt became so popular was that it allowed women a chance to show their feet. You will see any number who wear high Louis-heeled boots with walking skirts.

"You can see them all at the sample shoe shop sitting with one shoe off and one shoe on, waiting for the salesman to come back with something they do not want. But you can always pick out the sort of shoe that certain sorts of women will buy.

"Soubretish little girls with big pompadours want the highest heel they can get, and scholarly looking young women with glasses will call for an enamelled boot, man's last, and seem to glory in the uncompromising severity of their shoes. Old ladies call for gaiters, and women with babies in their arms will be fitted with gorgeous patent leather shoes fit for carriages.

"In reality the sample shoe habit is an expensive one, for it wears on time and nerves unless you manage to get some fun out of it. The most interesting thing about the sample shoe shop is the fact that you will see more queer shapes and styles in shoes in an afternoon than you could at any museum."

Commenting on the disappearance of sardines from the coast of Brittany this year and the increased activity in the Tunisian sardine fisheries, the Springfield Republican pays the following neat compliment to a California production: "Only a small part of the sardines consumed in the country are the true Mediterranean pilchard, and the California substitute is deservedly coming into increasing favor."

IS CANCER SPREADING?

Assumptions That Seem at Variance With Facts.

Students of hygiene and sanitation will be apt to dispute the sweeping assertion made by the Registrar-General of Ireland that cancer is increasing in the United Kingdom, Europe and the United States. He submits, however, statistics showing that, according to the records, deaths from cancer have multiplied in Ireland from 32 per 100,000 of population in 1871 to 65 for the same approximate figures in 1901, and he asserts that returns from other parts of the United Kingdom, from several countries in Europe and from the United States show a distinct increase of mortality from cancer in them, also, during the past ten years.

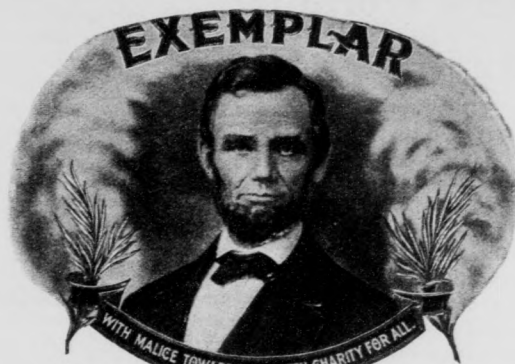
If cancer is attributable to unwholesome food and the unsanitary conditions of dwellings, as well as to hereditary causes, as the Registrar-General asserts, the records ought to show a material decrease in the mortality, provided that the same method of collecting data was employed. Certainly all countries and communities throughout the civilized world have given more attention to the improvement of their sanitary condition during the past thirty years than they ever did before during any similar period in the Christian era, at least. As a rule, also, the people of all the countries named by the Registrar-General have been better fed, with more wholesome foods, during the same time than the generations which preceded them.

Perhaps the alleged increase of the disease is more apparent than real. The specializing of diseases has been a marked feature in medical science during the last quarter of a century, and with this development the number of institutions established for the treatment of persons afflicted with virulent diseases, such as cancer, has multiplied. Naturally, persons thus afflicted have sought an asylum in such institutions, and a more definite knowledge of the workings of the disease has thus been acquired. Besides, the enforcement of stricter sanitary regulations, and a vigorous search for those who are afflicted with virulent or incurable diseases, which have prevailed in all civilized countries in modern times, has doubtless disclosed cases that would have escaped official observation otherwise, and thus helped to swell the record of the mortality from cancer, as it has done in the case of some other diseases. If this is not so, then the reforms introduced in the last quarter of a century for the improvement of the condition and the comfort of the race must be put down as a signal failure, which would be an absurd inference.

Wanted Every Detail.

Pauline, aged six, was listening to the story of the marriage at Cana and the miracle of the water and the wine. After her mother had finished her recital the little girl enquired:

"Mother, what did you say was the name of the gentleman what gave the party?"

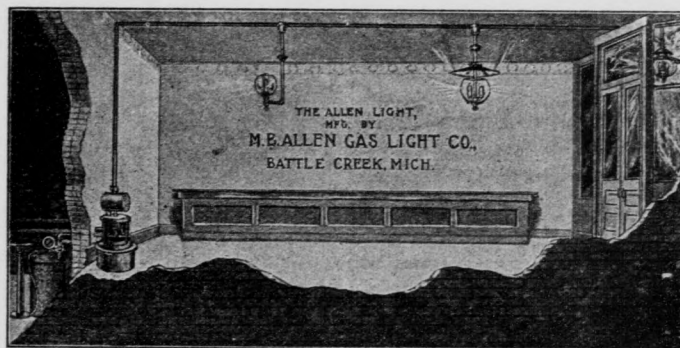


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Is what thousands of people are finding out and saying of

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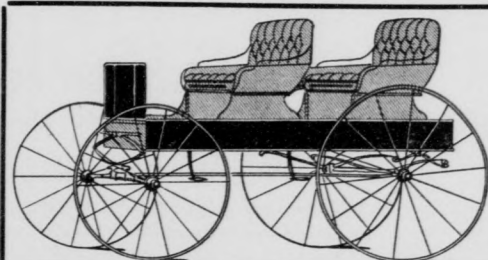
The Only Wheat Flake Celery Food



Ready to eat, wholesome, crisp, appetizing, delicious.

The profit is large—it will pay you to be prepared to fill orders for Dr. Price's Tryabita Food.

Price Cereal Food Co, Battle Creek, Mich.



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Wood's VEHICLES are Stylish, Strong and Durable CHARGES WITHIN REASON.

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ARTHUR WOOD CARRIAGE CO.,

Grand Rapids, Mich.

Woman's World

The Girl Who Is Merely Playing at Love.

A few friendly tips were given in this column last week to a young man in order that he might be the better enabled to distinguish between the girl who was really in love and the one who was merely playing at love, and this brings one naturally to the consideration of flirts.

Now, without doubt it is a cruel and iniquitous thing for a woman to trifle with a true affection, for there is not so much genuine love in the world that any of it can afford to be wasted. On the other hand, it is to be remembered that coquetry is the weapon with which nature has provided woman for capturing a husband. By it she leads him on to the proposing point and fences him off until she is ready to take him or leave him. Moreover, it is one of the chief fillips of life, for it is the intangible illusive something in woman that keeps man guessing and his interest alert. With it, the homeliest woman becomes charming. With out it the beauty grows as tiresome as a twice-told tale, and it is because so many women abandon it after marriage that so many men start out to hunt up a fresh conundrum.

All women understand more or less of the game of love, but in different parts of even our own country they play it differently. The Michigan woman, as a rule, is a born gambler

in hearts, who plays the game for the game's sake, with an inimitable delicacy and finesse and a lingering delight in every subtle move, showing that she really understands the fine art of flirtation.

This naturally renders her the more dangerous, but, after all, imitation fire never starts a conflagration, and the mortality lists contain no records of men who have died of blighted affection or broken hearts, so we may take comfort in the inevitable conclusion that the flirt is part of the comedy of life, and not its tragedy.

Still, for all that, she presents an interesting study, and not without profit may we look into her ways and be wise. The first and most noticeable, because she is the most numerous, is what may be called the universal flirt. She is an indiscriminate angler for men, and everything that comes to her net is fish. She ravages the cradle and the grave for conquest and lavishes her smile upon any man who happens to be present. She is the kind of girl who only wakes up when a man dawns upon the scene, and who is universally hated and execrated by her own sex. This type, however, is only dangerous to doty old men, and very bashful young ones who need encouragement, for the heart that is run on the department store principle has at best merely the attractions of the bargain counter to offer.

The sentimental flirt is also generally innocuous, for the reason that she overdoes it. She is the girl who goes about in the summer with a book of

poetry in her hand, and who in the winter always wants to sit out a dance instead of tripping it under the bright electric lights, and who can be guaranteed to always introduce the topic of love in the second round of conversation. Moonlight effects are not of course, to be ignored, but man is a shy creature, and the minute he feels he is being steered up against a love scene he is apt to balk. Besides, while men like sentiment as a relish, few care to make a whole meal of it and as a general thing, a little of it goes a long way with most of them.

The girl who flirts with everybody, and the girl who will flirt with anybody, are so harmless that even a college boy can play with them, but quite the reverse is the girl who apparently flirts with nobody. She ought to be required to wear a red lantern around her neck, for she is dangerous. This is the pious girl. About the only good thing in the world which men are perfectly willing for women to monopolize is religion. The pious girl knows it, and thereby slays her thousands. She never talks to a man about his heart. It is always his soul, and she assumes a soft, rapt look as she turns her perfect profile (if you will notice, all pious girls have good profiles) up to the light, while she murmurs intense things to him about the higher life, and says, with a little catch in her voice, that she will—prayer—for him. And ninety-nine out of a hundred when a pretty girl tells a man she will pray for him, it is all up with him. It's so pure, and angelic, and just altogether what he expects wo-

man to do, that he throws up his hands and goes under, and who so surprised, so grieved, so shocked as she, when she finds out that a man has really taken her altruistic interest in his soul for personal interest in his heart? Many daughters have done well, but the pious flirt excelleth them all in the number and variety of scalps she wears at her belt.

Close akin to her is the domestic flirt. She is the girl who has been wise enough to discover that she hunts best who hunts on her own preserves, so to speak. It is a signal proof of human stupidity that so few women fail to realize the value of home as a background or to appreciate that when they leave that they deliberately cast away half of their weapons. The girl who is merely agreeable at a party or reception becomes enchanting when you gaze at her through the aroma of her own punch or the halo cast about her from her own chafing dish. The domestic flirt knows this. She also takes to heart the old adage about the way to man's affections being through his stomach, and she makes her campaign accordingly. The result is inevitable. Before he knows it a man is thinking how agreeable it would be to see that comely face across his own breakfast table, and when he learns that this household treasure is not for him, he experiences as bitter a pang of disappointment as he is ever likely to know. All the scathing things that have ever been written about coquettes have doubtless emanated from men who had been jilted by domestic flirts, and who real-



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"Now I Know"

Our register is in splendid working order. The first sixteen years of my business life was largely guesswork. I never knew at night whether my cash was long or short, or whether some person had paid money on account and not received the proper credit, or if money had been paid out and not properly accounted for. Now I know, and if errors occur, I know who made them.

Maryville, Mo.

AIRY & ROSEBERRY.

Mistakes Located

Suppose you do discover a mistake—

Can you tell positively who made it?

Will guessing about the responsibility promote good feeling among your clerks? Will guessing prevent future mistakes?

Wouldn't you like to know who made the mistake—*know* instead of *guess*?



\$65 buys this **Total-Adder**
Improved construction, fully guaranteed.

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ized they had not only lost their hearts, but a cook.

The good fellow girl is a bluffer in flirtation. She disarms suspicion by an affectation of mannishness. "Why," a man says, "I should just as soon think of falling in love with my little brother as with a girl who will roll up her sleeves and play golf all day and whose idea of having a good time is talking sports. There's no sentiment about her." But somehow sentiment develops. Cupid turns caddie on the links. One day you surprise the good-fellow girl with a new expression on her face that is not mannish, but wholly womanly, and—and you never know exactly what you said, but as you come to yourself she is saying that she will be a sister to you.

The one-man girl is also extremely dangerous. The girl who keeps many strings to her bow is generally a greedy little thing with a weather eye out for theaters and candy and automobile rides, but in sentiment there is safety in numbers. No woman can flirt with two men at the same time and preserve a good average. It is only when she can play them in relays that does any damage and when a man finds that he has a whole evening to himself it is time to watch out, especially if he discovers that he has been scheduled for Sunday night. There is something peculiarly fatal to the Sunday-night beau. You can't play cards or catch at any other life-saving device. You can only talk. Between 8 and 10 conversation grows more and more personal, and then you find yourself standing by the piano with her singing, "Blest Be the Tie That Binds," and—

And she says, "Really, Mr. Smith, this is so unexpected. I'm sure I never led you to believe that I cared for you except as a friend," etc.

And as you make your way down stairs, you know that she is mentally ejaculating "Next!"

The summer flirt is not nearly as much a menace to men's peace of mind and heart as she is represented, because her tactics are too open. She is not a true sportsman. She is a pothunter who will bring down any kind of game, no matter how tame, and who does not disdain to flirt with grandpa or little Willie if there is no better man in sight. She selects a shady corner of a vine hung porch and a hammock, where the moonlight sifts in through the leaves on her white dress and glorifies her face, no matter how homely it may look by day, and generally when a man remembers all the things he said to her, he puts up a prayer of thanksgiving that the recording angel knocks off business and shuts up shop in the dog days.

The flirtatious widow—the one woman in the world who knows a man's heart and his weaknesses and plays upon it as upon a harp of a thousand strings—but why speak of her? Just as there are risks so dangerous no insurance company would take them, so there are subjects so hazardous no one would dare to advise upon them. These words are to the brave, not the foolhardy, and the man who engages in a flirtation with a widow

must take the consequences of his daring.

And so the game of playing at love goes on. Sometimes, it is claimed, a heart is hurt, but not often, and after all it is the danger that makes any sport worth while. Dorothy Dix.

Art Keeps Her Young.

In the bright lexicon of modern society there is no such word as old age. At least the modern society woman never grows old. She has discovered the spring of perpetual youth. There was a time—perhaps a quarter of a century ago—when a woman of 45 was considered passe, and not generally looked upon as the object of grand passions and universal admiration. When a mother had a son at college she grew sober in her dress, wore her hair smooth and took no interest in her figure. She was just one remove from the rural English, who think when nature destroys a front tooth it is sinful to remedy the omission by artifice. And when a mother had a married daughter and began to see in the offing grandchildren looming up, she put on black, gave up corsets and began to think the theater a too frivolous amusement.

These are the women who now look about the same age as their daughters. At any place where the idle and fashionable rich are represented in large numbers one sees a few real old ladies, venerable dames of between 70 and 80, a good many young girls in their teens, and a very large number of maids and matrons who look about 25 or 30, and range

Everybody Enjoys Eating Mother's Bread



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YEAST you sell not only increases
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It is cheaper and will do more work than any and all other cleaners. A quart can that retails for 25 cents will clean forty yards of carpet. All retail merchants will find it to their interest to put a case of each size of these goods in stock. The free samples and circulars packed in each case, if passed out to acquaintances, will make customers and friends. For sale by all jobbers.

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Housecleaning

The spring house, store and office building cleaning season is now with us, and all retailers will find a good demand for Brunswick's Easybright. This is a combination cleaner that will clean all varnished and painted woodwork and metals, as well as cloth fabrics, carpets, rugs, lace curtains, etc. It is a cleaner and polisher superior to any and all others now on the market.

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FOR SUMMER WEATHER.

Our Latest Assortment—Packed 22 Pounds in Case.

Nougat, Caramel, Marshmallow and Fruit Cocoanut.

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THE GOOD FOOD

Stock of the National Pure Food Co. as an Investment.

We can satisfy any fair minded man of the safety and permanence of our proposition. Facts are stubborn things, and we have the facts to show you. Our December business was doubled in January, and January business was doubled in February and doubled again in March, and March business is less than one-third of our April business. Now that is a record to be proud of. Some factories claim to have a capacity of 1,000 or 1,500 cases per day, and yet do not make 50. That is another story. References furnished. Write us.

National Pure Food Company, Ltd.

187-189 Canal Street, GRAND RAPIDS, Mich.

all the way from that age to 50.

The middle-aged woman did not pass from this active and attractive sphere without a struggle. Youth is not thus prolonged without labor. They say the French actresses first taught New York matrons that they could be fresh and fair at 50. Women who charmed at the age when tradition said they sat in the chimney corner and knit stockings were something new, and the rich ladies who did not enjoy doing the stocking act a bit took to the new idea like ducks to water. They have massaged and steamed and creamed themselves back to 25 years. Dress makes an enormous difference, and they dress now as youthfully as their daughters. As for corsets—a large part of the trick depends on them, and of the whole toilet of the coquette of 45 they are the most important item.

It would not have been so bad some years ago, when what the novelist called "opulent curves" were the fashion. But curves are out. To be as lean as a lath is now the mode. The ideal figure looks as if a deal board were bound to the front of it under the limpest of gowns, which is drawn so smooth and so tight in the skirt that it fits like a pair of trousers. A fashionable tailor says he is making skirts with a seam on the side from the ankle to the hip, and that this seam made the dresses so tight the wearers could not sit down. So he asked all his customers when the skirt was being cut if they wanted a dress in which they expected to stand up and look smart or sit down and look sloppy.

Faced by such fashions, the anxieties of the women inclined to fat may be imagined. And nearly all the smart women are inclined to be fat. One can not eat three elaborate meals a day, with tea and muffins at 5 and candy off and on all the time, without increase of avoirdupois. Many of these women will not take exercise. When one has a superb open carriage, with sable rugs and eider-down cushions, to go driving in, one must be made of heroic stuff to put on one's heavy boots and go for a walk.

Then they all give their opinions with the kindling eye and flushing cheek which denote the discussion of matters close to the heart. Some of the more determined and forceful bent almost starve themselves. A favorite cure is to drink no water at any time during the day. Some walk, taking constitutional miles at a brisk rate of speed. Some take patent medicines warranted to cure obesity and nearly kill themselves. But the favorite method is Turkish baths.

Cora Stowell.

Easy to Guess.

She—I want to get a box of cigars for a present to—

Clerk—Yes, Miss. Does your friend like a mild cigar or a strong one?

She—O anything will do, so they're cheap.

Clerk—Yes, Madam. Shall I send 'em home to your husband or will you take them with you?

Talking is a good lung exercise. And that's all most of it is fit for.

ESSENTIALS TO SUCCESS.

Self Respect—Natural Justice—Patriotism—Good Manners.

The first thought which occurs to me is the value of what I may call Self-Respect in Business. I once heard a clergyman ask Mr. Moody how to get people to believe the Gospel; and his answer was, "First believe it yourself." So if a business man wants other people's respect, he must first respect himself. In other words, it is not enough that he should be honest simply because "it's the best policy," and because he wants to keep out of the sheriff's hands, but because he has too much respect for himself—for his own manhood—to stoop to what is even dishonorable and mean, to say nothing of what is dishonest. Perhaps a man does not realize at first how important a factor such self-respect is, that a man's credit in the business community does not depend entirely on the size of his bank account. As some one has said: "Most men think they can figure up all their assets in dollars and cents, but a merchant may owe a hundred thousand dollars and be solvent. A man's got to lose more than money to be broke. When a fellow's got a straight backbone and a clear eye his creditors do not have to lie awake nights worrying over his liabilities."

But, then, there's another side to the matter. If a man wants other people's respect, he's got not only to respect himself, but he's got to respect other men, too. When I hear a man say that he's lost all faith in the virtue of women, I not only wonder what sort of a mother and sister and wife he has had, but I know instantly what sort of a man he is himself; and I wouldn't touch him afterwards, in any relation in life, with a ten-foot pole. And so, if you ever hear a man say that he no longer has any faith in men's business virtue and see him act as if every other man was a scoundrel until he is proved innocent, don't you ever trust that man again in business matters. He stands instantly self-condemned. For if a man can not believe in other men, it is because he can not believe in himself. But when he knows that he not only can be, but is, an honest and honorable man himself, and demands that others shall believe that of him, then he will be just as ready to believe as much about other men, too, until he is compelled to believe the contrary. Undoubtedly, there are scoundrels and dead beats in the business world, just as there are in the ministry, and in every other relation in life; but what I want to beg of you is not to let any number of scallawags destroy your faith in the honor and trustworthiness of men as a whole. Out of sheer self-respect you are bound to believe and insist on this.

The next thought I would suggest is the value of what may be called Natural Justice in Business. You know that old American saying, that the Ten Commandments are no good West of the Mississippi River; and if a man wants to be in God's country he's got to go back East. I fear

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Model office and warehouse building now being constructed at the corner of Market and Fulton streets. Strictly modern and up-to-date in its appointments.



All loading and unloading of teams done under cover. Double railroad track on our own land and facilities for loading and unloading six freight cars at a time, enabling us to handle merchandise at a smaller ratio of expense than any other wholesale grocery house in the Middle West.

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some men feel very much the same about religion and morals in business; and that, while the Ten Commandments are all well enough in private and social life, you ought not to judge a man too rigorously by them in the little daily transactions behind the business counter and the office desk. But, now, what I want you to see and feel is that it is just here, in a man's business dealings, that those same Commandments are meant to hold good as much as, or even more than, anywhere else. For remember that that whole moral law rests, not only on what God actually is in Himself, but also on what we are ourselves—we men—and so on what we owe to each other. In other words, underlying at least all the second half of those Commandments, there is a spirit or principle of justice as old as human experience and as strong as any other deep instinct of human nature. For example, notice how that sixth Commandment against murder is meant to protect men in the very first of all natural rights, and that is the right of life. The seventh, against adultery, protects our next most sacred right, and that is the purity of the family relation. The next, against stealing, protects our property rights. And the next, against false witness, protects our right of reputation, and that is a business man's most valuable asset. So that, even if a man be not a distinctly religious man or a church member, still there ought to be in every man's breast at least this strong instinct of natural justice, which should keep him from working any ill to his neighbor.

Next, consider the claims of Patriotism in Business. What do I mean? Why, I mean this: You know that other old saw: "Like people, like priest." In other words, such as the people are, such the priest is likely to be; and vice versa. And in the same way, such as the citizens are in every community such their representatives are most likely to be—I mean, the men who hold office, and so have the destinies of the country so largely in their hands. I know how you will resent this idea at first. You see how corrupt politics have come to be, and how venal our politicians and statesmen often are. But you console yourselves with the idea that this is no concern of yours; you are too busy making money. But, gentlemen, you and I can not so easily rid ourselves of responsibility for this state of things—not so long as there is not moral indignation enough among us to rise up in our might and see that only trustworthy men go into office—not so long as business men are guilty of the same dishonorable spirit in business that they accuse other men of in the affairs of State. In other words, the stream can not rise higher than its source. More and more to-day the brains of the country are to be found in great business organizations, and our Legislators and Congressmen, instead of being professional men, are recruited from the business ranks. And, therefore, so long as there are men in business

offices who are willing to sell their honor for a dollar, just so long there will be men in political office who will sell their country's best interests for a hundred or a thousand dollars. And that is only one step short of the world's greatest crime, when a man once sold his own soul and then his God for thirty pieces of silver. Let us keep our ideals pure, then, as President Roosevelt reminds us, those high and double ideals of our forefathers, if we want our country to prosper; and remember that as patriots we have no more right to ignore or despise such ideals in business practice than we have in "practical politics." It was only when Rome had for her consuls such men as Brutus, who did not hesitate to condemn his own son to death for violation of the law, that Rome was strong and prospered. It was when she cared for nothing but money and luxury, and no longer for principle, that she fell. So that we can not get rid of our responsibility as patriots even in business.

The last thought is the value of Good Manners in Business. I believe in making money—righteously; and I believe in spending it—conscientiously and nobly. But only think that the dangers are in making it. Think how the spirit of selfishness it engenders can utterly pervert a man's whole nature and disposition. Think how many a man, who is the kindest father and the best neighbor, finds himself in business shriveled up into a narrow and hard man and degenerated also into a mean and unmanly man. But why, just because a man is a busy and anxious man, should he think himself justified in being a ruffian and brute towards his employees or towards other business men? I have known men, and so have you, men otherwise highly respected

for their ability and character, who have utterly ruined themselves in business by their roughness and profanity. You would not stand such things for a minute from your own employees or from other business men. Why

should you expect them to stand it from you? To say nothing again of your self-respect, never forget what a good investment there is, even in business, in "that grand old name of gentleman." John H. Vincent.

Would a system of keeping your accounts that

Lessens Bookkeeping By One-Half

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

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

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

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

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The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

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will both sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

PRIMARY REFORM.

Delegate Convention Better Than Direct Nomination.*

Good citizenship is one of the highest aims of education. Unless you obtain from your collegiate experience an impulse toward the ultimate best, in manhood, in womanhood, you have failed to grasp the meaning of your opportunity. Scholars, athletes, politicians, inventors, captains of industry—all these are necessary to our advancing civilization. But nothing is more necessary than the good citizenship that is both capable and willing to think and to act—intelligently, altruistically.

It is better citizenship that is needed in our American politics. A change in method, a change in law, rarely of itself effects any real or lasting reform. You must go below the surface and attack the root of an evil, if you would eradicate it. Not the legislatures, but the schools, will eventually bring about a better and really different condition of affairs in American politics. It is true that wholesome statutes regulating elections and nominating primaries are indispensable. But these good laws are to be obtained only by pressure of public sentiment, and they become inoperative after enactment, unless public sentiment continues to support them. So do not lay too great stress upon what may be accomplished temporarily by the experiments of this sort. At the best they are but a vehicle, a means to an end.

The cause of nominating reform is suffering to-day from the extravagant claims made by the overly enthusiastic advocates of direct nomination. The rosy predictions of the political transcendentalists have not been justified by the results, although some good has been accomplished. A practical primary election law, of whatever kind, is better than none at all. But there is something more to be done than the passing of such laws, which, by their very nature, can be little more than mere codes of procedure.

Political reform in America began with the introduction of the Australian ballot, and much has been done in the way of eliminating fraud at the election. Yet fraud, sometimes gross and unblushing fraud, still exists under the best Australian ballot laws. And although all the ballots are honestly counted, it avails little unless they are honestly and intelligently marked, by at least a majority of the individual voters.

The second important step is now being taken in the effort to improve the primary. Unfortunately, there is a divergence of opinion between the most conscientious thinkers regarding the nature of the legislation which we need to assist us in this endeavor. A strong movement in favor of direct nomination, and for the abolition of the delegate convention, has been inaugurated. It has many devoted friends and a few as sincere, although usually less outspoken, enemies.

You, who are students of Ameri-

*Address, before students of Indiana State University by Edward Insley.

can history, are in a position to grasp the premises much more clearly than the general public. In your readings you should (and doubtless have) noted the provision in the Constitution of the United States, guaranteeing to the several states a republican form of government; and unless you have passed it over carelessly, you must know that this conveys a meaning different from that of democracy. A pure democracy is fitted only for small, well-balanced communities. Even in Switzerland, where it once prevailed in the original cantons, the representative system is now preferred. Aristotle was right in regarding democracy, in its largest sense, as simply mobocracy. Our modern teachers, such as de Tocqueville and J. S. Mill, have elucidated much more fully the dangers to self-government of an unrestricted democracy; and the best result of the experience of nations and of the thought of the world's greatest minds has been the evolution of the republic. The notorious evils in our American politics may be traced unerringly to deviation from the true principles of a republican form of government. In cheapening the franchise, in extending the influence of the irresponsible voter, we have actually created the very oligarchies known as the American political machines, of which we so loudly complain, and thus helped defeat the purpose of the only form of democracy possible at this still early stage of our civilization.

As a contemporaneous example of this demagogical tendency, we have the agitation for popular election of United States Senators, which, instead of being a remedy, will prove only another step in the wrong direction, in the mistaken and downward course we have been following so long. It will only make a bad matter worse.

And so it is with the general plan for direct nomination at the primaries.

Let us take a simple illustration: In Marion county the Republican party was called upon this spring to nominate forty-five candidates for office. These did not include the State ticket, nor the city officers of Indianapolis. Under a theoretically correct plan of representative government the voters of each precinct would have met and chosen a single delegate to represent them. But the people have failed to safeguard the delegate system, and the transcendentalists now insist that they should perform this duty in a still more difficult way. Instead of choosing one delegate, they must vote for forty-five candidates. Every Republican voter in Marion county had to mark such a ticket, with an average of four candidates for each office. If the voter could not choose intelligently one delegate, how could he be expected to choose forty-five nominees? Twenty thousand men voted. Not one man in a thousand knew what he was doing in every case where he exercised his prerogative. I repeat, that there were not fifteen men in all of Marion county who knew the relative qualifications of the candidates for all of these forty-five offices. And 99

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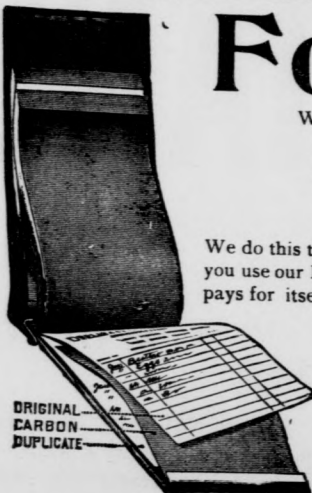
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per cent. voted at random for most of the candidates.

Please do not believe that I unreservedly condemn the principle of direct nomination. It is necessary in the Southern States, where a nomination is equivalent to an election. The real election takes place at the primary. And if we could reduce our complicated American system of government to something approximating the simplicity of the French, the English, or that of any other civilized nation on earth (except our own), then direct nomination would be at least more feasible than it is at present. But it is not the best plan, unless the primary of one certain party is conceded (as in the South) to be the de facto election; or unless the candidates and the offices to which they shall be nominated are so few in number that the work can be wisely performed at the primary.

Even in the latter case, there is no reason to believe that it could not be still more wisely performed by a properly selected delegate convention.

Please fix this clearly in your minds—that there is nothing un-American, nothing subversive of political liberty, in the delegate convention, any more than there is in the State Legislature or in the Congress of the United States.

That the delegate convention has been abused by designing politicians; that it has been made an instrument for evil in the hands of machines, can not be doubted. But so have legislatures and congresses. Shall we abolish it solely on that ground? Logically as well as abolish the Congress.

You will recall the beginning of the caucus and the primary. First there was the town meeting in New England—the ideal caucus. But conditions have altered since then. We do not know our immediate neighbors so well. We live in larger centers of population.

The town meeting developed by necessity into the more private caucus and the crudest form of the public primary. The first caucus of national importance consisted of members of the Congress, in party council, to nominate a candidate for President. Out of that grew the national convention. And because of its utility, this branch of our republican form of government, the convention, was extended to State nominations, and to district, county and city nominations, until it became general.

Coincident with this development, the vast internal growth of our country was taking place. Millions of foreigners came to our shores demanding citizenship. The civil war occurred, and the negroes were enfranchised. The value of a vote went down to fractional currency. Bosses and rings discovered the opportunity. The control of the delegate convention was necessary to the prosecution of their nefarious schemes, and they had little difficulty in capturing it.

Why was it so easy? Simply because of the indifference of the general body of the voters and the ignorance and petty cupidity of the newly enfranchised proletariat.

And what is the remedy proposed?

It is to throw the nominating power even more fully into the hands of the same careless and incompetent voters who have permitted the debauchery of the delegate convention. Direct nomination, except under certain special conditions, is not a true remedy.

It is more apt to prove an additional irritant to this festering sore on the body politic. Corruption and bribery prevail with the direct primary as well as with the delegate convention, and it is even more widespread, and hence more dangerous to civic virtue.

There have been few serious attempts to reform the convention system. The California and the Illinois laws are the best. The California law is too new to afford much material for comparison. The Illinois law has been instrumental in working greater reforms than were ever accomplished under a direct nomination law. All primary laws of whatever character are still more or less in the experimental stage. I believe the Chicago law to be in the right direction. Its greatest achievements, however, have been due not merely to the law, but to an aroused public opinion. That this can work well through the delegate convention has been demonstrated in Chicago. That no primary law will work well without it scarcely needs demonstration.

The principal points in a good convention law may be summarized to my mind as follows:

1. A practically permanent and autonomous precinct, the boundaries of which are not susceptible of alterations easily or frequently.

2. One delegate to a precinct.

3. All nominations in the convention to be by printed ballot, each ballot to bear the name of the delegate voting it, and be given official record.

Reasonable penalties for bribery, corruption and unfair manipulation must be provided. Every trick to which the ring or machine is wont to resort must be guarded against. That is done approximately already in Chicago. With such enactment, all that is necessary is to elect one good delegate in each precinct, instead of forty-five candidates. If you can not elect one good man, an honest and public-spirited man for your delegate, you are not capable of nominating forty-five—or even four or five—by direct vote.

There would be no ring if you chose the right kind of men for precinct committee-men. And there will always be more or less ring rule until you do take away from the professional politicians the control of the party organization. I believe in party organization. The functions of government are really performed by parties. They are necessary. They can not be ignored. And the delegate convention is the best for making party nominations, if it is properly conducted. It is better than direct nomination, for more reasons than have been given in these remarks. But whether nominations are made by primary or convention, the first essential is now, and must be always, good citizenship.

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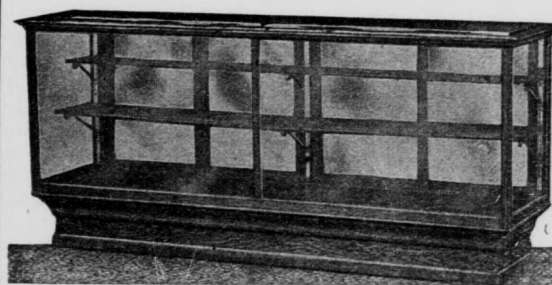
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Some Strange Maladies Which Attack Metals.

Queer experiments that have been made recently in Europe with metals have opened a new world for the metallurgist—a world full of marvelous, almost fairylike, possibilities.

The first striking discovery that was made is that metals suffer from diseases. They become sick, and their strength of hardness or elasticity will vanish mysteriously, and not from the ordinary causes known to metal workers. Through all the ages of metal working until now, these curious weakenings and unexpected defects in apparently sound, high-grade metals have been set down as "flaws," and even scientists accepted this as an explanation; yet now that the recent studies and experiments have begun to solve the puzzle, it is evident to everybody that "flaw" really explained nothing. To call the defect a flaw was only to give a name, that meant very little to an entirely unknown condition.

Before the new experiments had gone far, it was discovered that metals can be poisoned—poisoned just as readily and with as fatal effect as any organic body, such as an animal or a plant.

Of course, with this development, the question arose at once: Is metal an inorganic body after all?

But scientists did not dare to commit themselves so far. They asked themselves the question in private at first. To ask it in public was almost to ask the world to change one of its fundamental scientific beliefs, the belief in a great diversion of matter into mighty classes, one of which is organic and the other inorganic.

More experiments followed, some of them so elaborate that a single one required many months before it reached a result; most of them were so ingenious that even ordinary scientific men could not follow the intricate processes intelligently, and only specialists could perceive the real meaning that lay hidden in the results. At last, however, the demonstrations had multiplied so much and were so striking in their significance that hesitation gave way to assurance, and the theory of the disease of metals has been so far accepted by the practical men of metallurgy that the Imperial Navy-yard in Wilhelmshafen, Germany, sends metals regularly to the "autopsy room" and "dissecting tables" of Prof. Heyn, one of the leaders in the new investigation.

Now, another of the specialists in the new research, the famous Dr. Bechhold, of Germany, has gone still farther—not in a mere conjectural theory, but with a conclusion reached as the end of a series of careful, logical steps fortified by experiment.

"Who knows," he asks in summing up his studies, "if metallurgy will not soon create a new and vastly important branch for itself—the branch of producing inoculating material for metals which shall change their temper and form swiftly, instead of waiting for the slow process of

forging and tempering that obtain today?"

He explains this conclusion as follows:

There are many organic and inorganic substances in which sharp changes of temperature produce changes of structure, or, as scientists put it, which assume new "phases" under such changed conditions.

This alteration of form or structure can be produced suddenly if the temperature-point necessary for alteration is very decidedly overstepped. But if the temperature does not go far above or below the alteration point, it is necessary generally to introduce an artificial impulse to consummate the change.

It is possible, for instance, under certain circumstances to cool water to a temperature well below freezing point, and still it will not solidify into ice until a crystal of ice is introduced. Then it begins to form ice crystals at once, and soon is solid.

Pure glycerine can not be frozen with ordinary means, even if they produce temperatures as low as 20 degrees below zero, until a bit of glycerine that has already been frozen is introduced. But as soon as this crystal of frozen glycerine is in, the rest of the glycerine, which has been so stubborn until then, becomes docile and begins to freeze beautifully.

For some time past the process has been technically called "vaccination," because the term was so apt and convenient; but until the present day no one suspected how much truth lay in the accidental name for the process.

Yet this process is nothing more or less than inoculating an inorganic substance with crystals in order to "breed" in it the condition of crystallization, which is the necessary first step to lead to freezing. And the conversion of iron to steel is only a series of processes of crystallization.

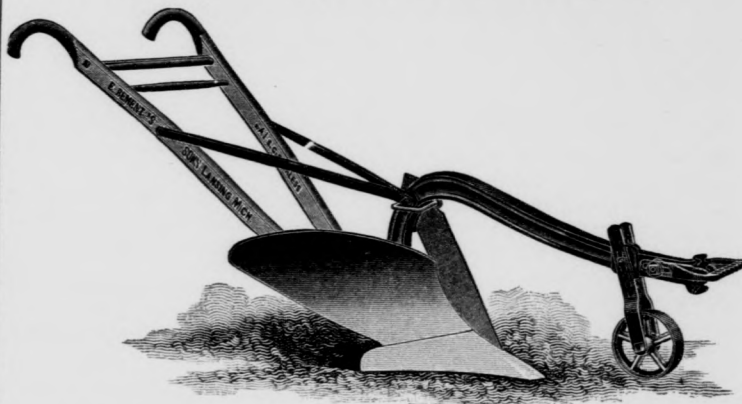
Now, recently a strange thing in metallurgy happened. A ship was loaded with Banca tin in the Straits and sailed for a Northern port in Europe. When it arrived there and the work of unloading the valuable cargo began, the merchants to whom it was consigned were amazed and dismayed to discover that the entire shipment had actually crumbled into dust.

Here was a mystery. For a long time no one could solve it. Years ago it would have been dismissed finally with the statement that there must have been a "flaw" or a fault in the tin. But the flaw theory had become unsatisfactory.

Then Prof. Bredig came out with photographs that he had made in a church in Silesia. The pictures showed the remnants of organ pipes, most of them full of queer, crumbling holes. Whole pipes had vanished absolutely.

There was no rust, and all investigation failed to show any other of the causes that are known as destroyers of metal. All investigators at last confessed themselves nonplussed, until Prof. Bredig, who had made a study of the new theories of the diseases of metals, found a "wound," a genuine open wound, in a pipe; and

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his careful, accurate and rigid experiments furnished the convincing proof that this wound had infected the entire series of pipes with a creeping disease.

Scarcely had he finished his investigation in the Silesian Church before a strange coincidence enabled him to extend his experiments and at the same time obtain additional proof of the correctness of his previous findings.

He was asked to inspect the great tin roof of the Rathaus or Council House, of Rothenburg. Arrived there, he was informed that several years ago the roof, although it had been attended to carefully, painted regularly, and kept perfectly free from rust, had begun to crumble away. No one could imagine what caused it.

Prof. Bredig soon discovered a center of infection. And he was able not only to trace the gradual progress of the infection over the Council House roof, but to show where the disease had actually spread to a tin roof near by.

The phenomenon has been named "tin pest," and the explanation has been advanced that tin retains its distinctive and most valuable attributes only in temperatures above 20 degrees. In cold greater than this structural modification occurs quickly, and if the cold is pushed to an intensity great enough to disintegrate the tin, it often crumbles away in a grayish powder.

In temperatures that do not fall far below 20 degrees, the changes are extremely slow, unless the tin becomes infected with the "gray modification." If some of the gray powder of tin that has happened to disintegrate should attach itself to the sound tin, then the disease communicates itself rapidly to all parts of the metal.

In the cases of tinslates, such as are used for roofs, the tin is not a chemical individuality of its own, but is a mixture of iron and tin, both of which have already passed through several modifications during the processes of conversion into plates. Therefore, the process of infection becomes complicated and a tin roof offers a less resisting field than pure tin.

Now, if metals can be thus infected with disease, it follows that they can be inoculated as organic substances can be. And as science has gradually built a bridge between animal life and plant life, so it appears possible now to find a bridge between the lower phases of plant life and the so-called inorganic or dead world.

To the layman the fact that metals can be treated indefinitely by heat without destruction seems naturally to prove that they can possess the attribute which is called "life." But the whole course of plant life depends on temperature and its changes and temperature affects all animals, including man, even producing illness and death when the changes are sudden.

In other words, as gradual and normal changes of temperature affect animal and plant life normally,

so they do metals; and abrupt and abnormal changes of temperature change the structural form of each.

The phrase "unchangeable as steel" is decidedly incorrect. Steel in its making has to undergo all the changes that the animal body undergoes in the course of growth. It is a combination of iron and carbon, and carbon is organic. The German metallurgists have come to speak as a matter of course of the "life" that unfolds itself in steel under the various temperatures that are applied to it in working it.

During the course of its changes it often develops qualities that make it useless for industrial purposes while they last. Thus at one step it becomes brittle—a temporary diseased condition that yields to what might almost be called the medical treatment of heat properly graduated.

Poison this steel with hydrogen or hydrogenous matter and you sicken it so decidedly that it gets into a condition where it is as brittle as if it had been ruined in tempering.

Prof. Heyn has been studying the changes in iron under all grades of temperature, and he holds that the metal passes through various stages of disease that produce structural changes just as cells change in form, size and position in the forms commonly called "organic."

He heated copper in order to find why that metal suffers from overheating, and his conclusion is that it becomes poisoned with copper protoxide, which so sickens it that its structure changes and partially breaks down.

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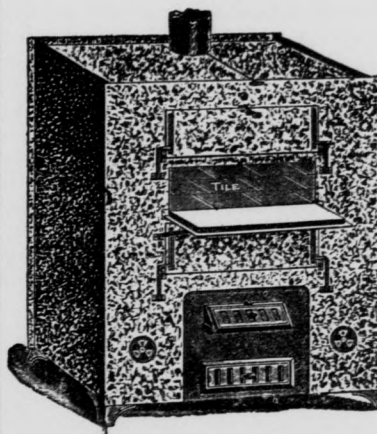
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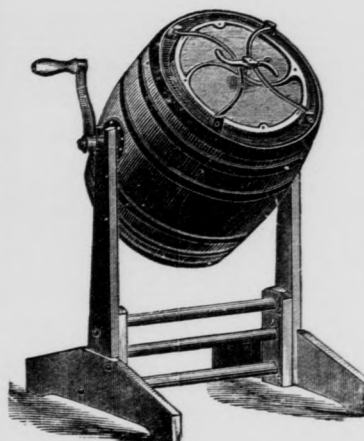
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Americans have always been an active, energetic race. In the wonderful growth and progress of their country only the most ambitious and self-reliant have been able to succeed. It is, therefore, vitally important that there should be no lack of energy or decision on the part of a worker in any vocation if he wishes to keep abreast of the times and be successful.

The man who can "never make up his mind" will be found everywhere. He has no confidence in himself, no independence of external influences, and can not decide promptly what he should do. Not only is he a failure in business, but also in everything else that he undertakes. When an accident occurs on the street, or when there is a ship wrecked, or when a retreat from the field of battle is necessary, it is not the man of indecision who is of any use, but the useful man is he who sees what should be done and promptly does it. The positive man has convictions and his prompt actions influence those around him. He becomes a leader and is trusted and followed.

A fine education is a good thing, but without a distinct ideal in life and energy and promptness in deciding what to do, the knowledge acquired from books is valueless.

The energetic man is sure to attract attention. The determined and aggressive win the confidence of a

community. The indolent and wavering by nature should look difficulties in the face and strive to overcome them.

Energy counts more than anything else in straightening out adverse conditions in business and society. Sir Richard Temple, who rose from a modest clerkship to be British Governor of India, once said: "I have seen many young men possessing eminent gifts starting out in life make terrible failures. The reasons for it have been many, but chief among them may be mentioned lack of energy." How many men who could barely write their names have amassed riches solely through their tremendous energy! They did not have great talents, but they made the most of their small ability.

The famous men of history who have possessed energy and decision were also silent men. When things went wrong they did not air their grievances in public, and grumble, growl and become pessimists. They simply changed their tactics. They did not relinquish their purposes. They knew what they wished to do and they kept at it until they were successful.

"The talent of success," said Longfellow, "is nothing more than doing what you can do well."

A rich Boston merchant once reprimanded for incompetency a workman who had known him when he was poor. "I shall not stand such words from you," said the workman, adding: "Why, I remember when you were nothing but a drummer in a

regiment." "And so I was," retorted the merchant, "but didn't I drum well, eh? didn't I drum well?" Whoever does his duty well in whatever position he occupies is on the road to success. When called to higher places he will be found reliable and faithful.

The importance of faithful service in a subordinate place in any business establishment can not be gainsaid. An employer hears of efficient service as well as of incompetent work. A shrewd employer does not allow first-class men to leave his service. He knows there are competitors who will quickly engage them. The employee, however, who shows indecision of character and does not render proper service in his place and doesn't care whether he improves in his work should not be surprised if he is not selected for advancement. He may grumble and say that it is "pull" or other outside influence that is advancing his fellows over his head—and unfortunately this is sometimes true—but, as a rule, if he has the brains and energy, or "the best goods for sale," as a drummer would express it, he will not have much difficulty in getting ahead in his present sphere, or in some other vocation if he has missed his real calling.

Indecision, procrastination and lack of energy have kept many men in small places. Such should become ambitious, energetic and self-reliant, and cultivate confidence and decision of character. Then they will begin to enjoy the measure of success they deserve.—Boston Globe.

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"I should like to get my hands on the man who began to line the ordinary paper bag of commerce with waxed paper," said an up-town grocer, to a representative of the New York Times. "Women will not have their orders sent home in anything else now. The coarse brown paper bags that our mothers used to get are almost out of business. If a woman wants to keep a thing dry she asks to have it sent in a waxed paper bag. If she wants to keep it moist she also wants a waxed paper bag. Tea and coffee go into waxed paper to keep them dry and fresh. A nice head of lettuce calls for waxed paper to keep it moist. Cakes, candies and confectionery of all sorts must be put in waxed paper bags. Sugar and flour are about the only things for which we can use the old-fashioned bags. It was once only a fad in the trade, calculated to please somewhat fastidious customers who wanted to carry a small parcel home without soiling their gloves. Now it is a demand in the business, even for delivery orders."

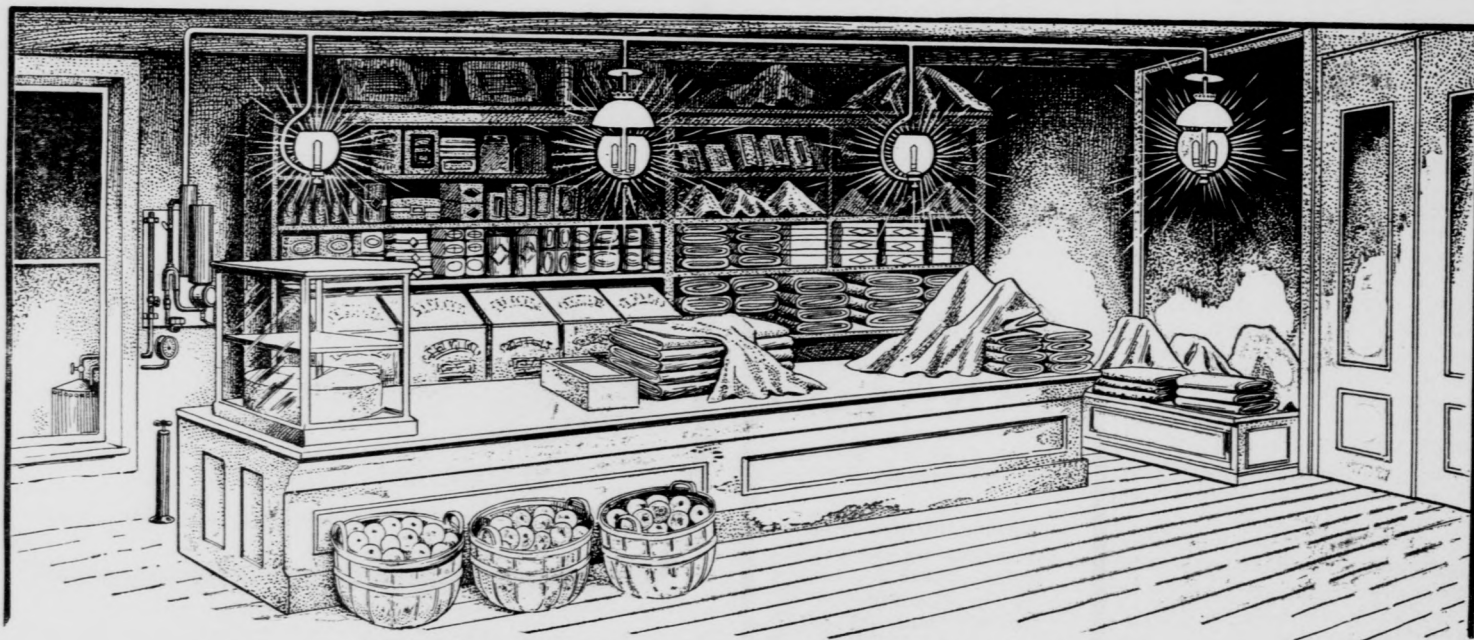
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Popular Trade Styles or Names For Stores.

We are asked to say something about the choice or adoption of a name for a new store when being established in a community where there is a prospect of building up trade. There are multitudes of names which are catchy and easily remembered, as "The Hub," "The Globe," "The Famous," "Plymouth," "Knickerbocker," "Star," "Garter," "Union," "Columbia," "Sterling," "Economy," "Crown," "Liberty," "Continental," "National," "Promise," "Cash," "Barter," "Bargain," "Good Luck," "10-Cent," "5-Cent," "Owl," "Hawkeye," "Bay State," "Provident," "The Beehive," "The Surprise," "The Leader," "The Outlet," "The Fair," etc. These names are suggestive of some sup-
 posably attractive power over the community, which will draw customers. For example, the names "Hub" and "Plymouth" have been thought peculiarly influential in a community where there are numbers of New England settlers. The same is true of the term "Knickerbocker" over New York people, and "Bay State" over Massachusetts people. Phenomenal success has marked the selection of the style "Hub" and "Plymouth" in various towns, and yet investigation has shown that the originators of these stores were entirely foreign to the people whose names they were adopting and whose trade they were soliciting. As a matter of fact, in very many instances this sort of choice is a mere catch-penny device and has in it no intrinsic value. It is frequently a cover for a doubtful enterprise. All individuality and personality are lost in it. If the enterprise is eminently successful, as in several instances we could demonstrate, the name of the organizer and builder of a large business is wholly lost in the pseudonym which he adopted. People know "The Hub" or "The Plymouth." The customers do not know Mr. Lytton or Mr. Rothschild, who founded, owns and operates the successful stores. Business is built up and built around character, and character lives in a personality. It requires time, energy, pluck and tireless persistence to build up a business. It does not depend wholly on chance, lucky selection of place or happy juggling of a catch name or phrase. All these may be made subservient to success, but they are not success. Business success calls for honest, straightforward hard work, in which the individual transfigures himself all through his business. Fancy names are misleading and ephemeral. Their repetition often in different places makes them ridiculous in contrast with the better store which they strive to imitate. If you have the grit, the capital and the inclination to establish a trade, choose your place, put your name in it and make your own name a winning power and success. You will respect yourself and everybody will respect you. We don't want to discriminate and there are scores of other leading successful retailers; to illustrate our point take these facts. Werner Bros.,

St. Louis, selected their own name. They have been very successful. They must have given much thought to the question. Henry C. Lytton, Chicago, has his name just below the Hub, so you see both at a glance. We do not know it, but we believe that if this merchant prince had it to do over again he would call his store "Lytton's," and if he ever opens in New York we will be surprised if he selects as a title "The Hub," instead of "Henry C. Lytton." Andrew Saks, known throughout the trade, called his new New York store Saks & Co.; that was good enough for him, and anyone who knows Mr. Saks knows no other title means more or could be made to mean more. It represents the man. Dave May in his new stores incorporates his name into his title—the May Company. Take these: Dunlap, Knox, Altman, Stern Brothers, Tiffany, Budd, Kaskel, Marshall Field, Capper—but space does not permit us to mention others in every line, which seems to us to indicate more and more the tendency of the times is to drop fanciful names and advertise only one name, not two, and that firm name that of the men in the concern. More and more a success in business is made through the adoption of the Golden Rule, "Do unto others as you would be done by."

Integrity is an individual jewel. The people honor always the real thing. Cold people like to draw near the fire. Make your own hearthstone warm and cheerful and your friends will be glad to see you face to face.—Apparel Gazette.

Retailers

Put the price on your goods. It helps to
SELL THEM.

Merchants' Quick Price and Sign Marker

Made and sold by

DAVID FORBES

"The Rubber Stamp Man"

34 Canal Street,
Grand Rapids, Michigan

Oleomargarine Stamps a specialty. Get our prices when in need of Rubber or Steel Stamps, Stencils, Seals, Checks, Plates, etc. Write for Catalogue.

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.

We Thought Last April

That we did about all the business it would ever be possible for us to do in one month, but the sales of Lily White flour this April were so much larger than those of last year that we begin to think there's no limit to the possibilities.

Lily White

"The flour the best cooks use,"

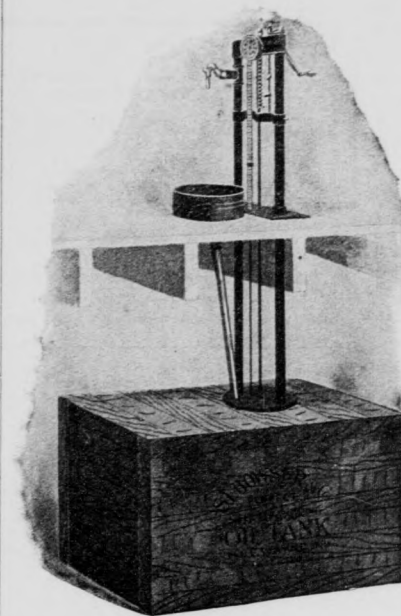
has stood the test of a poor wheat crop better than most Michigan flours, and in spite of the attempts of some outside concerns has made a bigger gain in sales than ever before.

If you want a reliable winter wheat flour, get Lily White.

Valley City Milling Co.,

Grand Rapids, Mich.

LITTLE LEAKS SINK THE SHIP



BASEMENT OUTFIT.

There are leaks in your business other than those from leaky barrels. For instance, there's the "leak" and not necessarily a little leak either, from

PILFERING

There is a class of people who can't, or at least DON'T, distinguish between what's THEIRS and what's YOURS. They "help themselves" during your absence from the salesroom, while you are gone to the basement for oil, perhaps. These continual pilferings must foot up a snug sum in the course of a year. Whatever it amounts to, it's YOUR loss. And how easy to fool the pilferer. Stay where you can watch him.

BOWSER 3 MEASURE OIL TANK

Pumps Gallons, Half Gallons and Quarts. Tank in cellar. Safe, clean, handy. Pump on store floor; it fools the Pilferer. It is better than a bulldog. Ask for catalogue "M"—it's free.

S. F. BOWSER & CO.
FORT WAYNE, INDIANA

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Buyers seem disinclined to go beyond their absolute necessities for the present season, although enquiries are more frequent in the market for the future. Should any concessions be made, it doubtless would mean a sale of the entire amount available within a short time. So far from there being any speculative spirit in the market, the buyers are sailing as close to the wind as they can and hardly keeping a safe quantity of goods in stock; at least it would not be considered a reasonable amount in other seasons. Naturally, there is much pressure brought to bear to secure concessions. We hear occasional reports of this being successful, but it is impossible to discover by whom concessions are made. Such rumors are always frequent under the present conditions and are usually made in attempts to secure the stated concessions from some one else. Three-yard drills have been enquired for by the export trade, but the prices asked have prevented a consummation of transactions.

Tickings and Denims—Tickings have shown advances and these goods are in a well-sold-up condition. The same remains true of denims, although on these goods every effort is being made by buyers to secure promises. But very small lots, however, can be secured within a reasonable time and considerably less than there is a demand for. There is a moderate business in progress in bleached cottons and prices are firm, showing a hardening tendency, although buyers are taking only what is absolutely necessary.

Linings—There are few new lines of linings being shown and the sales are confined almost entirely to staples. Buyers are looking for more satisfactory terms, but without any evident success. There are some novelties shown in the way of mercerized and very high finishes in plain fabrics, but beyond this there are few new ideas. Mercerized cloths in moire effects are being asked for to some extent and there has been a considerable amount of ordering for future delivery of mercerized sateens. Silesias show a very small business, although stocks remain low. The clothiers have not yet begun to purchase linings in any large quantities and they evidently have enough to carry them for a short time. As a rule, they are not laying up for the future in any goods. Serges, Italians, mohairs, etc., are pretty well sold up and there is difficulty in securing prompt deliveries.

Underwear—Balbriggans are in the most difficult situation for buyers to handle, the Egyptian yarns being exceedingly scarce and price quotations far above those of a year ago, with promise of going still higher. Naturally, this has brought the introduction of many imitations, but buyers want the real thing if possible. If the prices of Egyptian yarns continue to rise, it may mean a loss to the manufacturer on goods already under

contract, for very few, perhaps none, can show a stock of the raw material large enough to fill these contracts. It is not to be wondered at under these conditions that the manufacturers are endeavoring to get the highest possible price for goods made from these yarns so as to balance, as far as possible, the loss which may accrue later. Several of the buyers have left the market during the past week without placing orders, not finding goods at prices that they felt were reasonable, in many cases not being able to find the goods at all. Lisle thread lines have to some extent taken the place of balbriggans, but these, too, have become scarce on that account.

Hosiery—The wholesale market is beginning to feel the effects of the better weather and retailers report a splendid increase during the past week. The market has been rather dull for a while and the buying of an unimportant nature. Some agents begin to feel anxious in regard to the future for spring goods, but it does not seem to us that there is anything to fear yet. A year ago conditions were much the same, business was dull for a long time and the agents lived in the hope of warm weather. A cool season, however, disappointed them; still, it is hardly to be expected that we can have another summer as cool as last.

Quite Up to Date.

"Oh, yes," said the New York matron, "the Dukeleys are quite up to date. They know how to do things in the proper way."

"What have they done now?"

"Why, when they went to South Dakota to get their divorce they issued engraved invitations for the court function."

RUGS FROM OLD CARPETS THE SANITARY KIND

We have established a branch factory at Saul's Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent being in our employ (turn them down). Write direct to us at either Petoskey or the Soo. A booklet mailed on request.

Petoskey Rug Mfg. & Carpet Co. Ltd.
Petoskey, Mich.

The Kent County Savings Bank

Deposits exceed
2 1/2 million dollars.

3 1/2 % interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

DIRECTORS

Jno. A. Covode, Fred'k C. Miller, T. J. O'Brien, Lewis H. Withey, E. Crofton Fox, T. Stewart White, Henry Idema, J. A. S. Verdier.

Cor. Lyon and Canal Sts., Grand Rapids, Mich.

CURTAINS

Remember that we carry a large and complete line of Curtains.

Felt Curtains, Opaque Curtains
Both Plain and Fringe.

ALSO A COMPLETE LINE OF

Brass and Enameled Poles

OUR PRICES ARE RIGHT.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan

OUR LINE OF WRAPPERS



in the latest styles and dainty patterns is very complete. First-class workmanship, reliable goods, and perfect fit.

PRINTS, PERCALES, LAWNS, DIMITIES
\$7.50 to \$15.00 per Dozen.

Freight or express prepaid on all mail orders, **So Order by Mail.** Samples cheerfully furnished free. A trial order will convince you that we have the right goods at right prices.

LOWELL MANUFACTURING CO.

91-3 Campau St., GRAND RAPIDS, MICH.

Golf Caps



and all other popular styles are to be found in our line this season.

Spend a few moments in this department or mail us an idea of what you can use. We can please you. Prices range at 75c, \$2.25, 4.50 and \$9.00 per dozen.

Grand Rapids Dry Goods Co.,

Grand Rapids, Mich.

Exclusively Wholesale.

WHAT TO SAY

And How To Say It Most Effectively.

The advertisement writer of a store was discussing not long ago with a friend the advertising done by the leading stores of his city. After considering various peculiarities of advertising work, the friend remarked, "I notice that you devote much space in your advertisements to general talk about goods. It seems to me that your advertising would be improved if these prefaces were omitted and generalities, except such as bear directly on the matter in hand, carefully avoided." I agree with you," the advertisement writer replied, "I don't know who reads these prefaces that I write. I often say that they are written for the benefit of our employers. They seem to expect some such demonstration of our ability to out talk other advertisement writers. But I think that these general prefaces are of little value."

This brings up the question of what can with advantage be said in an advertisement in addition to a simple description of goods that are offered for sale. A great many advertisement writers know how to write a simple description of a line of goods and how to arrange it effectively in an advertisement, but they do not know how to do much more than this. There are other advertisement writers who seem to think that the art of writing an effective advertisement consists in extracting all the big words from the dictionary and welding them together in long, ponderous sentences, which glorify the store after the fashion of a circus announcement. This way of doing things does not appeal to any sensible person and it is safe to say that many inches of valuable space are wasted every issue by stores that make use of this style of work.

There was a time, when advertising was yet in its infancy, when the merchant talking at length to the public could say almost anything and it would be read by a considerable number of people, for advertisements were not numerous, the matter contained in them was simple and easily read, and a long advertisement was interesting from its novelty. But that time has passed and gone, and advertisements to-day are so numerous, the things they have to say are so varied, and the reader's attention is so much more occupied, that he has little time to spend in reading pure rhetoric and declamation. Uneducated people who like big sounding words and phrases and who think the ability to use seven syllabled words is an evidence of superior wisdom may be able to wade through a turgid chapter of stuff, but the number of such people is not large and they make rather a small audience to show off before. It is needless to say that the best educated people appreciate the greatest simplicity of speech and expression. They know that simplicity is the highest form of art and esteem it accordingly.

But there is often need of departure from the beaten track in advertisement writing and the introduc-

tion of matter into an advertisement that does not bear directly on the offering in hand. There is no reason why an advertiser should not talk to his patrons and friends in his advertisements about something besides the goods that he puts before them.

A retailer's customer is interested in something besides the goods themselves. The store system for the handling of the goods, promptness of deliveries, honorable methods in presenting goods for sale, both in the store and outside it, the principles on which business is done, the reasons why various offerings are made at different seasons of the year—all these matters are indirectly of interest to the purchaser and can well be treated of in an advertisement.

If a merchant will analyze his own attitude to the wholesalers from whom he buys his goods he will see how other things besides the particular bargain in hand affect his attitude. The personality of the salesman selling the goods, the certainty of prompt deliveries as agreed upon, the reputation of the house for straightforward dealings, the general tone the business, the general character of the house as enterprising in getting the latest desirable goods, or the reverse—all these things have their effect in determining where and when and how he makes his purchases. They are matters which are discussed between him and the salesman or the head of the wholesale firm. Business talk of this kind has much to do with determining his trade relations. Just the same conditions hold true of the retailer's relation to his patrons. They are interested in knowing what are his business methods, what are his business ideals, and in what style he does things in general. Often a little statement about some matter only indirectly related to the subject of the advertisement will have its effect in determining a purchaser's action.

When writing about matters of this kind, be careful to talk in a simple, direct fashion. The truth needs no adornment. If a man has anything very good to say about himself he does not need to puff and blow over the facts. They will speak for themselves. An incisive, cheerful, energetic method of presenting facts is all that is needed. Puff and bluster and brag are unlovely at any time, and particularly so when speaking about one's own achievements.

A little talk about store methods makes a nice feature for an advertisement. A short statement of what the proprietor considers the correct ways of doing business, or what he strives to do in delivering goods promptly, is a matter on which something can be said with effect. It is particularly true of a large store that news about the store is interesting in itself to many people. As an institution of the community, people like to read about it and matter relating to it is of service to the store and its interests.

The man who stoutly maintains that honesty is the best policy is sorry things are so arranged.

Special Prices On Kitchen Cabinets



Ed. Kennicott, Manufacturer
Newaygo, Michigan

All Dealers Should Handle

CERE KOFA

The best substitute for
Coffee.

A TRADE WINNER

Largest Package; Most
Profit; Liberal Discount to
the Trade. Ask your job-
ber for it.

Grand Rapids Cereal Co.
Grand Rapids, Mich.

H. B. Moore

Claude P. Wykes

MOORE & WYKES,
Merchandise Brokers

Office and Warehouse, 3 North Ionia Street,
Grand Rapids, Mich.

Citizens phone 3771.

PLASTICO

The Durable, Sanitary, Econom-
ical and Beautiful
WALL COATING

To be mixed and used with
cold water.

Not a new, unknown and
untried kalsomine prepar-
ation.

We have at this time many
good openings for live deal-
ers. There are good towns
where we have no agency
established that the right
man can secure. Write us
about it and our plan of
advertising.

ANTI-KALSOMINE CO.

Grand Rapids, Mich.

Plymouth Wheat Flakes

A pure and wholesome break-
fast food, made of the whole
wheat, rich in phosphates and
nitrates. Delicious and ready
to eat. Write for full partic-
ulars concerning our plan of
giving stock to dealers and a
sample of our goods.

Plymouth Food Company, Limited
Detroit, Mich.

Detroit trade supplied by The
Ward L. Andrus Co., Ltd., Detroit.

Butter and Eggs

Chinese Eggs Covered With Salt and Clay.

Some time ago, E. E. Overpeck, the man who looks after the dairy freight business of Merchants Despatch Transportation Co. in this market, told me that there were arriving at St. John's Park, at frequent intervals, consignments of eggs from China. He said there were various stories about these eggs—to the effect that they were preserved by a process that made them practically everlasting and that in China they are kept for years, improving with age like old wine. Thinking that a description of these eggs might interest the readers of this column, I took a trip over to Chinatown last week to investigate. Mr. Overpeck had kindly introduced me to the foreign freight agents who handle much of the Chinese trade, and from them I arranged to meet a representative of the Chinese importing houses, one Charlie Van Poost, who represents Quong Shing at 32 Mott street, in the Chinese quarter. At this store I found an assortment of Chinamen, some engaged in smoking their long stemmed pipes, some opening boxes of various strange looking goods, in a room smelling like fire-crackers and filled with Chinese merchandise. Upon engaging Mr. Van Poost in conversation about Chinese eggs I found him suspicious and non-communicative. He evidently thought that any information wanted by a newspaper man had better be kept under cover and finally remarked, "No want say anysing 'bout eggs; no 'Melican man eat; allee duck eggs; no good put in plaper." He would not even sell me any eggs, so I concluded newspaper men were tabooed in Chinatown and walked down the street in the guise of a private citizen. Entering a likely looking Chinese store further down the street I enquired for tea and found a representative of the flowery kingdom who not only spoke good English, but seemed intelligent and well informed. He told me about the different grades of tea and evidently knew what he was talking about. So after buying some tea I broached the subject of eggs. "Yes, we have," answered he, "how many you want?" So I bought half a dozen for 15c and this is what I found out about them:

No "fresh" eggs are shipped from China to this country, all being preserved in salt. They don't keep "forever" and they are not considered better as they get older—even by Chinamen. Most of the Chinamen would just as soon have American fresh eggs, but some of them prefer the Chinese salt eggs because of their salty taste. I suppose there may be Americans who get to like "ice house flavor" in the same way. These Chinese salt eggs are covered with a layer of clay mixed with a strong brine and packed in loose earth similarly treated. They are shipped here in wooden boxes as big as an ordinary soap box, packed in earth, and it is said they arrive in good condition. They keep from four to six months, and it takes about two months to get

them to New York. They retail at "two for five cents" or 30 cents a dozen, and as the freight and duty amount to about 15 cents one can calculate that the eggs are pretty cheap in China. I took one of the eggs home and in spite of its repulsive appearance when covered with its coating of antipodean earth it looked so clean and nice when boiled that I sampled it; the flavor was good—little different from an ordinary American store egg, except for a salty flavor which, after all, is quite acceptable in an egg.—N. Y. Produce Review.

Why New Fillers Should Be Used.

Madison Cooper, replying to an enquiry concerning the use of second-hand fillers for cold storage says: "It is not good policy to use fillers a second time for cold storage purposes. It is better to use new fillers which are made of sweet materials and thoroughly dry. In using old fillers even when they are thoroughly dried out there may be germs which will create a growth of mold when placed in cold storage. We always recommend new fillers each season. They should be the best obtainable, and a medium filler is better for cold storage use than what is known as the No. 2 filler. It is not considered necessary to kiln dry fillers, but it is a good idea to have them on hand for a few weeks before they are used so that they can have a chance to 'season,' that is, to dry out and deodorize. If they can be stored where there is free circulation of air it is advisable."

At the Palmist's.

Ludwig—Himmel—Five tollars to hav my hant read? Vat?

Ser—Well, you see your hand is German, and we always charge extra for translations.

The Iowa shippers who have been able to get eggs coming their way have made considerable money this spring on the advancing market, some of them netting a profit of \$100 to \$150 per car.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Fresh Eggs

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

The JOHN G. DOAN CO.

WHOLESALE

Fruit Packages, Fruit and Produce

In carlots or less. All mail orders given prompt attention. Citizens phone 1884.

Warehouse, 45 Ferry St. Office, 127 Louis St. Grand Rapids, Michigan

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.

Telephone, 1356 Franklin.

Established 1865.

L. O. Snedecor & Son

Commission Merchants

Egg Receivers

36 Harrison St., New York

Corner Washington St.

We have special trade for small shipments of Fancy Fresh Eggs.

Reference: New York National Exchange Bank.

L. O. Snedecor

L. O. Snedecor, Jr

Buying Eggs

Every day. Market price paid. Wholesale dealers in Eggs, Butter, Honey.

Mittenthal Bros., Grand Rapids, Mich.

106 S. Division Street Eft. Phone 2224

Branch houses—Chicago, Ill., Kalamazoo, Mich., Battle Creek, Mich.

Established 1884.

GARDEN SEEDS

All orders filled promptly the day received. Prices as low as any reputable house in the trade.

ALFRED J. BROWN SEED CO.

GRAND RAPIDS, MICH.

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed white-wood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

REMOVE

We will May 1 move our office to our new brick warehouse on Second avenue, Hilton street, Third avenue and Grand Rapids & Indiana and Pere Marquette Railroads. To reach office quick from Monroe street, take Division street or Grandville avenue cars south to Second avenue.

MOSELEY BROS.

SEEDS, BEANS, POTATOES, FRUIT, GRAND RAPIDS MICHIGAN.

Eggs Wanted

In any quantity. Weekly quotations and stencils furnished on application.

E. D. Crittenden, 98 S. Div. St., Grand Rapids
Wholesale Dealer in Butter, Eggs, Fruits and Produce

Both Phones 1300



E G G S

We are the largest egg dealers in Western Michigan. We have a reputation for square dealing. We can handle all the eggs you can ship us at highest market price. We refer you to the Fourth National Bank of Grand Rapids.

Citizens Phone 2654.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Roosters Owned by a Railroad.

The railroads in the Southern States appear to be largely responsible for the improvement in the breeds of poultry and of dairy cattle within recent years. It is said that the Seaboard Air Line, whose railroad traverses the low lands of Virginia, North Carolina and South Carolina, along the coast, adopted a somewhat unusual method. Most of the farmers in this section have small tracts of land for raising vegetables, and, in order to improve the poultry and egg supply, the industrial department of this road purchased several hundred high-bred roosters, which were sent to the agents of the road at different stations, with the instructions to loan them to the farmers in this territory, provided the farmers would agree to put them in with hens for ninety days. The roosters were then returned to the agents, who loaned them to other farmers, and so they were sent from place to place. All the farmers who borrowed them were given printed instructions for their treatment. This practice has been going on for several years, and it is said the poultry production in that section has been very much increased.

This company has also purchased several fine bulls, which they loaned to farmers for similar purposes. Notice is posted at different stations that farmers can borrow these bulls, and great interest has been manifested in the work of improving the herds in this section.

The Dawson Egg Business.

A newspaper correspondent, writing from Dawson, says that the importers of eggs have become expert in handling this stock in winter on the shaky rigs available and in the intense Arctic weather of that section. As a rule the eggs are packed in egg cases of the ordinary size, lined with canvas. The beds of the sleighs are lined with warm material, and blankets and robes are placed over the top of this. Little further precaution, it seems, is needed when the sleighs are moving. At night tents are erected over them, and the temperature raised by keeping fire in little portable stoves provided for that purpose. When the temperature reaches 40 or more below the sleighs do not travel, remaining in tents, but at the ordinary temperature—30 below—traveling may be done without much risk to eggs. It is claimed that eggs brought into Dawson last fall retailed at \$25 a case, and those which came in later in the winter over the ice brought \$50. It is said all eggs are brought in by rigs owned entirely by the importers. The stages do not care to take the trouble to handle this class of goods. Merchants who bring in eggs and other eatables calculate they can allow no more than 15c per pound for freight, and the minimum charge by the stages is 40c on big shipments.

Must Use Ink Hereafter.

It will now be required that all bills of lading for shipments of butter, eggs and other produce to New York be made out in ink. It is the

custom with many shippers to make out these papers carelessly, and with pencil. As a result when the bill of lading reaches the consignee it is often illegible, or nearly so. In view of these facts, the New York Mercantile exchange recently passed the following resolutions:

Whereas, The merchants of New York handling dairy products are daily required to advance large sums of money on bills of lading which are frequently written with lead pencil, carelessly worded and often without the official stamp of the railroad at point of shipment, and

Whereas, Bills of lading thus drawn are irregular and should not be accepted by banks,

Resolved, That it is the sense of the Executive Committee of New York Mercantile exchange that every bill of lading issued by railroad and steamship transportation companies shall be filled out legibly in standard fluid ink, and bear the official stamp and date of the company issuing the same, together with the signature of the agent, and be it further

Resolved, That this resolution be referred to the Trade Committee with request that it receive immediate consideration.

Why He Did Not Leave It.

Customer—You have not left me any bread for two mornings.

Baker Boy—No, mum. You take graham bread.

"Of course; why don't you leave it?"

"We haven't none, mum."

"You haven't any? That's a queer excuse. Why don't you make it?"

"You see, mum, the man that held the mortgage on the mill foreclosed it and it don't run now."

"Oh, you mean the flour mill?"

"No, mum, the saw mill."

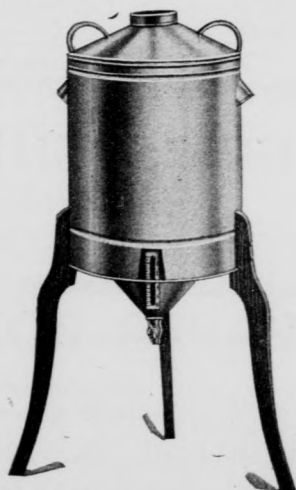
Anything to Please.

He—Those dots are too large.

She—Oh, they'll shrink in the wash to just the desired size.

He—I thought you said the stuff wouldn't shrink.

She—It doesn't. Only the dots.

Cream Separators.

Let us have your inquiries.

WM. BRUMMELER & SONS,

Makers of Good Tinware.

249-263 So. Ionia St.

Grand Rapids, Mich.

E. S. Alpaugh & Co.

Commission Merchants

16 to 24 Bloomfield St.

17 to 23 Loew Avenue

West Washington Market

New York

Specialties: Poultry, Eggs, Dressed Meats and Provisions.

The receipts of poultry are now running very high. Fancy goods of all kinds are wanted and bringing good prices. You can make no mistake in shipping us all the fancy poultry and also fresh laid eggs that you are able to gather. We can assure you of good prices.

References: Gansevoort Bank, R. G. Dun & Co., Bradstreet's Mercantile Agency, and upon request many shippers in your State who have shipped us for the last quarter of a century.

Cold Storage and Freezing Rooms

Established 1864

BUTTER

I always want it;
in fact,

I WANT IT BAD

E G G S

At present prices I want the other fellow to have them.

E. F. DUDLEY, OWOSSO, MICH.

Cold Storage

Butter, Eggs, Cheese,
Dried Fruits, etc.

Now is the time to engage space.

What are you going to do with that Maple Sugar and Syrup?

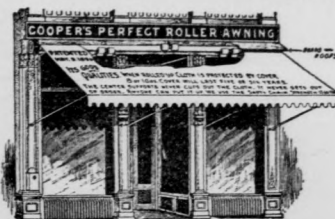
Better ask us about it.

Switch connections with all roads entering Toledo.

The Toledo Cold Storage Co.,

Toledo, Ohio

DON'T ORDER AN AWNING



Until you get our prices on the Cooper Roller Awning, the best awning on the market. No ropes to cut the cloth.

We make all styles of awnings for stores and residences. Send for prices and directions for measuring.

CHAS. A. COYE

11 and 9 Pearl Street

Grand Rapids, Michigan

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, May 9—So far as the coffee market goes the week started in as dull as any of its "esteemed predecessors." Within the last day or so, however, things have taken a turn for the better and, while no appreciation has been made in quotations, the feeling seems to rather be in favor of the seller at the moment. The reasons assigned are very light receipts at primary points, an advance in the rate of exchange in Brazil and a stronger tone to the markets there. Of course, the firmness is liable to be knocked higher than a kite at any time. In store and afloat there are 2,551,705 bags, against 2,383,924 bags at the same time last year. At the close Rio No. 7 is quoted in an invoice way at 7½@7¾c. Mild coffees show a better tone and some pretty fair sized lots have changed hands. Only the usual business is reported in East India grades, but quotations are firmly adhered to.

The sugar trade is flat. The little business going on is of withdrawals under old contracts and new business is conspicuous by its absence. Big supplies of raw sugars have come in this week and this has tended to keep down quotations to the ebb tide. Some of our leading jobbers have gone to Chicago to see if some sort of a sugar arrangement can not be made by combining with Western jobbers so a profit will be secured on sales of sugar. Quotations of refined are practically without change.

Arrivals of teas in this country for the past nine months aggregate about 100,000,000 lbs. This supply is going to knock the bottom out of the encouraging conditions lately prevailing. The country can not use such an amount. The week has been quiet, the trade being only for small lots "to last over Sunday." The supplies on hand are in few hands and they can control the situation to the best advantage.

The market for rice is firm. Sales have been made at top rates and buyers seem to realize that they will gain nothing by shopping around. Some fancy domestic Japan was reported sold at 5½c, or about ½c above the prevailing quotations. Foreign sorts are firm and the offerings are decidedly light. Altogether it is a sellers' market.

Pepper, spice, cloves and nutmegs are all reported very firm and the chances are that this strength will steadily increase. Singapore pepper, 12½@12¾c in an invoice way; cloves, Zanzibar, 7½@8c; nutmegs, large, 41@42c; small, 25@29c.

Supplies of molasses seem to be sufficiently large to meet the small demand, but with the season's advance the market is assuming a degree of quietude. Quotations are firmly adhered to and the situation rather favors the buyer. Syrups are rather weak and the demand is quiet. Prime fancy, 22@28c.

Jobbers are trying to work off all

odds and ends before new canned goods come in, and so far as bargains go, some very good ones might be picked up. The week, as a rule, has been rather quiet, but perhaps as much business is being done as could be expected at this time of the year. Tomatoes are worth about 75c, although one broker astonished the trade by advertising a large lot at 72½c, less 1 per cent. for cash. This brought in a big lot of orders, but so upset the trade at large that the owner felt under obligations to withdraw the remainder. Corn is very firm at \$1.15@1.25. Virginia reports awful destruction of pea vines by insects, but, as usual, there is the same allowance to be made.

Dried fruits are steady and that is all that can be said. The demand is for small lots and quotations are practically without change.

Oranges are meeting with better request and lemons have had a very quiet week indeed. Prices are about unchanged.

The supply of extra creamery butter is hardly equal to the demand and, while quotations are not perceptibly higher than a week ago, the tone of the market is strong and stock is pretty well cleaned up. Best Western creamery, 22c; seconds to firsts, 19@21½c; imitation creamery, 17@19c, the latter for fancy; fresh factory, 14½@15½c; renovated, 16@18c; rolls, common to prime, 13@15c.

Stocks of old cheese are about cleaned up and the little remaining is firmly sustained at 14@15c. New cheese is being called for to some extent and exporters are doing a little business therein. Not over 12½c can be quoted and a good deal of the stock coming to hand will not bring this.

Fresh-gathered Western eggs are worth 17c and the situation is decidedly strong. The demand is fairly good and with a large part of the rather light supplies going to storage, quotations may advance still further. Seconds to firsts, 16@17c; dirties, 13½@14½c; duck eggs, 15@18c.

AUTOMOBILE BARGAINS

Write for our Second-hand List of rare good values.

BICYCLES—Do you want a fine one at wholesale price?

Michigan Automobile Co.
Grand Rapids, Mich.

Cheaper Than a Candle

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

HAY OR STRAW

We are in the market for both and are prepared to pay the highest market price. Write and let us know what you have.

We job extensively in PATENT STEEL WIRE BALE TIES. Guarantee Pri.es.

SMITH YOUNG & CO.,
1019 Michigan Avenue East, Lansing, Michigan

References: Dun's or Bradstreet's and City National Bank, Lansing.



CROHON & CO.

DEALERS IN

HIDES, WOOL, FURS, TALLOW
AND PELTS

26-28 N. MARKET ST., GRAND RAPIDS, MICH.

Highest market prices paid. Give us a trial. Always in the market.

BOTH PHONES

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

We are also in the market for some Red Kidney Beans

WE ARE HEADQUARTERS

for California Navel Oranges and Lemons, Sweet Potatoes, Crauberries, Nuts, Figs and Dates, Onions, Apples and Potatoes.

The Vinkemulder Company,

14-16 Ottawa Street

Grand Rapids, Michigan

We buy Potatoes in carlots. What have you to offer for prompt shipment?

30 YEARS SELLING DIRECT

Large Catalogue FREE Send for it.



No. 647—Top Buggy. Price \$40. As good as sells for \$25 more.

We are the largest manufacturers of vehicles and harness in the world selling to consumers exclusively.

WE HAVE NO AGENTS

but ship anywhere for examination, guaranteeing safe delivery. You are out nothing if not satisfied. We make 105 styles of vehicles and 65 styles of harness.

Visitors are always welcome at our factory.



No. 327—Surrey. Price \$78. As good as sells for \$50 more.

ELKHART CARRIAGE & HARNESS MFG. CO., Elkhart, Ind.

HERE'S THE D-AH

Ship COYNE BROS., 161 So. Water St., Chicago, Ill.

And Coin will come to you. Car Lots Potatoes, Onions, Apples, Beans, etc.

PAPER BOXES

We manufacture a complete line of
MADE UP and FOLDING BOXES for

Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples.
Prices reasonable. Prompt service.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

What Is Required to Be Successful.

This world is full of lazy merchants and this is one reason there are so many failures. Sometimes these very merchants wonder why it is that others are more successful than they. These lazy thoughts keep their mind busy all the time, and do not allow the progressive ones to enter and explain why things are so haphazard with them. We must learn to deal with thoughts just as we deal with people; the busy man will not allow a lazy man to sit around and keep him from his work; he will excuse himself and run off and attend to his business.

There are lots of traveling men on the road that would keep dealers from their work all day if they could, but the busy merchant does not give them that opportunity; the traveling man has an object in view when he wants you to go out with him, and likewise have the lazy thoughts, and you may never know just what the object is. It is an excellent plan to begin every day with a program and determine that, come what will, you will carry out your program as closely as possible. Follow this persistently day in and day out and you will be surprised with the results within a few years. You will soon find yourself one of those little fellows with the big successful thoughts running through your mind all the time.

Make up your mind that you will be larger than the trifles that cripple and cramp the minds of the masses and that you will rise above failure in business, and that, regardless of petty annoyances and interruptions, you will carry out your plans in a large and commanding way. You can become a commander in this great army in the business world if you will only think so; you can command the rest to come forward and stand beside you as one of the leaders in your line of work; you can show the world what progression in life is if you will attract the power that does the work. It makes little difference to me who you are, whether clerk or employer, lady or gentleman, you have your own row to hoe, and the handle of your hoe is controlled by a power that moves a mighty weight within the human family, and you will either have to obey the suggestions given above or go down the line, drifting as a log in the river.

Let us all be as great warships; we can if we will. We have, I think, all the warships we need to fight the battle against life and death on the physical plane, but we have not enough to fight the great battle in the struggle of how we are to live a happy, useful and successful life. Now I am going to ask you to send your ideas in to this journal as to what you think is required to be successful in the business world. We want to hear from you, for there are thoughts coming to you that do not come to us. You are one center and we are another, and every center has its good points, every ship is propelled by its own individual power, and if you wish to help us in our effort to get others to join our fleet of warships in order that we may with our united efforts help young men

who are to step into our places some of these days, we shall be very glad to hear from you.

Let us endeavor to make this journal a school for the young men, as it were, and while I don't believe in following the advice of others, I do believe in reading what others have to say just to get in touch with the best of everything; my own thoughts will tell me what is good as I read from your pen, and they may show me how to improve on some of the things you may say and in this way you can help me and many others to find that which we ought to have. Try to realize that while you are thus unloading yourself of the best thoughts that are within you, you are making room for more.

We cannot stand still; we must be going backwards or forwards. Let us endeavor to go forever forward and upward, and the only way in which this can be done is in acting on the better thoughts that come to us. We don't expect you to write long articles, but would like to have you send in a few words, at least. Say something and let us see what will grow from it; there will be something spring up from your words and perhaps you may do good to every reader of this journal. The family of good uplifting business thoughts are in all parts of the world, and we want as many of them in this journal as possible, so send in a few, as they come knocking at your door, the great door of your mind. Edward Miller, Jr.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

Gas or Gasoline Mantles at
50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
OF GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

\$5.75 PAID FOR 1853 QUARTER;
\$10.00 paid for 1853 half dollar;
\$2.00 paid for 1856 cent; \$1,000
for certain dollar, and other enormous prices given
for hundreds of dates and varieties of OLD
COINS, also STAMPS. Don't pay a dollar for a
book when we send you TWO COMPLETE
BOOKS, illustrated, strictly reliable, with names
of HONEST coin and stamp dealers who will buy
of you. The TWO books sent post paid for only
10c silver or stamps.

Zeno Mail Order Supply Co.

116 Angela St.
South Bend, Ind.

F. M. C. COFFEES

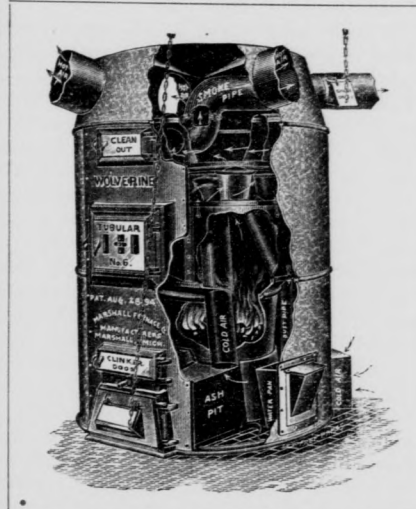
are always
Fresh Roasted

Wolverine Furnaces

MADE BY

THE MARSHALL FURNACE CO.,

MARSHALL, MICHIGAN.



More Heat, Less
Fuel

Is our motto.

Do you want the best?
Remember, too, experts
install the work, and
you buy direct from the
maker.

ADDRESS

THE MARSHALL FURNACE CO.,

MARSHALL, MICHIGAN.

B. R. SMITH, West Mich. Representative,

21 LaGrave St., Grand Rapids, Mich.

Telephone, Main 2602.



White Seal Lead

and

Warren Mixed Paints

Full Line at Factory Prices

The manufacturers have placed us
in a position to handle the goods to
the advantage of all Michigan custom-
ers. Prompt shipments and a saving
of time and expense. Quality guar-
anteed.

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

H. M. REYNOLDS ROOFING CO.

Grand Rapids, Michigan

MANUFACTURERS

Ready Gravel Roofing, Two and Three Ply Tarred Felt Roofing,
Roof Paints, Pitch and Tarred Felt.

Commercial Travelers

Michigan Knights of the Grip
President, B. D. PALMER, St. Johns; Sec-
retary, M. S. BROWN, Saginaw; Treasurer,
H. E. BRADNER, Lansing.

United Commercial Travelers of Michigan
Grand Counselor, F. C. SCUTT, Bay City;
Grand Secretary, AMOS. KENDALL, Toledo;

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

Eloquent Tribute to the Tireless Traveler.

It is hardly possible to over-estimate the change in our modes of domestic trade by the introduction and conduct of the commercial traveler; but he is a fruit as well as a force. All progress is an evolution; all growth a development, and in each stage of this evolution new agencies are necessary and they are always produced by their necessity. It is for our time that you were needed, and it is in our day that you have come to stay. Our peculiar form of government, our modes of trade, our enormous stretches of country, our partially developed and developing means of transportation required a new mode of bringing the buyer and seller together. Out of this grew your vocation. It is one which requires a rare combination of qualities. The physical energy demanded is striking; no weather, no unpleasant forms of travel; no country tavern, no inaccessible mountain sections, no overflowed rivers can be permitted to stand in the way of the drummer. Like death, all hours must be his. He must also imitate the apostle and be all things to all men in order that thereby he may gain some. He is the companion and associate of every citizen in our diversified country. He must be as much at home in the cross-roads of a prairie state as in the cove of a mountain range. He must know the elegancies of the city merchant and adapt himself to the simplicity of the hamlet retail dealer; he must also have the widest information; become familiar with the cost of the material and the production of all those things which are in his line of trade, so that he may at all times be aware of the value of the article which he has to sell; he must keep abreast with the state of the market that he will neither sell to his employer's hurt, nor over sell to his customer's detriment. He is, in a sense that is sometimes obscure, the agent of both; he is the trusted salesman of his employer; he is the trusted salesman to his customer; he must to the one be loyal, to the other be truthful. This is simply another form of stating that commerce is honest, and that in every honest trade each party to it is benefited. He must be something of a politician so as to foresee what effect legislation or the course of parties will have and so as to adapt his sales to the future. These are rare qualities, and when they do exist so as to make a commercial traveler a leader among his brethren, they demonstrate that he would be fit to lead in any profession or calling.

May I be permitted, also, to sug-

gest that there is another side to his vocation, which, if less important, is at least attractive and important. He is the visitor in every neighborhood; from the remoter and more crowded communities he carries into the comparatively humble and inaccessible neighborhoods the news of the outside world; he is the ubiquitous gossip of the republic, who bears like the wind the down of the thistle, the light gossip of the whole country, tying together by the pleasantness of his constant narrations every section in that sympathetic bond, which is another form of the fellow feeling which makes all the world akin; he is the revealer in the neighborhoods to which he goes of the public opinion upon all questions of the outside communities and in that he helps to shape by his frequent visits the public opinion of these communities, to keep stagnation from settling down upon the hamlets and to give to the remotest collection of cottages some glimpse of what lies on the other side of the mountain or beyond the outstretching prairies. In this way he does perform that great function of "tying the republic together." In this world of ours men are not tied by bands of steel; they are not joined together by cables of iron. The strongest ties are those which may seem to be the slightest. Our sympathies, our hopes, our aspirations, we suddenly find are similar to those of our brethren whose faces we have never seen, and we suddenly realize that they are our brethren speaking not merely the same language in that it is English, but the same language in that it is pregnant with the same loves, redolent with the aroma of the same hopes, and thrilling with the same pious reverence for the Divine Jehovah; and you carry into countless homes the fragrance and the beauty of other countless homes, making between these distant homes ties which although seemingly slight, are never broken.

You are an army of volunteers, each enlists of his own option, but you soon become disciplined soldiers, and your discipline gained on the road in the multifarious varieties of duties which you are compelled to execute fits you for any form of employment in your lines of business; so that out of your ranks are constantly recruited the merchant, the manufacturer, who build up our great industries.

Your influence is wholly for good. War leaves much that is deplorable behind. The commerce of peace always tends upward. By processes of elimination its better men gradually go to the front; its wiser men become leaders; those who love their kind unconsciously rise to eminence. Individual instances might seem to render this untrue, but these are the exceptions. Day by day as the 500,000 and more of commercial travelers who help to bring about what trade has accomplished in America, busy themselves in this unique and honorable vocation, the world grows better in part by them. Your profession becomes more honorable, your own public opinion as to the conduct of your members becomes higher

and more peremptory, as you require of your brethren purer lives, honest methods, a higher standard of commercial morality, and you constantly aid in elevating these better methods. I delight to dwell in my imagination on the great army of over 500,000, braving the storms of winter and submitting to the heats of summer, carrying in their hands the produce of human sweat, and tying distant communities together by the interchange of necessities; breaking down the barriers of climatic and other influences; making all mankind akin by giving to each something that had been produced by the others; and behind them I see the toiling millions who produced the prodigious results which they are selling; and on the other side the happy homes into which are being carried through your means wealth, prosperity and happiness. W. C. P. Breckenridge.

An original joke is one so old that every one else has forgotten it.

A Business House Should be Business Like

It certainly is not business like to write business letters with a pen. Nearly every business firm of any magnitude has discovered this some time ago. There are a few, however, who continue to plod along in the old rut.

A Fox Typewriter will change all this for you. It is a very easy thing to learn to operate the machine, and soon becomes a pleasure. The Fox Typewriter is simple, durable, easy to operate and is the embodiment of more practical features in typewriter construction than any writing machine yet produced. It will last you a lifetime. Our free trial plan enables anyone to try the typewriter for ten days. Let us acquaint you with it. New 1903 catalog free on request.



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



"Reserve Strength"

Nutro-Crisp
The Ready Cooked
Granular Wheat Food
A Delightful Cereal Surprise

The workman's muscle is his capital. He will have reserve strength if he eats Nutro-Crisp, the great Muscle Builder.

School children require generous nourishment. Give them Nutro-Crisp. They love it. "Benefit" Coupon in every package.

Proprietors and clerks' premium books mailed on application.
Nutro-Crisp Food Co., Ltd.,
St. Joseph, Mich.



EAGLE HIGH TEST LYE

Standard of 100% purity. Powdered and Perfumed.



Established 1870

Strongest, purest and best, packed in a can having two lids, one easily cut and the other removable for constant use. Eagle Lye is used for soap making, washing, cleansing, disinfecting, softening water, etc., etc. Full directions on can wrapper. Write for booklet of valuable information. For spraying trees, vines and shrubs it has no equal.

OUR

New Deal

FOR THE

Retailer

This Deal is subject to withdrawal at any time without further notice.

Absolutely Free of all Charges

One Handsome Giant Nail Puller

Any dealer placing an order for a 5 whole case deal of EAGLE BRANDS POWDERED LYE.

HOW OBTAINED

Place your order through your jobber for 5 whole cases (either one or assorted sizes) Eagle Brands Powdered Lye. With the 5 case shipment one whole case Eagle Lye will come shipped FREE. Freight paid to nearest R. R. Station. Retailer will please send to the factory jobber's bill showing purchase thus made, which will be returned to the retailer with our handsome GIANT NAIL PULLER, all charges paid.

Eagle Lye Works, Milwaukee, Wisconsin

SUCCESSFUL SALESMEN.

T. T. Usborne, Representing Cappon & Bertsch Leather Co.

Theron T. Usborne was born at Wallworth, Wayne county, N. Y., Jan. 16, 1866. His antecedents were English on both sides, he having been born a few months after the arrival of his parents from Kent, England. When he was 3 months old, his parents moved to Van Buren county, locating on a farm near Hartford. Seven years later they moved to Oceana county, locating on a farm about a mile from Shelby. Mr. Usborne attended the public school of that place. He then worked a year or two in the lumber woods, in a saw-mill and on a farm, when he was apprenticed to learn the harness business in the shop of Geo. McMullen,



at Shelby. He devoted three years to acquiring a knowledge of this trade, when he went to Howard City and worked a year as journeyman in a harness shop there. He then engaged in the business at Shelby on his own account, which he continued twelve years, selling out in the fall of 1900 to H. T. Compton. Jan. 1, 1901, he went on the road for the Cooper Horse Blanket Co., of Fond du Lac, taking Michigan as his territory. Six months later he was offered and accepted a position as Eastern Michigan traveling representative for the Cappon & Bertsch Leather Co.

Mr. Usborne was married June 24, 1888, to Miss Amy B. White, of Shelby, and is the father of two daughters, aged 10 and 9 years, respectively. The family resides at Lapeer, which is in about the center of his territory.

Mr. Usborne attributes his success to the fact that he has a good house, presided over by a good manager, and that there is hearty co-operation between the traveler and the house as to the kind and character of goods which should be handled and the prices at which they should be sold. Manager Otis, on the other hand, insists that much of Mr. Usborne's success is due to the fact that he is a practical harness maker and that he is therefore able to sell more goods in that line than any other man in his employ, because he can meet the harness maker on common ground and talk with him as no one but a practical harness maker can talk.

All Aboard for Detroit.

The members of Grand Rapids Council, No. 131, U. C. T., are going to Detroit to attend the Annual Grand Council meeting May 15 and 16 in a special train over the Grand Trunk, leaving the D. & M. station at 8:30 Friday morning.

If you want to go, be on hand. Tickets, one fare for the round trip, good returning any regular train to and including Sunday.

It is difficult for a traveling man to get what he wants and, despite the fact that we have, as usual, encountered all sorts of obstacles in connection with this trip, we have at last concluded arrangements, as above mentioned. Brothers Kolb, Driggs and Burns will have direct charge of affairs, although in just what capacities we have been unable to learn. Probably Papa Driggs will act as conductor and John Kolb will be assigned the menial position of brakeman or porter, while we suspect Burns will likely own the whole darn railroad and require the services of two or three special clerks to attend to his business for him.

We want all to go. For special information call Secretary Baker on Citizens phone 3365.

Trade Excursion Inaugurated by Cadillac Merchants.

Cadillac, May 7—Enclosed please find check for \$1 for your bright weekly visitor for fifty-two more visits.

Reading about different ways of advertising, I thought I would let you know how I contrived to get more genuinely good advertising for the risk taken than I ever anticipated. I bought out my partner a few weeks ago, and, of course, needed considerable money, and our stock needed a big reduction in size, too, so I commenced a big dissolution sale. It was a success from the start, because I did exactly as I advertised and was able to show the people this fact; but the feature of my advertising that did me the most good was that I secured excursion rates on regular trains and special train returning at 10 p. m. to Copemish. I had to put up a check for \$80, guaranteeing the cost of the special train, and the railway company credited me with the sale of excursion tickets at Copemish, Yuma, Mesick and Harrietta. After I had secured this excursion I told the other dealers in various lines, even my competitors in the clothing business, and they, too, got out bills advertising special inducements to people showing excursion tickets on that day, so we just made it a Cadillac Bargain Day and got the band out all the afternoon and evening and at 4 p. m. sent the band out to Mesick, returning here at 7 p. m. The merchants who got out bills helped pay the band and the excursion paid for itself, so I will have my \$80 returned to me. What do you think of it? I thought it might be of a little interest to you.

This event showed the merchants here that by working together we will all be benefited. Hans Ostensen.

Henry B. Fairchild, M. B. Wiseman and Bob Clark went to Baldwin on a fishing trip one day last week. They brought back a liberal supply of fish, but from the sinister appearance of their countenances it was apparent that they used silver hooks to a considerable extent.

Gripsack Brigade.

Battle Creek Moon: L. Moblo started on the road Monday as salesman for the United States Register Co. He will make the Lower Peninsula of Michigan and Ohio.

Saginaw Courier-Herald: H. H. King has taken a position with the Wolverine Brass Co., of Grand Rapids, which he will represent in the States of Pennsylvania and New York, with headquarters at Pittsburg.

Hillsdale Standard: The five salesmen of the Worthing & Alger Co., who have been on the road since Feb. 15, report that they have sold over \$80,000 worth of goods up to the present time. This is the best sale ever made by this time of year.

Sherwood Register: C. B. Wilcox has secured a position as traveling salesman for the Plano Manufacturing Co. and started out May 10 for a four-months' trip, after which he has a contract with Maxwell & Utley, of Chicago, at a good salary.

Holland City News: John Van Leeuwen has taken a position with Hibbard, Spencer & Bartlett, of Chicago. As soon as he has become familiar with the business he will be assigned duty as traveling representative for that house. For a number of years Mr. Van Leeuwen was employed in the hardware store of J. A. Vander Veen.

The Ideal Clothing Co. has secured the services of two more traveling salesmen—John Rork, formerly with Kaiser & Co., of New York, who will cover the Upper Peninsula, making his headquarters in Lansing, and W. A. Wallace, formerly with the Wm. Barie Dry Goods Co., of Saginaw, who will cover Central Indiana. Mr. Wallace will continue to reside in Saginaw for the present.

Traverse City Record: He is a dealer in agricultural implements, and he is preparing to erect a new building on State street. The excavating for it began yesterday, in fact. He was in need of men to shovel sand, and a traveling man, who sells agricultural implements, asked for a job. The local merchant averred that the traveling man could not shovel sand with any considerable rapidity, and the traveling man did not agree. The result of the discussion of the case was the posting of \$5 each, the possession of the \$10 to be determined by the loading of a wagon with sand, the man who did the job in the shortest time getting the \$10. The merchant shoveled first, and he did shovel sand—some. In five and three-quarters minutes he had the sand on the wagon, and when it was weighed, it was found to tip the scales at 6,310 pounds. It looked as though the drummer was up against it. When the team came back from dumping that load of sand, the drummer, who had doffed his coat, walked quietly out with a scoop shovel. The merchant raised a holler. He demurred, and the demurrer was sustained. The traveling man accordingly took the same shovel that Barn—, beg pardon, the merchant had used. In just five minutes the driver of the team declared the wagon loaded. When it was weighed, it was found to contain 700 pounds more than the load

that the merchant had shoveled in. So the drummer took the coin.

Carpets—The spring carpet season is almost at hand. By another week it is probable that a full account of the initial business taken will be given in these columns. Just now manufacturers are waiting for the eventful day when the large Eastern factors will formally open the season. Until then nothing in the way of business can be done. The new sample pieces are pretty well made up and distributed in the hands of the different selling agents, but nothing in the way of new prices has been done or even intimated. From the manufacturers themselves we learn considerable concerning their views on the situation, but they candidly admit that their opinions are not worth any more to the trade than if they came from so many outsiders. As in the past the outcome depends upon a certain few of the "big" mills and unless some resistance is shown, which as yet has not been known to have occurred in the past, their prices will be considered as the ruling market values. From parties who have made a thorough canvass of the Eastern situation and who have been in close connection with the mills we learn that there is little to fear regarding any possible decrease in the new prices that are to be made. If actual facts concerning what the mills are contending with to-day are taken into consideration, there should be a decided advance of all kinds of carpets. At the time the spring carpet prices were given out last November the "big" mills were known to have on hand a very good supply of reasonably cheap stock, sufficient at least to carry them over into February and March. At this time it is admitted that the wools they have on hand have cost them a much higher figure, in consequence of which they can not conveniently afford to make carpets at any lower prices than their smaller competitors. This higher priced stock is a strong argument in itself that higher prices must come.

Alpena—The Michigan Alkali Co. has bought 100 acres of limestone land near this place. The land adjoins that of the Alpena Portland Cement Co.

The Warwick

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

For a nice, quiet, home-like place
the

Livingston Hotel

will meet with your hearty approval.



None better at popular prices.
First-class service in every respect. Central Location. GIVE US A TRIAL.
Cor. Fulton & Division Sts., Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
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
HENRY H. HINIM, Saginaw - Dec. 31, 1907

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

Examination Sessions.

Star Island, June 15 and 16.
 Houghton, Aug. 25 and 26.

Mich. State Pharmaceutical Association.

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

Next Meeting—**Battle Creek, Aug. 18, 19 and 20.**

The Spring Season in the Drug Store.

The coming of spring presents many opportunities to the retail pharmacist which, if improved, will greatly redound to his advantage, not alone by the money which will flow into his cash drawer, but by an added reputation as a pharmacist and by the number of new regular customers which he will gather to himself as a reward for his thoughtfulness.

The season brings with it a deluge of blood purifiers, nerve tonics, invigorators and similar goods, but it is not alone in the remedial lines that the possibilities for increased gain lie; for spring weather also brings with it an onset of house cleaning, which, while not the most pleasant of things to contemplate, appears to be a necessity in all households, and during its progress there are many articles contained in the average drug store which either are used or are available for use, and it will be greatly to the pharmacist's profit to have such goods prominently before the public during this time.

There may be some few articles which the pharmacist will have to stock especially for the spring season, but they are not many—in fact, the most of them are among his standard goods and it requires but little extra work on his part to have them done up in neat packages handy for retailing; they are almost, if not entirely self-advertising, and yield a handsome profit.

There should be ammonia, spirits of turpentine, benzine, etc., in half pint and quart bottles. One or more good furniture polishes are a necessity, and while there may be some favorite brand or brands, which custom requires one to keep, the pharmacist should also have a preparation of his own which he can recommend.

A great many excellent formulas for furniture polishes have been published and can be obtained by any one. The following is given only because it has been found satisfactory as to results, easy to prepare and of little cost:

Butter antimony.....½ oz.
 Spirit turpentine.....8 ozs.
 Linseed oil.....8 ozs.

On the label special stress should be laid on the fact that in order to get good results vigorous rubbing should accompany the application, and in selling furniture polishes, no matter what kind, it will be found advisable to impress this carefully upon the purchaser.

Wall paper cleaners and carpet

cleaners should also be features at this season. Silver polishers, while saleable at all times should, owing to the increased demand at this season, be brought to the front. The good, old-fashioned articles of whiting and prepared chalk and ammonia should be put up in five and ten cent packages, ready to hand over the counter. These goods can all be appropriately advertised by means of window displays.

The sides, back, and possibly the top of the window might be lined with old, dirty wall paper, odd bolts of which are obtainable at any paper store, and, if not dirty enough, they can soon be made to appear so by the use of a little soot and dirt. Half of this paper is to be cleaned so as to demonstrate the good results that can be obtained by the use of the cleaner.

The bottom of the window is to be carpeted with some old carpet of a good cleaning material, so that the cleaned portion will show up well in contrast with the uncleaned part; a small stand or table, partly polished, might be placed in the window for the display of silver ware in the various stages of cleaning. The remaining space in the window might be used to display the different articles advertised and attention directed to their merits, prices, etc., by means of appropriate price tickets, show cards, etc.

The insecticides should receive attention, including the different insect powders, liquid preparations of a like nature, rat and mouse exterminators, moth balls, coal tar camphor, etc., and be kept well displayed for a time. Many of these, such as corrosive sublimate bed bug poison, should be put up by the pharmacist himself. Most of the powders can be bought in bulk and put up by the pharmacist, thereby greatly increasing his profits.

Some attention should be paid to disinfectants, which class includes chloride of lime, copperas, carbolic acid, creolin, formaldehyde solution and formaldehyde fumigators, sulphur candles, Platt's chlorides and numerous others. The pharmacist should put up a disinfecting solution of his own make in order to have something which he can push and from which he can reap a good big profit. This solution may contain one or more chemicals and consist either of a mixture, the originating of which calls for a considerable knowledge of chemistry, or of one containing no more than a saturated solution of chlorinated lime, iron sulphate, or even a 50 per cent. solution of carbolic acid.

This solution will be found to sell best if it is put up in a pint bottle of some such shape as makes the container appear larger than it really is; say, either a round French square or Blake. A sprinkler top should be used and the labels should be carefully worded and neatly printed or lithographed. The label should call attention to the care spent in the originating and manufacture of the preparation; to its many uses and merits in each case, and give full directions for use. Such a preparation will soon be one of the store's best sellers at all seasons of the year.

As the house cleaning season approaches its close, the medicinal and minor surgical lines should receive attention, for such things as court plaster, finger stalls, bandages, cotton, porous plasters, liniments of all kinds, toilet preparations, cough syrups, blood purifiers and many others will certainly sell and sell well if a little attention be paid to pushing their sale.

C. G. Buchanan.

The Drug Market.

Opium—Reports are very firm from primary markets and the growing crop is stated to be damaged. An advance of 10c per pound has taken place.

Morphine—Is unchanged.

Quinine—Is dull and weak.

Chloral Hydrate—Is firm and advancing.

Cocoa Butter—On account of higher prices abroad, has advanced.

Cod Liver Oil—Has again advanced.

Menthol—Stock in Japan is exhausted and there is very little in London. Stocks in this country are small. The price has advanced \$1 per pound.

Balsam Peru—Is firm and higher.

Soap Bark—Is very scarce and firm at the advance.

Sassafras Bark—Is in small supply and higher.

Celery Seed—Is in small supply and higher.

Sabadilla Seed—Is scarce and very firm.

Linseed Oil—On account of higher price for seed, has been advanced 2c per gallon.

Wagged the Wrong End.

Doctor's Son (weeping)—A dog come a-wagging after me when I was coming home.

The Doctor—Why are you crying? Don't you know that when a dog wags his tail he is always full of play?

Doctor's Son—But this dog, papa, took hold of my trousers and wagged his head.

Convention Dates Changed.

On account of the meeting of the American Pharmaceutical Association at Mackinac Island the first week in August, the officers of the Michigan State Pharmaceutical Association have changed the dates of the Battle Creek meeting from Aug. 1, 2 and 3 to Aug. 18, 19 and 20.

Unregistered Drug Clerk Wanted

in our Package Department

HAZELTINE & PERKINS DRUG CO.
 GRAND RAPIDS

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,

Grand Rapids, Mich.



Overhead Show Case and Counter Fixture

for displaying merchandise. Write for complete catalogue of window display fixtures and papier mache forms, also wax figures.

WESTERN MANUFACTURING CO., Milwaukee, Wis.

Patent applied for

306-308 Broadway.

Little Giant \$20.00 Soda Fountain

Requires no tanks or plumbing. Over 10,000 in use. Great for country merchants. Write for

Soda Water Sense Free

Tells all about it.

Grant Manufacturing Co., Inc.,
 Pittsburg, Pa.

Losing Sales on Wall Paper?

Because your stock is not complete. We have ready for immediate shipment a good assortment of

Ready Selling Wall Paper

in all grades. A card will bring samples or salesman.

HEYSTEK & CANFIELD CO.

Grand Rapids, Mich.

Michigan's Wall Paper Jobbers.

WAIT FOR THE BIG LINE

Our Salesmen are now out With Samples of

FIREWORKS TORPEDO CANES

FLAGS and

ALL CELEBRATION GOODS

No other line is so complete. WAIT FOR THE MAN. Our stock of

Base Ball Supplies, Hammocks

And Fishing Tackle

is still complete, and your re-orders are desired. Paris Green, Insect Powder, White Hellebore, Moth Balls. A full supply at favorable prices.

FRED BRUNDAGE.

Wholesale Druggist, Stationery and Holiday Goods,
 32-34 Western Ave., Muskegon, Mich.

Flags Torpedo Canes Base Ball Supplies Hammocks

Complete line of Stationery and Wrapping Papers

Grand Rapids Stationery Co.

29 N. Ionia St., Grand Rapids, Michigan

They Save Time

Trouble

Cash

Get our Latest Prices



WHOLESALE DRUG PRICE CURRENT

Advanced—Sassafras Bark, Cod Liver Oil, Linseed Oil, Cocoa Butter.
Declined—

Acidum			
Aceticum	80¢	8	
Benzoleum, German	70¢	75	
Boric	22¢	27	
Carbolicum	42¢	44	
Citricum	32¢	5	
Hydrochlor.	82¢	10	
Nitrosum	12¢	14	
Oxalicum	42¢	45	
Phosphoricum, dil.	1¢	10	
Salicylicum	1¢	10	
Sulphuricum	1¢	10	
Tannicum	38¢	40	
Tartaricum			
Ammonia			
Aqua, 16 deg.	40¢	6	
Aqua, 20 deg.	80¢	8	
Carbonas	13¢	15	
Chloridum	12¢	14	
Aniline			
Black	2 00¢	2 25	
Brown	80¢	1 00	
Red	45¢	50	
Yellow	2 50¢	3 00	
Baccae			
Cubebe	22¢	24	
Juniperus	6¢	7	
Xanthoxylum	30¢	35	
Balsamum			
Copaiba	50¢	55	
Peru	1 40¢	1 50	
Terrabini, Canada	60¢	65	
Tolutan	45¢	50	
Cortex			
Abies, Canadian	18¢		
Cassia	12¢		
Cinchona Flava	18¢		
Eunonymus atropurp.	30¢		
Myrica Cerifera, po.	20¢		
Prunus Virgin.	12¢		
Quillaja, gr'd.	15¢		
Sassafras, po. 18	14¢		
Ulmus, po. 20, gr'd	38¢		
Extractum			
Glycyrrhiza Glabra	24¢	30	
Glycyrrhiza, po.	28¢	30	
Hematox, 15 lb. box	11¢	12	
Hematox, 18	13¢	14	
Hematox, 1/4s.	14¢	15	
Hematox, 1/4s.	16¢	17	
Ferra			
Carbonate Precip.	15¢		
Citrate and Quinia	2 25¢		
Citrate Soluble	75¢		
Ferrocyanidum Sol.	40¢		
Solut. Chloride	15¢		
Sulphate, com'l.	2¢		
Sulphate, com'l, by	80¢		
bol, per	7¢		
Sulphate, pure	7¢		
Flora			
Arnica	15¢	19	
Anthem.	22¢	25	
Maitricaria	30¢	35	
Folia			
Barosma	35¢	40	
Cassia Acutifol, Tin-	20¢	25	
nevelly	25¢	30	
Cassia, Acutifol, Alx.	12¢	20	
Salvia officinalis, 1/4s	8¢	10	
Uva Ursi	8¢	10	
Gummi			
Acacia, 1st picked	45¢	55	
Acacia, 3d picked	35¢	45	
Acacia, sifted sorts.	25¢	35	
Acacia, po.	45¢	55	
Aloe, Barb. po. 18	12¢	14	
Aloe, Cape, po. 25	20¢	25	
Aloe, Socotri. po. 40	30¢	35	
Ammoniac	55¢	60	
Assafoetida, po. 40	25¢	30	
Benzoinum	25¢	30	
Catechu, 1st	6¢	7	
Catechu, 1/4s.	6¢	7	
Catechu, 1/4s.	6¢	7	
Camporae	64¢	69	
Euphorbium, po. 35	40¢	45	
Galbanum	1 00¢	1 10	
Gamboge	1 25¢	1 35	
Gualacum, po. 35	2¢	35	
Kino	2¢	35	
Mastic	2¢	35	
Myrrh	40¢	45	
Opil	3 25¢	3 30	
Shellac	35¢	45	
Shellac, bleached	40¢	45	
Tragacanth	70¢	1 00	
Herba			
Abinthum, oz. pkg	25¢		
Eupatorium, oz. pkg	20¢		
Lobelia	25¢		
Majorum	25¢		
Mentha Pip. oz. pkg	25¢		
Mentha Vir. oz. pkg	25¢		
Rue	39¢		
Tanacetum V oz. pkg	22¢		
Thymus, V oz. pkg	25¢		
Magnesia			
Calcined, Pat.	55¢	60	
Carbonate, Pat.	18¢	20	
Carbonate, K. & M.	18¢	20	
Carbonate, Jennings	18¢	20	
Oleum			
Abinthum	5 50¢	5 75	
Amygdala, Dulc.	80¢	85	
Amygdala, Amara.	8 00¢	8 25	
Anisi	1 80¢	1 85	
Aurant Cortex	2 10¢	2 20	
Bergamit	2 85¢	3 25	
Caliput	80¢	85	
Caryophyll.	80¢	85	
Cedar	80¢	85	
Chenopadi	2 00¢	2 10	
Cinnamon	1 00¢	1 10	
Cliffonia	85¢	90	
Conium Mac.	80¢	90	
Copaiba	1 15¢	1 25	
Cubebe	1 30¢	1 35	
Erechtithos	1 50¢	1 60	
Erigeron	1 00¢	1 10	
Gaultheria	2 30¢	2 40	
Geranium, ounce	75¢	80	
Gossypii, Sem. gal.	50¢	55	
Hedera	1 80¢	1 85	
Juniperus	1 50¢	1 55	
Lavandula	90¢	2 00	
Limonia	1 15¢	1 25	
Mentha Piper	3 80¢	4 00	
Mentha Verid.	5 00¢	5 50	
Morruae, gal.	5 00¢	5 25	
Myrica	4 00¢	4 50	
Olive	75¢	3 00	
Picea Liquida	10¢	12	
Picea Liquida, gal.	2¢	35	
Rosmarini	50¢	55	
Rose, ounce	6 50¢	7 00	
Succini	40¢	45	
Sabina	90¢	1 00	
Santal	2 75¢	7 00	
Sassafras	80¢	85	
Sinapis, ess. ounce	6¢	65	
Tigil	1 50¢	1 60	
Thyme	40¢	50	
Thyme, opt.	2 10¢	2 20	
Theobromas	15¢	20	
Potassium			
Bi-Carb.	15¢	18	
Bichromate	13¢	15	
Bromide	33¢	35	
Carb.	12¢	15	
Chlorate, po. 17	16¢	18	
Cyanide	34¢	38	
Iodide	2 30¢	2 40	
Potassa, Bitart, pure	28¢	30	
Potassa Nitras, opt.	7¢	10	
Potass Nitras	6¢	8	
Prussiate	23¢	28	
Sulphate po.	15¢	18	
Radix			
Aconitum	20¢	25	
Althae	30¢	33	
Anchusa	10¢	12	
Arum po.	2¢	25	
Calamus	20¢	40	
Gentiana	12¢	15	
Glycyrrhiza, pv. 15	16¢	18	
Hydrastis Canaden.	75¢	80	
Hydrastis Can., po.	80¢	85	
Hellebore, Alba, po.	12¢	15	
Inula, po.	18¢	22	
Ipecac, po.	2 75¢	2 80	
Iris plox, po. 35	35¢	40	
Jalapa, pr.	25¢	30	
Maranta	22¢	25	
Podophyllum, po.	75¢	1 00	
Rhei	75¢	1 00	
Rhei, cut.	75¢	1 00	
Rhei, pv.	75¢	1 00	
Spigella	35¢	38	
Sanguinaria, po. 15	65¢	70	
Serpentaria	1 00¢	1 15	
Senega	1 10¢	1 15	
Smilax, officinalis H.	2¢	40	
Smilax, M.	2¢	25	
Scilla	10¢	12	
Symplocarpus, Fosti-	2¢	25	
du, po.	2¢	25	
Valeriana, Eng. po. 30	15¢	20	
Valeriana, German.	15¢	20	
Zingiber a.	14¢	16	
Zingiber j.	16¢	18	
Semen			
Anisum, po. 18	2¢	15	
Apium (graveleons).	13¢	15	
Bird, is.	4¢	6	
Carul.	10¢	11	
Cardamon	80¢	1 00	
Coriandrum	8¢	10	
Cannabis Sativa	6 4¢	7	
Cydonium	75¢	1 00	
Chenopodium	25¢	30	
Dipterix Odorata	6¢	1 00	
Foeniculum	7¢	9	
Foenugreek, po.	4¢	6	
Lini	4¢	6	
Lini, gr'd.	4¢	6	
Lobelia	1 50¢	1 55	
Pharlaris Canarian.	6¢	7	
Rapa	5¢	6	
Sinapis Alba	9¢	10	
Sinapis Nigra	11¢	12	
Spiritus			
Frumentil, W. D. Co.	2 00¢	2 50	
Frumentil, D. F. R.	2 00¢	2 25	
Frumentil	1 25¢	1 50	
Juniperis Co. O. T.	1 55¢	2 00	
Sassafras N. E.	1 75¢	3 50	
Spt. Vini Gall.	1 75¢	6 50	
Vini Oport.	1 25¢	2 00	
Vini Alba	1 25¢	2 00	
Sponges			
Florida sheeps' wool	2 50¢	2 75	
Nassau sheeps' wool	2 50¢	2 75	
Velvet extra sheeps'	2 10¢	2 15	
wool, carriage	2 10¢	2 15	
Extra yellow sheeps'	2 10¢	2 15	
wool, carriage	2 10¢	2 15	
Grass sheeps' wool,	2 10¢	2 15	
carriage	2 10¢	2 15	
Hard, for slate use	2 10¢	2 15	
Yellow Reef, for	2 10¢	2 15	
slate use	2 10¢	2 15	
Syrups			
Acacia	2 50¢	3 00	
Aurant Cortex	2 50¢	3 00	
Zingiber	2 50¢	3 00	
Ipecac	2 50¢	3 00	
Ferri Iod.	2 50¢	3 00	
Rhei Arom.	2 50¢	3 00	
Smilax Officinalis	2 50¢	3 00	
Senega	2 50¢	3 00	
Scilla	2 50¢	3 00	

Menthol	7 50¢	8 00	Seidlitz Mixture.....	20¢	22	Linseed, pure raw.....	45	48
Morphia, S. P. & W.	2 25¢	2 50	Sinapis.....	2	18	Linseed, boiled.....	43	49
Morphia, S. N. Y. Q.	2 25¢	2 50	Sinapis, opt.....	2	30	Nestfoot, winter str	59	65
Morphia, Mal.....	2 25¢	2 50	Sinapis, Maccaboy, De	2	41	Spirits Turpentine.....	53	55
Moschus Canton.....	2 40¢	2 50	Sinapis, Voce.....	2	41			
Myristica, No. 1.....	38¢	40	Snuff, Scotch, De Vo's	2	41			
Nux Vomica...po. 15	35¢	37	Soda, Boras.....	9¢	11			
Os Sepia.....	35¢	37	Soda, Boras, po.....	9¢	11			
Pepsin Saac, H. & P.			Soda et Potass Tart.	29¢	30			
D Co.....	2 100		Soda, Carb.....	14¢	21			
Piels Liq. N.N. 1/4 gal.			Soda, Bi-Carb.....	30¢	5			
doz.....	2 200		Soda, Ash.....	34¢	4			
Picea Liq. quarts.....	2 100		Soda, Sulphas.....	2	2			
Picea Liq. pints.....	2 35		Spts. Cologne.....	2 260	5			
Pil Hydrarg.....	2 60		Spts. Ether Co.....	56¢	55			
Piper Nigra...po. 22	2 18		Spts. Ether Co.....	2 200				
Piper Alba...po. 35	2 30		Spts. Myreia Dom.....	2 200				
Plix Burgum.....	2 12		Spts. Vini Rect. bbl.					
Plumbi Acet.....	10¢	7	Spts. Vini Rect. 1/2 bbl.					
Pulvis Ipecac et Opil	1 30¢	1 50	Spts. Vini Rect. 10 gal.					
Pyrethrum, boxes H.			Spts. Vini Rect. 5 gal.					
& P. D. Co., doz.....	2 75		Strychnia, Crystal.....	90¢	1 15			
Pyrethrum, pv.....	26¢	30	Sulphur, Subl.....	24¢	4			
Quassia.....	8¢	10	Sulphur, Roll.....	24¢	34			
Quinia, S. P. & W.....	25¢	30	Tamarinds.....	8¢	10			
Quinia, S. German.....	25¢	38	Terebinth Venice.....	25¢	30			
Quinia, N. Y.....	28¢	38	Theobroma.....	40¢	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						
Sapo, W.....	12¢	14						
Sapo M.....	10¢	12						
Sapo G.....	2	15						

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	DECLINED
Some Smoking Tobacco	Sugars Cheese

Index to Markets

By Columns

Col.	1	2
A	AXLE GREASE	Peas
B	BATH BRICK	Pineapple
C	BROOMS	Pumpkin
D	BUTTER COLOR	Raspberries
E	CANDLES	Russian Caviar
F	CANNED GOODS	Salmon
G	CHEESE	Sardines
H	CHOCOLATE	Shrimp
I	CLOTHES LINES	Sugar
J	COCOA	Sugar Squares
K	COCOA BUTTER	Sultanas
L	COCOA POWDER	Sweetened Condensed Milk
M	COCOA SHELLS	Sweetened Corn Syrup
N	COFFEE	Sweetened Fruit Syrup
O	COGNAC	Sweetened Raspberry Syrup
P	CORNFLOUR	Sweetened Strawberry Syrup
Q	CORN MEAL	Sweetened Vanilla Syrup
R	CORN SYRUP	Sweetened Walnut Syrup
S	CORNSTARCH	Sweetened Zucchini Syrup
T	CORNFLOUR	Sweetened Zucchini Syrup
U	CORNFLOUR	Sweetened Zucchini Syrup
V	CORNFLOUR	Sweetened Zucchini Syrup
W	CORNFLOUR	Sweetened Zucchini Syrup
X	CORNFLOUR	Sweetened Zucchini Syrup
Y	CORNFLOUR	Sweetened Zucchini Syrup
Z	CORNFLOUR	Sweetened Zucchini Syrup

1	2
AXLE GREASE	Peas
Aurora, doz. gross	Marrowfat, 90-1 10
Castor Oil, 50	Early June, 90-1 80
Diamond, 50	Early June Sifted, 1 65
Frazer's, 75	Plums, 85
IXL Golden, tin boxes 75	Plum, 85
BATH BRICK	Pineapple
American, 75	Grated, 1 25-2 75
English, 85	Sliced, 1 35-2 55
BROOMS	Pumpkin
No. 1 Carpet, 2 50	Fair, 75
No. 2 Carpet, 2 25	Good, 90
No. 3 Carpet, 2 15	Fancy, 1 10
No. 4 Carpet, 1 75	Gallon, 2 50
Parlor Gem, 2 40	Raspberries
Common Whisk, 85	Standard, 1 15
Fancy Whisk, 1 20	Russian Caviar
Warehouse, 2 90	1/4 lb. cans, 3 75
BRUSHES	1 lb. can, 7 00
Scrub	1 lb. can, 12 00
Solid Back, 8 in., 75	Salmon
Solid Back, 11 in., 85	Columbia River, 1 85
Pointed Ends, 85	Columbia River, flats
Stove	Red Alaska, 2 10
No. 3, 1 75	Pink Alaska, 2 90
No. 2, 1 10	Sardines
No. 1, 1 75	Domestic, 3 1/2
Shoe	Domestic, 3 1/2
No. 8, 1 00	Domestic, Mustard, 1 00
No. 7, 1 30	California, 1 10-14
No. 4, 1 70	California, 1 10-14
No. 3, 1 90	French, 1 10-14
Wiens' Dustless Sweeper	French, 1 10-14
No. 6, 1 50	Shrimp
No. 8, 2 00	Standard, 1 20-1 40
No. 1, 3 00	Fair, Succotash
No. 2, 3 50	Good, 1 25
W. R. & Co.'s, 150 size, 1 25	Waxy, 1 40
W. R. & Co.'s, 250 size, 2 00	Strawberries
CANDLES	Standard, 1 10
Electric Light, 8s., 12	Fancy, 1 40
Electric Light, 16s., 12 1/2	Tomatoes
Paraffine, 6s., 9 1/2	Fair, 1 00-1 15
Paraffine, 12s., 20	Good, 1 15
Wickless, 17	Fancy, 1 25
CANNED GOODS	Gallons, 3 50
Apples	CARBON OILS
3 lb. Standards, 85	Barrels
Gallons, standards, 2 00-2 25	Acme, 2 13
Blackberries	Amoy, 2 14
Standards, 55	Carson City, 2 14
Beans	Eagle, 2 14
Baked, 80-1 50	Emblem, 2 15
Red Kidney, 80-1 50	Gold Medal, 2 13 1/2
String, 75-80	Ideal, 2 13 1/2
Wax, 75-80	Jersey, 2 13 1/2
Blueberries	Riverside, 2 13 1/2
Standard, 1 20	Brick, 13-14
Brook Trout	Edam, 2 30
2 lb. cans, Spiced, 1 90	Lelidam, 2 17
Clams	Limbarger, 13-14
Little Neck, 1 lb., 1 00-1 20	Pineapple, 50-75
Little Neck, 2 lb., 1 50	Sap Sago, 2 20
Clam Bouillon	CHEWING GUM
Burnham's, 1/4 pint, 1 92	American Flag Spruce, 55
Burnham's, pints, 3 60	Beeman's Pepsin, 60
Burnham's, quarts, 7 20	Black Jack, 55
Cherries	Largest Gum Made, 55
Red Standards, 1 30-1 50	Sen Sen, 55
White, 1 50	Sen Sen Breath Perfume, 1 00
Corn	Sugar Leaf, 55
Fair, 1 00	Yucatan, 55
Good, 1 10	CHICORY
Fancy, 1 40	Bulk, 5
French Peas	Red, 7
Sur Extra Fine, 22	Eagle, 7
Extra Fine, 19	Frank's, 6
Fine, 15	Schener's, 6
Moyen, 11	CHOCOLATE
Gooseberries	Walter Baker & Co.'s
Standard, 90	German Sweet, 23
Hominy	Premium, 31
Standard, 85	Vanilla, 41
Lobster	Caracas, 35
Star, 1/4 lb., 2 00	Eagle, 28
Star, 1 lb., 3 60	CLOTHES LINES
Picnic Table, 2 40	Sisal
Mackerel	60 ft, 3 thread, extra, 1 00
Mustard, 1 lb., 1 80	72 ft, 3 thread, extra, 1 40
Mustard, 2 lb., 2 20	90 ft, 3 thread, extra, 1 70
Soused, 1 lb., 1 30	60 ft, 6 thread, extra, 1 29
Soused, 2 lb., 2 80	72 ft, 6 thread, extra, 1 25
Tomato, 1 lb., 1 80	
Tomato, 2 lb., 2 80	
Mushrooms	
Hotels, 18-20	
Buttons, 22-25	
Oysters	
Cove, 1 lb., 8-10	
Cove, 2 lb., 1 75	
Cove, 1 lb. Oval, 1 00	
Peaches	
Pie, 85-90	
Yellow, 1 25-1 85	
Pears	
Standard, 1 00	
Fancy, 1 25	

3	4	5
Jute	Marshmallow Creams, 16	Pork
80 ft., 75	Marshmallow Walnuts, 18	Dressed, 8 1/2 @ 8 1/2
72 ft., 90	Mary Ann, 8	Loins, 11 1/2 @ 12
60 ft., 1 05	Mixed Picnic, 11 1/2	Boston Butts, 10 1/2
120 ft., 1 50	Milk Biscuit, 7 1/2	Phonographs, 10 1/2
Cotton Victor	Molasses Cake, 8	Leaf Lard, 10 1/2
50 ft., 80	Molasses Bar, 9	Mutton
60 ft., 95	Moss Jelly Bar, 12 1/2	Carcass, 8 @ 9
70 ft., 1 10	Newton, 12	Lambs, 8 @ 11
Cotton Windsor	Oatmeal Crackers, 8	Veal
50 ft., 1 20	Oatmeal Wafers, 12	Carcass, 8 1/2 @ 7 1/2
60 ft., 1 40	Orange Crisp, 9	GELATINE
70 ft., 1 65	Orange Gem, 8	Knox's Sparkling, 1 20
80 ft., 1 85	Penny Cake, 8	Knox's Sparkling, pr gross, 14 00
Cotton Braided	Pilot Bread, XXX, 7 1/2	Knox's Acidulated, 1 20
40 ft., 75	Pretzettes, hand made, 8	Knox's Acidulated, pr gross, 14 00
50 ft., 85	Pretzels, hand made, 8	Oxford, 75
60 ft., 95	Scotch Cookies, 10	Plymouth Rock, 1 20
Galvanized Wire	Sears' Lunch, 7 1/2	Nelson's, 1 50
No. 20, each 100 ft long, 1 90	Sugar Cake, 8	Cox's, 2-qt size, 1 61
No. 19, each 100 ft long, 2 10	Sugar Biscuit Square, 8	Cox's, 1-qt size, 1 10
COCOA	Sugar Squares, 8	GRAIN BAGS
Baker's, 38	Sultanas, 13	Amoskeag, 100 in bale, 15 1/2
Cleveland, 41	Tutti Frutti, 16	Amoskeag, less than bale, 15 1/2
Colonial, 35	Vanilla Wafers, 16	Wheat
Colonial, 33	Vienna Crimp, 8	Winter Wheat Flour
Epps, 42	DRIED FRUITS	Local Brands
Huyler, 45	Apples	Patents, 4 20
Van Houten, 1/2, 12	Sundried, 2 5	Second Patent, 3 70
Van Houten, 1/4, 20	Evaporated, 50 lb. boxes, 2 7	Straight, 3 50
Van Houten, 1/8, 40	California Prunes	Second Straight, 3 20
Webb, 31	100-120 25 lb. boxes, 2 4	Clear, 3 10
Wilbur, 41	90-100 25 lb. boxes, 2 4	Graham, 3 30
Wilbur, 42	80-90 25 lb. boxes, 2 4 1/2	Bruckweat, 8 00
COCOA BUTTER	70-80 25 lb. boxes, 2 5 1/2	Rye, 3 00
Dunham's 1/4, 26	60-70 25 lb. boxes, 2 6	Subject to usual cash discount.
Dunham's 1/2 and 1/4, 26 1/2	50-60 25 lb. boxes, 2 6 1/2	Flour in bbls., 25c per bbl. additional.
Dunham's 3/4, 27	40-50 25 lb. boxes, 2 7 1/2	Warden Grocer Co.'s Brand
Dunham's 1/2, 28	30-40 25 lb. boxes, 2 7 1/2	Quaker 1/2, 3 90
Bulk, 13	1/2 cent less in 50 lb. cases	Quaker 1/4, 3 90
20 lb. bags, 2 1/2	Citron	Quaker 1/8, 3 90
Less quantity, 3	Coriscan, 13 @ 13 1/2	Spring Wheat Flour
Pound packages, 4	Currents	Clark-Jewell-Well's Co.'s Brand
COFFEE	Imported, 1 lb package, 7 @	Pillsbury's Best 1/2, 4 60
Rio	Imported bulk, 6 1/2 @	Pillsbury's Best 1/4, 4 50
Common, 8	Feel	Pillsbury's Best 1/8, 4 40
Fair, 9	Lemon American 10 lb. bx., 13	Pillsbury's Best 1/2 paper, 4 40
Choice, 10	Orange American 10 lb. bx., 13	Pillsbury's Best 1/4 paper, 4 40
Fancy, 15	Raisins	Lemon & Wheeler Co.'s Brand
Santos	London Layers 2 Crown, 1 20	Wingold 1/2, 4 40
Common, 8	Cluster 4 Crown, 2 60	Wingold 1/4, 4 50
Fair, 9	Loose Muscatels 2 Crown, 7	Wingold 1/8, 4 20
Choice, 10	Loose Muscatels 3 Crown, 7 1/2	Judson Grocer Co.'s Brand
Fancy, 13	Loose Muscatels 4 Crown, 8	Ceresota 1/2, 4 70
Peaberry, 11	L. M., Seeded, 1 lb., 9 1/2 @ 9 1/2	Ceresota 1/4, 4 60
Marscalbo	L. M., Seeded, 1/2 lb., 7 @ 7 1/2	Ceresota 1/8, 4 40
Fair, 13	Sultanas, bulk, 10	Laurel 1/2, 4 40
Choice, 15	Sultanas, package, 10 1/2	Laurel 1/4, 4 20
Mexican	FARINACEOUS GOODS	Laurel 1/8 and 1/4 paper, 4 20
Guatemala	Beans	Meal
Choice, 13	Dried Lima, 2	Bolton, 2 40
Fancy, 17	Medium Hand Picked, 2 20	Granulated, 2 50
Java	Brown Holland, 2 25	Feed and Millstuffs
African, 12	Farina	St. Car Feed screened, 20 00
Fancy African, 17	24 1 lb. packages, 1 50	No. 1 Corn and Oats, 90 50
O. G., 25	Bulk, per 100 lbs., 2 50	Corn Meal, coarse, 19 50
P. G., 31	Hominy	Winter Wheat Brand, 17 50
Mocha	Flake, 50 lb. sack, 5 00	Winter Wheat Middlings, 19 00
Arabic, 21	Pearl, 200 lb. bbl., 5 00	Cow Feed, 18 50
Package	Pearl, 100 lb. sack, 2 00	Screenings, 18 00
New York Basis, 10 1/2	Maccaroni and Vermicelli	Oats
Arbuckle, 10 1/2	Domestic, 10 lb. box, 60	Car lots, 37 1/2
Delworth, 10 1/2	Imported, 25 lb. box, 2 50	Corn
Jersey, 11	Pearl Barley	Corn, car lots, 49 1/2
McLaughlin's XXXX, 11	Common, 2 50	Hay
McLaughlin's XXXX sold to	Chester, 2 50	No. 1 Timothy car lots, 12 90
retailers only. Mail all orders	Empire, 3 80	No. 1 Timothy ton lots, 14 00
direct to W. F. McLaughlin &	Pass	HERBS
Co., Chicago.	Green, Wisconsin, bu., 1 85	Sage, 15
Extract	Green, Scotch, bu., 1 90	Hops, 15
Holland, 1/4 gross boxes, 9 1/2	Split, lb., 4	Laurel Leaves, 15
Felix 1/4 gross, 1 15	Rolled Oats	Senna Leaves, 25
Hummel's foil 1/4 gross, 4 75	Rolled Avena, bbl., 5 00	INDIGO
Hummel's tin 1/4 gross, 1 45	Steel Cut, 100 lb. sacks, 2 65	Madras, 5 lb. boxes, 55
National Biscuit Co.'s brands	Monarch, bbl., 4 75	S. F. 2, 3 and 5 lb. boxes, 50
Butter	Monarch, 90 lb. sacks, 2 25	JELLY
Seymour, 6	Quaker, cases, 3 10	5 lb. pails, per doz., 1 85
New York, 6	Sago	15 lb. pails, 35
Family, 6	East India, 3 1/2	30 lb. pails, 67
Salted, 6	German, sacks, 3 1/2	LICORICE
Wolverine, 7	German, broken package, 4	Pure, 30
Soda	Tapoca	Calabria, 23
N. B. C., 7	Flake, 110 lb. sacks, 4 1/2	Stilly, 14
Soda, City, 8	Pearl, 130 lb. sacks, 3 1/2	Roof, 11
Long Island Water, 13	Pearl, 24 1 lb. packages, 6 1/2	LYE
Zephyrette, 18	Wheat	Eagle Brand
Round, 6	Cracked, bulk, 3 1/2	High test powdered lye.
Square, 6	24 2 lb. packages, 2 50	Single case lots.
Faust, 7	FISHING TACKLE	10c size, 4 doz cans per case 3 50
Extra Farina, 7 1/2	1/4 to 1 inch, 6	Quantity deal.
Saltine Oyster, 7	1 1/2 to 2 inches, 7	83.90 per case, with 1 case free
Sweet Goods-Boxes	1 1/2 to 2 inches, 11	with every 5 cases or 1/2 case free
Animals, 10	2 inches, 15	with 3 cases.
Assorted Cake, 10	3 inches, 30	Condensed, 2 doz., 1 20
Belle Rose, 8	Cotton Lines	Condensed, 4 doz., 2 25
Bent's Water, 15	No. 1, 10 feet, 5	MEAT EXTRACTS
Cinnamon Bar, 9	No. 2, 15 feet, 7	Armour's, 2 oz., 4 45
Coffee Cake, Iced, 10	No. 3, 15 feet, 9	Armour's, 4 oz., 8 20
Coffee Cake, Java, 10	No. 4, 15 feet, 10	Liebig's, Chicago, 2 oz., 2 75
Cocacut Macaroon, 18	No. 5, 15 feet, 11	Liebig's, Chicago, 4 oz., 5 50
Cocoa Bar, 12	No. 6, 15 feet, 12	Liebig's, Imported, 2 oz., 4 55
Cocacut Taffy, 12	No. 7, 15 feet, 12	Liebig's, Imported, 4 oz., 8 50
Cracknells, 16	No. 8, 15 feet, 18	
Creams, Iced, 8	No. 9, 15 feet, 20	
Cream Crisp, 10 1/2	Linen Lines	
Cubans, 11 1/2	Small, 20	
Curried Fruit, 10	Medium, 25	
Frosted Honey, 12	Large, 34	
Frosted Cream, 10 1/2	Poles	
Ginger Snaps, N. B. C., 6 1/2	Bamboo, 14 ft., per doz., 50	
Gladiator, 9	Bamboo, 16 ft., per doz., 65	
Grandma Cakes, 9	Bamboo, 18 ft., per doz., 80	
Graham Crackers, 8	FRESH MEATS	
Graham Wafers, 12	Beef	
Grand Rapids Tea, 16	Carcass, 5 1/2 @ 8	
Honey Fingers, 12	Forequarters, 5 1/2 @ 8	
Iced Honey Crumpets, 10	Hindquarters, 7 1/2 @ 9	
Imperial, 8	Loins, 8 @ 12 1/2	
Jumbles, Honey, 12	Ribs, 8 @ 12 1/2	
Lady Fingers, 12	Rounds, 6 1/2 @ 12 1/2	
Lemon Snaps, 12	Chucks, 5 @ 5 1/2	
Lemon Wafers, 16	Plates, 4 1/2 @ 5	
Marshmallow, 16		

6	7	8	9	10	11
METAL POLISH Search Brand. Paste, 3 oz. box, per doz. 75 Paste, 3 oz. box, per doz. 1 25 Liquid, 4 oz. bottle, per doz. 1 00 Liquid, 1/2 pt. can, per doz. 1 60 Liquid, 1 pt. can, per doz. 2 50 Liquid, 1/2 gal. can, per doz. 8 50 Liquid, 1 gal. can, per doz. 14 00 OLIVES Bulk, 1 gal. kegs. 1 00 Bulk, 3 gal. kegs. 85 Bulk, 5 gal. kegs. 80 Manzanilla, 7 oz. 80 Queen, plants. 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 25 PIPES Clay, No. 218. 1 70 Clay, T. D., full count. 65 Cob, No. 2. PICKLES Medium Barrels, 1,200 count. 8 00 Half bbls, 600 count. 4 50 Small Barrels, 2,400 count. 9 50 Half bbls, 1,200 count. 5 00 PLAYING CARDS No. 90, Steamboat. 90 No. 15, Rival, assorted. 1 20 No. 20, Rover, enameled. 1 60 No. 572, Special. 1 75 No. 98, Golf, satin finish. 2 00 No. 808, Bicycle. 2 25 No. 632, Tournament Whist. 2 25 POTASH 48 cans in case. 4 00 Babbitt's. 3 00 Penna Salt Co.'s. 3 00 PROVISIONS Barreled Pork Mess. 17 75 Back, fat. 19 25 Clear back. 19 25 Short cut. 18 25 Pig. 21 00 Bean. 17 00 Family Mess Loin. 19 50 Clear. 18 50 Dry Salt Meats Bellies. 11 1/4 S P Bellies. 12 Extra shorts. 11 1/4 Smoked Meats Hams, 12 lb. average. 13 Hams, 14 lb. average. 13 Hams, 16 lb. average. 13 Hams, 20 lb. average. 13 Ham dried beef. 12 Shoulders (N. Y. cut). 12 Bacon, clear. 12 California hams. 10 Balled hams. 10 Picnic Balled Hams. 10 Berlin Ham pr's'd. 9 1/2 Mince Hams. 9 1/4 Lard Compound. 7 1/4 Pure. 7 1/4 50 lb. Tubs. advance. 13 50 lb. Tubs. advance. 13 50 lb. Tins. advance. 13 10 lb. Pails. advance. 13 10 lb. Pails. advance. 13 5 lb. Pails. advance. 13 5 lb. Pails. advance. 13 Vegetole. 8 Sausages Bologna. 8 1/2 Liver. 8 1/2 Frankfurt. 8 1/2 Pork. 8 1/2 Veal. 7 1/4 Tongue. 7 1/4 Headcheese. 8 1/4 Beef Extra Mess. 11 25 Boneless. 11 25 Rump, New. 11 25 Pigs Feet 1/4 bbls, 40 lbs. 1 55 1/4 bbls, 40 lbs. 1 55 1 bbls, 1 lb. 8 00 Tripes Kits, 15 lbs. 70 1/4 bbls, 40 lbs. 1 30 1/4 bbls, 80 lbs. 2 60 Casings Pork. 26 Beef rounds. 5 Beef middles. 12 Sheep. 65 Uncolored Butterine Solid, dairy. 11 21 1/4 Rolls, dairy. 11 1/4 Rolls, purity. 16 Solid, purity. 14 1/4 Canned Meats Corned beef, 2 lb. 4 40 Corned beef, 14 lb. 17 60 Roast beef, 2 lb. 2 40 Potted ham, 1/4. 45 Potted ham, 1/2. 45 Deviled ham, 1/4. 45 Deviled ham, 1/2. 45 Potted tongue 1/4. 45 RICE Domestic Carolina head. 7 Carolina No. 1. 6 1/4 Carolina No. 2. 6 Broken. 3 1/4 Imported. Japan, No. 1. 5 1/2 Japan, No. 2. 5 1/2 Java, fancy head. 5 Java, No. 1. 5 Table. 5	SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALEKATUS Packed 60 lbs. in box. Church's Arm and Hammer. 3 15 Deland's. 3 00 Dwight's Cow. 3 15 Emblem. 2 10 L. P. 3 00 Wyandotte, 100 1/4. 3 00 SAL SODA Granulated, bbls. 80 Granulated, 100 lb. cases. 90 Lump, bbls. 75 Lump, 145 lb. kegs. 80 SALT Diamond Crystal Table, cases, 24 3 lb. boxes. 1 40 Table, barrels, 100 3 lb. bags. 3 00 Table, barrels, 50 6 lb. bags. 3 00 Table, barrels, 40 7 lb. bags. 2 75 Butter, barrels, 320 lb. bulk. 2 65 Butter, barrels, 22 14 lb. bags. 2 65 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 27 Shaker, 24 2 lb. boxes. 1 50 Common Grades 100 3 lb. sacks. 1 90 50 5 lb. sacks. 1 90 28 10 lb. sacks. 1 90 56 lb. sacks. 39 28 lb. sacks. 15 Waraw 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 Solar Rock 56 lb. sacks. 23 Common Granulated Fine. 75 Medium Fine. 80 SALT FISH Cod Large whole. 5 1/4 Small whole. 5 Strips or bricks. 7 Pollock. 3 1/4 Hallbut. Strips. 13 Chunks. 14 Herring Holland white hoops, bbl. 10 50 Holland white hoops, bbl. 5 50 Holland white hoop, keg. 2 75 Holland white hoop, mech. 85 Norwegian. 30 Round 100 lbs. 3 10 Round 50 lbs. 2 10 Sealed. 1 45 Trout No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 50 Mackerel Mess 100 lbs. 16 50 Mess 50 lbs. 8 75 Mess 10 lbs. 1 80 Mess 8 lbs. 1 40 No. 1 100 lbs. 15 00 No. 1 50 lbs. 8 00 No. 1 10 lbs. 1 65 No. 1 8 lbs. 1 35 Whitefish No. 1 No. 2 Fam. 100 lbs. 7 75 50 lbs. 3 95 10 lbs. 92 1 lb. 27 SEEDS Anise. 15 Canary, Smyrna. 5 1/4 Caraway. 8 Cardamon, Malabar. 1 00 Celery. 10 Hemp, Russian. 4 1/4 Mixed Bird. 4 Mustard, white. 8 Poppy. 6 Rape. 4 1/4 Cattle Bone. 25 SHOE BLACKING Handy Box, large. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SOAP Johnson Soap Co. brands— Silver King. 3 85 Calumet Family. 2 75 Scotch Family. 2 85 Cuba. 2 85 Jas. S. Kirk & Co. brands— American Family. 4 05 Dusky Diamond 50-8 oz. 9 90 Dusky Diamond 100 6 oz. 3 80 Jap Rose. 3 75 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 3 10 Satisfnet, oval. 2 15 White Cloud. 4 00 Lantz Bros. & Co.'s brands— Big Acme. 4 00 Big Master. 4 00 Snow Boy P'wdr, 100-pigs. 4 00 Marselles. 4 00 Acme, 100-3 lb bars. 3 70 (5 box lots, 1 free with 5) Acme, 100-3 lb bars single box lots. 3 20 Proctor & Gamble brands— Lenox. 4 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 4 00 Star. 3 25 A. B. Whisley brands— Good Cheer. 4 00 Old Country. 4 40	Scouring Enoch Morgan's Sons. Sapollo, gross lots. 9 00 Sapollo, half gross lots. 4 10 Sapollo, single boxes. 2 25 Sapollo, hand. 2 25 SODA Boxes. 5 1/4 Kegs, English. 4 1/2 SNUFF Scotch, in bladders. 37 Macaboy, in jars. 35 French Rappee, in jars. 35 SPICES Whole Spices Allspice. 12 Cassia, China in mats. 12 Cassia, Batavia, in bund. 32 Cassia, Saigon, broken. 32 Cassia, Saigon, in rolls. 32 Cloves, Amboyna. 17 Cloves, Zanzibar. 17 Mace. 55 Nutmegs, 75-80. 35 Nutmegs, 105-10. 35 Nutmegs, 115-20. 35 Pepper, Singapore, black. 28 Pepper, Singapore, white. 28 Pepper, Cayenne. 28 Pepper, shot. 28 Pure Ground in Bulk Allspice. 13 Cassia, Batavia. 28 Cassia, Saigon. 28 Cloves, Zanzibar. 17 Ginger, African. 18 Ginger, Cochín. 18 Ginger, Jamaica. 18 Mace. 55 Mustard. 17 Pepper, Singapore, black. 17 Pepper, Singapore, white. 17 Pepper, Cayenne. 28 STARCH Common Gloss 1-lb. packages. 5 5-lb. packages. 5 25-lb. packages. 5 40 and 50-lb. boxes. 3 1/2 Common Corn 20 1-lb. packages. 5 40 1-lb. packages. 4 1/2 SYRUPS Corn Barrels. 20 Half bbls. 22 10 lb. cans, 1/2 doz. in case. 1 60 5 lb. cans, 1 doz. in case. 1 60 2 1/2 lb. cans, 2 doz. in case. 1 60 Pure Case Fair. 18 Good. 20 Choice. 22 SUGAR Domino. 7 20 Cut Leaf. 5 00 Crushed. 5 00 Powdered. 5 25 Coarse Powdered. 5 15 XXXX Powdered. 5 15 Fine Granulated. 5 00 2 lb. bags Fine Gran. 5 15 5 lb. bags Fine Gran. 5 15 Mould A. 5 25 Diamond A. 5 00 Confectioner's A. 4 85 No. 1 Windsor A. 4 85 No. 3 Ridgewood A. 4 85 No. 4 Phoenix A. 4 75 No. 5 Empire A. 4 70 No. 6. 4 65 No. 7. 4 60 No. 8. 4 55 No. 9. 4 50 No. 10. 4 45 No. 11. 4 35 No. 12. 4 25 No. 13. 4 20 No. 14. 4 25 No. 15. 4 25 No. 16. 4 20 TEA Japan Sundry, medium. 24 Sundry, choice. 30 Sundry, fancy. 36 Regular, medium. 24 Regular, choice. 30 Regular, fancy. 36 Basket-fired, medium. 31 Basket-fired, choice. 38 Basket-fired, fancy. 43 Niba. 22 24 Siftings. 9 21 Fannings. 12 14 Gunpowder Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pinguey, medium. 30 Pinguey, choice. 30 Pinguey, fancy. 40 Young Hyson Choice. 30 Fancy. 38 Oolong Formosa, fancy. 42 Amoy, medium. 25 Amoy, choice. 32 Amoy, fancy. 38 Medium. 30 Choice. 30 Fancy. 40 India Ceylon, choice. 32 Fancy. 42 TOBACCO Cigars H. & P. Drug Co.'s brands. Fortune Teller. 35 00 Our Manager. 35 00 Quintette. 35 00	Fine Cut adillac. 54 west Loma. 54 Hiawatha, 5 lb. palls. 54 Hiawatha, 10 lb. palls. 54 Telegram. 22 Pay Car. 21 Sealie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38 Plug Red Cross. 32 Kyo. 34 Hiawatha. 41 Battle Axe. 33 American Eagle. 32 Standard Navy. 36 Spear Head, 16 oz. 41 Spear Head, 8 oz. 43 Nobby Twist. 48 Jolly Tar. 36 Old Homestead. 33 Foddy. 33 I. T. 36 Fifer Heldstick. 61 Boot Jack. 78 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 Smoking Sweet Core. 34 Flat Car. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 X L, 5 lb. 24 X L, 10 lb. palls. 24 Honey Dew. 35 Gold Block. 35 Flagman. 38 Chips. 32 Klin Dried. 21 Duke's Mixture. 38 Duke's Cameo. 41 Myrtle Navy. 40 Yum Yum, 1/2 oz. 37 Yum Yum, 1 lb. palls. 37 Cream. 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 33 Peerless, 1 1/2 oz. 36 Air Bree. 36 Cant Hook. 30 Country Club. 32 34 Forex-XXX. 28 Good Indian. 23 Self Binder. 20 22 Silver Foam. 34 TWINE Cotton, 3 ply. 18 Cotton, 4 ply. 18 Jute, 2 ply. 18 Hemp, 10 lb. 12 Flax medium. 20 Wool, 1 lb. balls. 6 6 1/4 VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 WASHING POWDER Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 50 Gold Dust, 50 lb. 9 00 Kirkoline, 24 4 lb. 3 90 Pearlite. 2 75 Soapine. 4 10 Babbitt's 1776. 3 75 Roseline. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 30 Secord. 3 30 Rub-No-More. 3 75 WICKING No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55 WOODENWARE Baskets Bushels. 1 25 Bushels, wide band. 1 25 Market. 80 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 5 00 Willow Clothes, medium. 5 00 Willow Clothes, small. 5 00 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gals, each. 2 40 Barrel, 10 gals, each. 2 55 Barrel, 15 gals, each. 2 70 Clothes Pins Round head, 5 gross box. 50 Round head, cartons. 75 Egg Crates Humpty Dumpty. 2 25 No. 1 complete. 9 24 No. 2 complete. 18 Flanets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 65	Mop Sticks Trojan spring. 80 Eclipse patent spring. 85 No 1 common. 75 No 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Ideal No. 7. 90 Palls 2-hoop Standard. 1 50 3-hoop Standard. 1 55 2-wire, Cable. 1 50 3-wire, Cable. 1 50 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 40 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 80 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 Tubs 20-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 18-inch, Standard, No. 3. 5 00 20-inch, Cable, No. 1. 7 50 18-inch, Cable, No. 2. 6 50 18-inch, Cable, No. 3. 5 50 No. 1 Fibre. 9 45 No. 2 Fibre. 7 95 No. 3 Fibre. 7 20 Wash Boards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 2 25 Single Peerless. 2 25 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter. 75 13 in. Butter. 1 10 15 in. Butter. 1 75 17 in. Butter. 2 75 19 in. Butter. 4 25 Assorted 12-15-17. 1 75 Assorted 15-17-19. 5 00 WRAPPING PAPER Common Straw. 1 1/4 Fiber Manila, white. 3 1/2 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 Butcher's Manila. 13 Wax Butter, short count. 13 Wax Butter, full count. 15 Wax Butter, rolls. 20 YEAST CAKE Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH White fish. 10 1/2 Trout. 10 1/2 Black Bass. 10 1/2 Halibut. 10 1/2 Clauses or Herring. 10 1/2 Bluefish. 11 1/2 Live Lobster. 2 25 Boiled Lobster. 2 27 Cod. 10 Haddock. 8 No. 1 Pickarel. 8 1/4 Pike. 7 Perch. 7 Smoked White. 12 1/4 Red Snapper. 10 Col River Salmon. 15 Mackerel. 19 20 OYSTERS Cans F. H. Counts. 35 Extra Selects. 27 Selects. 23 Perfection Standards. 22 Anchors. 20 Standards. 18 HIDES AND PELTS Hides Green No. 1. 7 Green No. 2. 6 Cured No. 1. 7 1/4 Cured No. 2. 7 1/4 Calfskins, green No. 1. 10 Calfskins, green No. 2. 8 1/4 Calfskins, cured No. 1. 11 Calfskins, cured No. 2. 9 1/4 Steer hides 50 lbs. or over. 8 1/4 Cow hides 50 lbs. or over. 8 1/4 Pelts Old Wool. 50 1/2 60 Lamb. 40 1/2 75 Shearings. 40 1/2 75 Tallow No. 1 cake. 6 No. 2. 4 1/4	Wool Washed, fine. 220 Washed, medium. 222 Unwashed, fine. 15 Unwashed, medium. 14 CANDIES Stick Candy Standard. 7 Standard H. H. 7 Standard Twist. 8 Cut Leaf. 9 Jumbo, 32 lb. 7 1/4 Extra H. H. 10 1/4 Boston Cream. 10 Mixed Candy Grocers. 8 Competition. 7 Special. 7 1/4 Conserves. 8 1/4 Royal. 8 1/4 Ribbon. 9 Broken. 8 Cut Leaf. 8 1/4 English Rock. 9 Kindergarten. 9 Bon Ton Cream. 8 1/4 French Cream. 9 Dandy Pan. 10 Hand Made Cream. 11 1/4 mixed. 11 1/4 Premium Cream mix. 12 1/4 Fancy-In Paris O F Horehound Drop. 10 1/2 Pony Hearts. 15 Coco Bon Bons. 12 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 10 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 1/2 Lozenges, plain. 9 Lozenges, printed. 10 Champion Chocolate. 11 Eclipse Chocolates. 12 1/4 Quintette Choc. 12 1/2 Champion Gum Dps. 8 Moss Drops. 9 Lemon Sours. 9 Imperials. 9 Ital. Cream Opera. 12 Ital. Cream Bonbons. 11 20 lb. palls. 11 Molasses Chews, 15 lb. cases. 12 Golden Waffles. 12 Fancy-In 5 lb. Boxes Lemon Sours. 250 Peppermint Drops. 260 Chocolate Drops. 260 H. M. Choc. Drops. 265 H. M. Choc. Lt. and Dk. No. 12. 21 00 Gum Drops. 235 O. F. Licorice Drops. 235 Lozenges, plain. 255 Lozenges, printed. 260 Imperials. 255 Mottos. 260 Cream Bar. 255 Molasses Bar. 255 Hand Made Creams. 80 290 Cream Buttons, Pep. and Wint. 265 String Rock. 265 Wintergreen Berries. 260 FRUITS Foreign Dried Figs Californias, Fancy. 20 Cal. pkg, 10 lb. boxes. 20 Extra Choice, Turk., 10 lb. boxes. 20 Fancy, Turk., 12 lb. boxes. 13 1/4 15 Pulled, 8 lb. boxes. 20 Natural, in bags. 20 Dates Fards in 10 lb. boxes. 2 6 1/4 Fards in 50 lb. cases. 5 6 1/4 Hollow. 5 1 lb. cases, new. 2 Sals, 50 lb. cases. 4 1/4 NUTS Whole Almonds, Tarragona. 16 Almonds, Ivica. 16 Almonds, California, soft shelled. 15 1/2 16 Brazil. 11 Filberts. 12 Walnuts, Greenlobes. 15 Walnuts, soft shelled. 16 Cal. No. 1, new. 16 Table Nuts, fancy. 13 1/4 Pecans, Med. 10 Pecans, Ex. Large. 11 Pecans, Jumbos. 12 Hickory Nuts per bu. Ohio, new. 2 Cocomuts, full sacks. 2 Chestnuts, per bu. Shelled. 5 1/4 6 1/4 Spanish Peanuts. 4 1/4 5 1/4 Pecan Halves. 40 Walnut Halves. 37 Filbert Meats. 30 Alicante Almonds. 31 Jordan Almonds. 31 Peanuts Fancy, H. P., Suns. 4 1/4 5 1/4 Fancy, H. P., Suns Roasted. 8 6 1/4 Choice, H. P., Jumbo. 7 7 1/4 Choice, H. P., Jumbo Roasted. 8 8 1/4

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 8 00
Paragon.....50 6 00

BAKING POWDER

JAXON

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

Royal



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

BLUING

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



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

BREAKFAST FOOD

Nutro-Crisp
The Ready Cooked
Granular Wheat Food
A Delightful Cereal Surprise

Cases, 24 1 lb. packages.....2 70

TRYABITA

Peptonized Celery Food, 3
doz. in case.....4 05
Hulled Corn, per doz.....85

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages.....2 00

CAN RUBBERS

Schaefer Handy Box Brand.



1 to 25 gross lots.....@75c
25 to 50 gross lots.....@70c
50 to 100 gross lots.....@65c

CIGARS

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



Less than 500.....33 00
500 or more.....30 00
1000 or more.....27 00

CLEANER & POLISHER



6 oz. can, per doz.....1 35
Quart can, per doz.....2 25
Gallon can, per doz.....7 50

Samples and Circulars Free.

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelsior, M. & J. 1 lb. cans
Excelsior, M. & J. 2 lb. cans
Tip Top, M. & J., 1 lb. cans
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....

Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer Co., Detroit and Jack-
son; B. Desenberg & Co., Kal-
amazoo; Symons Bros. & Co.,
Saginaw; Meisel & Goeschel,
Bay City; Fielbach Co., Toledo.

CONDENSED MILK



Gail Borden Eagle.....6 40
Crown.....5 90
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 40
Dime.....3 85
Peerless Evaporated Cream 4 00

CRACKERS

E. J. Kruco & Co.'s baked goods
Standard Crackers.
Blue Ribbon Squares.
Write for complete price list
with interesting discounts.

Perfection Biscuit Co.'s brands
Perfection Wafers, in bbl. 06
Florodora Cookies, c'se. 2 00
Subject to liberal discount. Case
contains 50 packages. Complete
line of high grade crackers and
sweet goods. Perfection Bis-
cuit Co., Ft. Wayne, Ind.

Freight allowance made on
all shipments of 100 lbs. or more
where rate does not exceed 40c
per hundred.

FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Vanilla.....Lemon.....
1 oz full m 1 20 1 oz full m. 80
1/2 oz full m 2 10 2 oz full m. 1 25
No. 3 fan'y 3 15 No. 3 fan'y 1 75

COLEMAN'S
HIGH FOOTE & JENKS' CLASS
EXTRACTS

Vanilla.....Lemon.....
2 oz panel. 1 20 2 oz panel 75
3 oz taper. 2 00 4 oz taper. 1 50

JENNINGS'
FLAVORING EXTRACTS

Folding Boxes
D. C. Lemon.....D. C. Vanilla.....
2 oz.....75 2 oz.....1 20
4 oz.....1 50 4 oz.....2 00
6 oz.....2 00 6 oz.....3 00

Taper Bottles

D. C. Lemon.....D. C. Vanilla.....
2 oz.....75 2 oz.....1 25
3 oz.....1 25 3 oz.....2 10
4 oz.....1 50 4 oz.....2 40

Full Measure

D. C. Lemon.....D. C. Vanilla.....
1 oz.....65 1 oz.....85
2 oz.....1 10 2 oz.....1 60
4 oz.....2 00 4 oz.....3 00

Tropical Extracts

2 oz. full measure, Lemon.....75
4 oz. full measure, Lemon.....1 50
2 oz. full measure, Vanilla.....90
4 oz. full measure, Vanilla.....1 80

Souders's

Regular Lemon.....doz. gro. 90.10 80
Regular Vanilla.....1 20.14 40
XX Lemon.....1 50.18 00
XX Vanilla.....1 75.21 00
Venus Van. & Tonka.....75. 9 00
Regular Vanilla, per gal.....8 00
XX Lemon, per gal.....6 00

RICE



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



Best grade Imported Japan,
3 pound pockets, 33 to the
bale.....6
Cost of packing in cotton pack-
ets only 1/4 more than bulk.

SOAP

Reaver Soap Co. brands



100 cakes, large size.....6 50
50 cakes, large size.....3 25
100 cakes, small size.....3 85
50 cakes, small size.....1 95

JAXON

Single box.....3 10
5 box lots, delivered.....3 05
10 box lots, delivered.....3 00

TABLE SAUCES

LEA & PERRINS' SAUCE



The Original and
Genuine
Worcestershire.

Lea & Perrin's, pints.....5 00
Lea & Perrin's, 1/2 pints.....2 75
Halford, large.....3 75
Halford, small.....2 25

A Scoop in Fireworks

Below is shown the cover design (reduced) of our new Fireworks catalogue, which names bone-cut prices on Fireworks and all Fourth-of-July Goods.

We have this year scored a "scoop" in Fireworks that will be historic.

We are selling the product of a maker who has been famous for fifty years—whose name in the Fireworks trade stands as a symbol of highest possible quality.



By special arrangement we are able to sell this famous trade-marked brand at prices less than the common makes are sold.

Our list names net quotations—not the usual "long" prices with one discount to you and another to your neighbor.

If you've already bought your Fourth-of-July goods, better not send for our catalogue—may make you feel bad to see the prices you might have paid.

If any merchant will ask for catalogue No. J 3090 a copy will go to him free by first mail.

BUTLER BROTHERS CHICAGO

GONE BEYOND.

Frank H. White, Representing Standard Oil Co.

Frank H. White, who has traveled for the Standard Oil Co. for the past nine years, died at the residence of his father-in-law, Capt. Samuel White, 315 Walker avenue, Sunday afternoon, being conducted by Dr. Cooley. The interment was in Valley City cemetery, the traveling salesmen of the Standard Oil Co. acting as pall bearers.

Mr. White had been ill for some months and was very much under the weather Saturday. Five o'clock Sunday morning he suffered a stroke of paralysis of his left side and died eight hours later. He was unable to communicate with his wife or sons during the time he was stricken and was apparently in great pain most of the time.

Frank Hopkins White was born at Aurora, Erie county, N. Y., July 1, 1849. There he lived with his parents until fifteen years of age—improving the time meanwhile by attending the common school and Aurora Academy—when he removed with his parents to Buffalo, where he worked two years for Thomas Barrett, retail groceryman. He then came to Grand Rapids, where he worked for about a year for the meat firm of Waters & Ranney—the first named partner being none other than the late Dan. H. Waters. Not having a particular liking for the meat business, he left his position with that firm to enter the employ of Caulfield & Clancy, then doing a retail grocery business on Canal street. A year later the firm dissolved, John Caulfield continuing. Mr. White remained in the employ of the house about two years, when he accepted a clerkship with R. P. Sinclair, who was then engaged in the grocery business at the corner of Canal and Bronson streets. A year later he formed a copartnership with Fred Rose, under the firm name of Rose & White, and engaged in the grocery business on West Bridge street. That thoroughfare was not as well patronized in those days as at present, the average West Sider thinking it beneath his dignity to purchase his supplies on his side of the river. As a consequence of this condition of affairs, the firm was compelled to close out and quit. Mr. White then worked in the freight office of the G. R. & I. Railway for a year, when he re-entered the employ of John Caulfield, then doing a jobbing business, being the first traveler out of Grand Rapids for that house. The G. R. & I. was not completed farther North than Cedar Springs, and the outlying towns beyond were reached by means of long and tedious drives. Mr. White's territory included the Northern trips and a run through the Holland colony, and his experiences in that early day were varied and interesting. His next change was to Crawford Bros., then doing business in the "old checkered store," which was a landmark on the Grab Corners of thirty years ago. Leaving the employ of Crawford Bros., he engaged in the vinegar business under

the firm name of Hughes & White, but the unfortunate use of hard instead of soft water "downed" the firm, and Mr. White returned to his last position, remaining with the house in all about five years. He then started in the grocery business on the corner of Pearl and Front streets, continuing there one year, when he tried his hand at market gardening, the experience of one summer being sufficient to dampen his enthusiasm in that direction. Entering the employ of Jas. E. Furman, he remained with him one year, after which he spent a similar period with Cody, Ball & Co., successively filling the positions of receiving and shipping clerk. He then entered the employ of Curtis, Dunton & Co., with whom he remained twelve years. On the failure of that firm, he engaged in the paper and woodenware business on his own account, winding up the business a few months later to accept a lucrative position tendered him by the Standard Oil Co., with whom he has been identified for the past nine years, seeing his trade in Northern Michigan with the regularity of clockwork.

Mr. White was too well known to the trade to require extended mention at this time. Genial, conscientious and persistent, he commanded the respect and confidence of his trade and his house, both of whom join with the Tradesman in deploring his untimely death.

Where Ignorance Is Bliss.

A Lansing man owed another man \$10. It was due on Tuesday. At midnight on Monday night the man who owed the money came around, woke his friend up, and told him he couldn't pay the bill.

"It worried me so I couldn't sleep, and so I just thought I'd tell you now," he said.

"Dern it," said the other man, "why didn't you wait until morning? Now I can't sleep, either."

Be sure of your ability to keep your head above water before trying to get in the swim.

McLachlan University

Summer School; Summer Rates; Best School

100 STUDENTS

of this school have accepted permanent positions during the past four months. Send for lists and catalogue to

D. McLACHLAN CO.

19.25 S. Division St. GRAND RAPIDS.

SHERWOOD HALL CO., LTD.

Jobbers of

Saddlery Hardware

Manufacturers of Fine Hand Made Harness.

Full line of Nets and Dusters.

Corner Ionia and Louis Streets
Grand Rapids, Mich.

21 HOURS

GRAND RAPIDS

TO

NEW YORK

VIA

Michigan Central

Leave Grand Rapids, - 12:00 noon
Arrive New York, - 10:00 a. m.

Through Pullman
Sleeping Car.

Cafe Car Serves Meals to
Detroit a la Carte.

For information and reservations apply to

W. C. BLAKE,

Ticket Agent, Union Station.

WARM WEATHER



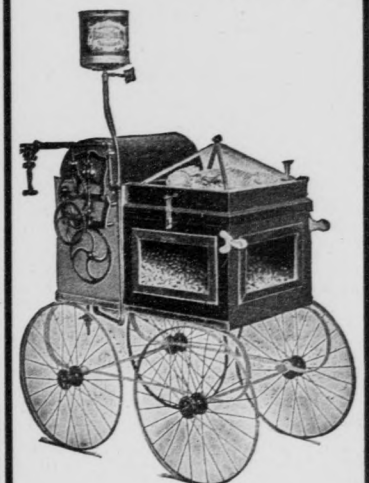
will bring a call for all kinds of package goods for picnics and outings. It will pay you to investigate our line before placing your order.

E. J. KRUCZ & CO., Detroit, Mich.

Manufacturers of Standard D Crackers and Sweet Goods of all kinds.

Not In The Trust.

Little Gem Peanut Roaster



A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers, Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

Kingery Manufacturing Co.,

131 E. Pearl Street,
Cincinnati, Ohio

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

FOR SALE FOR CASH—CLEAN HARDWARE STOCK enjoying a lucrative patronage located in one of the best towns in Northern Michigan. Town is tributary to farming and hardwood lumber industries. Will sell or rent building. Reason for selling, ill health. Must change climate. Address 372, care Michigan Tradesman. 372

FOR SALE—FIRST-CLASS MILLINERY establishment in good city in Southwestern Michigan. Other industries compel quick disposal. If sold at once grand bargain awaits purchaser. Address No. 371, care Michigan Tradesman. 371

TWENTY-THREE HUNDRED DOLLARS buys a grocery stock, fixtures, horse and wagon and good will. Cash trade, \$400 per week. None need reply except those who have money and mean business. Address No. 370, care Michigan Tradesman. 370

FOR SALE—A FIRST-CLASS SHINGLE mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saws, bolter and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first-class. Address A. K. Morehouse, Big Rapids, Mich. 369

WILL SELL AT A REDUCED PRICE a \$7,000 stock of clothing and men's furnishings; going out of business; one of the best locations in Ypsilanti; this is a bargain. Address L. care Michigan Tradesman. 368

FOR SALE—SODA AND ICE CREAM PARLORS, confectionery, cigars and tobacco. This is worth looking at. Reason, ill health. Address Box 210, St. Charles, Mich. 367

I WANT A LOCATION FOR SHOES AND men's furnishings in manufacturing town. Full particulars and terms of extended lease. Address No. 366, care Michigan Tradesman. 366

FOR SALE—NEAT, CLEAN STOCK OF dry goods and groceries; town booming; good location; good reasons for selling; invoices about \$2,200. Lock Box 738, Durand, Mich. 365

A GRAND OPPORTUNITY TO GO IN business in the best city in the state, where everybody makes money. A well paying, spot cash business, mainly shoes, men's furnishings, some dry goods; location one of the best I own building so can suit you on lease. Am devoting my entire time to manufacturing interests. From \$5,000 to \$6,000 cash, with good security for balance, will buy it. For further information address or come and see me. A. E. Poulsen, Battle Creek, Mich. 363

MUSHROOMS—COMPLETE INSTRUCTIONS for raising cheaply for \$1; no capital required; success certain. E. M. Brewer, Crawfordville, Ind. 362

BARGAIN—STOCK OF BAZAAR GOODS, ladies' and men's furnishings; lively, hustling town; good location; must sell on account of health. A. E. Weaver, Grand Lodge, Mich. 361

A BARGAIN—A NICE, NEW, CLEAN drug stock for sale in Michigan Fruit Belt for \$1,800; in railroad town. Address G. W. F., care Michigan Tradesman. 360

I WILL DISPOSE OF MY DRUG STOCK at auction price if sold this month. Have other business. If not sold this month, shall sell at public auction next month. Located in best part of hustling city. One thousand dollars cash or time. Address No. 373, care Michigan Tradesman. 373

\$300 PER YEAR WILL RENT AN ELEGANT new store room just completed; 60 feet long; plate glass front; heated by steam; lighted by electricity; splendid opening for clothing, shoes, men's furnishings, in town of several thousand inhabitants. Rich surrounding country—water and rail communication; not close to city, hence good local trade. Come and see for yourself. Wilbur W. Hubbard, Chestertown, Md. 374

FOR SALE—STOCK OF GROCERIES AND meat market in connection; established trade of \$50 per day; first class location; cheap rent; brick store building; stock invoices about \$1,100; good reasons for selling. Address Lock Box, 565, Bay City, Mich. 375

FOR SALE—A BUSINESS AND RESIDENCE property combined; also a small general stock of goods in a country village; a good point for business; no opposition. Address 349, care Michigan Tradesman. 349

FOR SALE—SODA FOUNTAIN FOR SALE cheap. Made of Tennessee marble, 10 syrup and three draft tubes, all necessary pipes and connections, including ten-gallon copper fountain; in good order. Address Lock Box 3, Williams, Iowa. 346

FOR SALE—SECOND HAND SODA FOUNTAIN, six syrups, single draught arm; good condition; also two ten-gallon copper fountains. Address No. 345, care Michigan Tradesman. 345

FOR SALE—STOCK OF TEN CENT MUSIC, about 2,000 pieces; a good chance for advertising; will quote cheap. Address No. 344, care Michigan Tradesman. 344

FOR SALE—FIRST-CLASS DRY GOODS store in best small town in Southern Michigan. Reason for selling, about to embark in the wholesale field. Only one other store of the kind in town. Look this over. Friedman & Co., Mendon, Mich. 350

FOR SALE—STOCK OF DRY GOODS AND groceries; will rent building very reasonable. Address F. Redeker, Arlington Heights, Ill. 341

FOR SALE—NEW DRUG STOCK IN BER-rien county; good trade; expenses light; good place for one who can talk German; reason for selling, sickness. Address No. 355, care Michigan Tradesman. 355

FOR RENT—LARGE DOUBLE STORE IN first class location in city of Lansing, Mich. Store can be divided if necessary. References required. Dyer, Jenison & Barry Co., Lansing, Mich. 357

FOR SALE—AN ESTABLISHED CIGAR store and pool room; fine location; good trade. Address C. G. Ayres, 233 E. Main, Jackson, Mich. 352

FOR SALE—HARDWARE AND GROCERY stock, located in a live town in Southern Michigan; clean stock, up-to-date goods; good trade; do a twenty-five thousand dollar business a year; best of reasons given for selling. Address No. 333, care Michigan Tradesman. 333

FOR SALE—\$1,000 GENERAL STOCK AND \$2,000 store and residence, all for \$2,000 if taken at once. Address No. 347, care Michigan Tradesman. 347

FOR RENT—BEST LOCATION IN STATE for bazar or department stock; store brick; modern conveniences; two floors; very large show window. Box 492, Howell, Mich. 357

FOR SALE—A GOOD PAYING DRUG store in Grand Rapids. Good location and good trade. Address No. 320, care Michigan Tradesman. 320

FOR SALE—MEAT MARKET LOCATED in best town in Michigan; population 2,000; cash receipts last year \$28,300; location best in town; have three years' lease; will sell fixtures and good will cheap for cash. Object, ill health. Particulars on application. Address No. 335, care Michigan Tradesman. 335

I WILL SELL MY LOT, 34 IONIA STREET, opposite Union Depot, dirt cheap if taken at once. If you want a block in the most conspicuous place on the street, look this up. Edwin Fallas, Grand Rapids, Mich. Citizens Phone 614. 361

FOR SALE—WELL-SELECTED DRUG stock, about \$2,000; good prescription and farmers' trade; established at Bay City 1885; two-story frame building, stone foundation, cellar floor cemented; occupied as a drug store and dwelling; stock and building sold together or separate, latter cheap, easy terms; reason, retiring from business. Werner Von Waltheusen, 1345 Johnson St., Bay City, Mich. 311

WE HAVE SODA FOUNTAINS AND billiard and pool tables, great bargains, first-class condition. E. Z. payments. George Marsh Manufacturing Co., 249 Jefferson, Detroit, Mich. 307

FOR SALE—A SMALL STOCK OF DRUGS, also fixtures. Must be sold soon. Address J. G., care Michigan Tradesman. 277

\$5,000 WILL BUY LOT 34, COMMERCE ST., opposite Union Depot, only \$100 per front foot. Good 13 room brick house thrown in. Worth \$150 per front foot for bare lot. House rents to pay good interest on investment. Edwin Fallas, Citizens Phone 614, Grand Rapids, Mich. 258

FOR SALE—AN ESTABLISHED MANUFACTURING industry; small capital required; expenses very low; an exceptional opportunity; good reason for selling. Address M., care Michigan Tradesman. 179

FOR SALE—\$3,000 GENERAL STOCK AND \$2,500 store building, located in village near Grand Rapids. Fairbairn's scales. Good paying business, mostly cash. Reason for selling, owner has other business. Address No. 838, care Michigan Tradesman. 838

I HAVE A FINE RESIDENCE AND FIVE lots in this city. I will trade for a good stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 375 South Ionia St., Grand Rapids. 321

GREAT OPENINGS FOR BUSINESS OF all kinds; new towns are being opened on the Chicago, Great Western Ry., Omaha extension. For particulars address E. B. Magill, Mgr. Townsite Dept., Fort Dodge, Ia. 90

CHANCE OF A LIFETIME—WELL ESTAB-lished general store, carrying lines of dry goods, carpets, furs, cloaks, clothing, bazaar goods, shoes and groceries, located in thriving Western Michigan town. Will sell good stock at cost and put in small amount of shelf worn goods at value. Stock can be reduced to \$15,000. Owner is going into manufacturing business. Address No. 44, care Michigan Tradesman. 44

FOR SALE—DRUG STOCK IN ONE OF the best business towns in Western Michigan; good chance for a physician. Enquire of No. 947, care Michigan Tradesman. 947

MISCELLANEOUS

WANTED AT ONCE—DRUG CLERK, registered or registered assistant. J. J. VanHaften, care Yore Block Pharmacy, Benton Harbor, Mich. 353

WANTED—POSITION IN GENERAL store or as traveling salesman; lifetime experience in general mercantile business; feel competent to fill any place; single; thirty years old; good recommendations. C. M. Crawford, Maples, Ind. 364

SITUATION WANTED ON THE ROAD with a wholesale hardware or implement house; thirteen years' experience in wholesale, retail and on the road; best of references. Address A. B., care Michigan Tradesman. 329

WANTED—REGISTERED OR ASSISTANT pharmacist. Address No. 336, care Michigan Tradesman. 336

WANTED—EXPERIENCED SALESMEN to handle line of wheelbarrows and trucks on commission; also salesmen to work factory trade on trucks. Address Michigan Wheelbarrow & Truck Co., Saginaw, Mich. 299

WANTED—A YOUNG MAN WHO THOR-oughly understands stenography and typewriting and who has a fair knowledge of office work. Must be well recommended, strictly temperate and not afraid of work. Address Stenographer, care Michigan Tradesman. 62

AUCTIONEERS AND TRADERS

EXPERTS—HAMILTON, JOHNSTON & Co., Auctioneers, do not call themselves "Experts," but they have the testimonials to show that they have closed out entirely more stocks in more states than any other auctioneer firm. They do not ask you to sign contract. Now selling stocks at Harriman, Tenn., and Hart, Mich. Hamilton, Johnston & Co., 306 Main St., Galesburg, Ill. 348

FERRY & WILSON MAKE EXCLUSIVE business of closing out or reducing stocks of merchandise in any part of the country. With our new ideas and methods we are making successful sales and at a profit. Every sale personally conducted. For terms and dates, address 1414 Wabash Ave., Chicago. 317

FOR SALE

Thorne typesetting machine in good order, with or without Crocker & Wheeler motor. Sell cheap for cash or on satisfactory terms.

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Grand Rapids, Mich.

"THE O'NEILL SALES"
absolutely sell 10 per cent. of your stock in a day.
Retail Selling—New Idea System



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SPECIAL SALESMEN & AUCTIONEERS
408 Star Bldg., 356 Dearborn St., Chicago
We also buy and sell Store Fixtures and take them on consignment.

If you knew that we could clear your store of all old stuff and any lines you would like to eliminate and get you thousands of dollars in cash, would you try our
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SIZE—8 1/2 x 14.
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50 double pages, registers 2,880 invoices... \$2 00

Tradesman Company
Grand Rapids, Mich.

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Located on Lake Missaukee, three miles from Lake City, Mich. (population 1000), on G. R. & I. Ry., twelve miles northeast of Cadillac; away from crowded resorts; economical living; healthful and cool; fine cottages can be built from \$150 up, lumber at maker's cost; dry, sandy beach; safe and good bathing; just the place for children; pure water; excellent fishing; fine launch and train service; low railroad fare; plenty of row boats; no hay fever.

A Lot for \$5

As first payment, balance on reasonable terms. We will sell any unsold lot in Missaukee Park on these terms. Prices for lots (40x120 to 160 feet) until July 1, 1903, only, are \$20 to \$75, according to location. These lots will double in value in less than a year. Perfect title; very low taxes, money refunded in case everything is not as represented. Write at once for plat and get early choice of lots. The most delightful and cheapest place in Michigan. We refer you to Missaukee County Bank, Lake City, Mich.; Cadillac State Bank, Cadillac, Mich.; Hoffman Bros., Fort Wayne, Ind.; Postmaster Blair F. Scott, Lake City, Mich.

Write for beautiful descriptive booklet with maps. Mention this paper.
Missaukee Park Co., Limited
Lake City, Michigan
Orville Dennis, Chairman, Lake City, W. O. Cromwell, Secy, McBain
Member State Legislature C. W. Cromwell, Mgr., McBain
O. O. Dunham, Treas., McBain Cromwell Lumber Co.

HAVE YOU

Are you tired of 3% or 6% interest? Do you want your money to earn something?

IDLE

If you are, write for "A Messenger from Mexico" to MEXICAN MUTUAL MAHOGANY & RUBBER CO., 762 to 766 Spitzer Bldg., Toledo, Ohio.

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We Are Steamed Up

Will commence shipping goods this week

Small amount of Stock left at 20 Cts. on the Dollar

Prospectus and particulars free on application

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Limited

Grand Rapids, Michigan



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Located 17 miles south of Grand Rapids, 4 miles southeast of Moline, in the center of Leighton Township, Allegan County, in the best farming country. church and school near by.

General merchandise stock about \$1,000, such as farmers need every day. Dwelling and store 20x32, wing 16x20, all 20 feet high, cellar under both with stone wall, washroom and woodshed 10x37, one story. Bank barn 18x48, with annex 12x47, all on stone wall. Feed mill and engine room 18x64. Saw mill 20x64. Engine 25 horse (10x12) on a brick bed, 1 injector, 1 pump, 42 inch tubular boiler, 40 flues 3 inch 10 feet long, brick arch half front. Good well; 35 bbl. elevated tank, 45 bbl. cistern. Stone feed mill, Kelly duplex cob mill, corn sheller, elevators, automatic section grinder, emery wheels for saw gumming, plow point grinding, etc. We grind feed two days each week (Wednesdays and Saturdays) 6 to 9 tons each day. One 54-inch inserted tooth saw, slab saw, picket saw, log turner, (friction drive), sawdust and slab carriers.

Citizens telephone pay station in the store. Come and look at this property and see the country around it.

Yours respectfully,

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Retail at 10c, 15c and 25c per package.

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No. 18

The above cut represents our three apartment roll top quarter sawed white oak swell front curved doors grocers' refrigerator. Handsome finish, neat design, superior construction and felt-lined doors are some of the features which make them desirable. We make the two and four door compartment in this style and all have marble slab. Other styles and sizes.

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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.

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