

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.

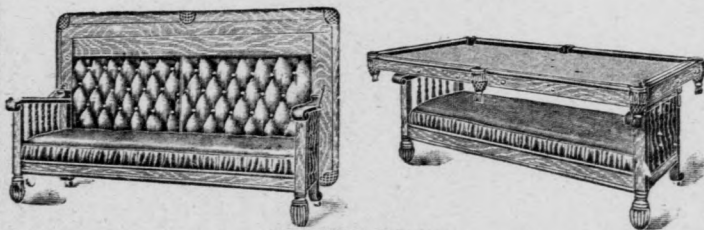
Boston---177-181 Congress Street.

Out of the Trust.

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.

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.

Sunlight

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

Walsh-DeRoo Milling Co.
Holland, Michigan

Does This Attract Your Attention?



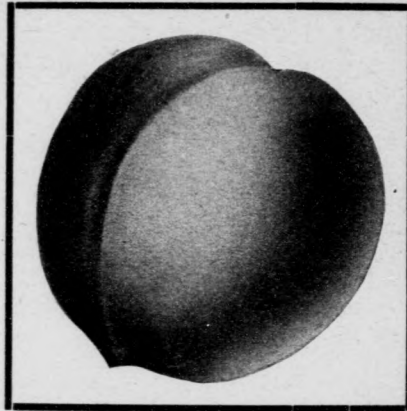
It sells better than it looks. If you want a Fruit Jar Rubber that will sell at sight, send me a sample order. If not satisfactory you may return them.

W. H. SCHAEFER

771 Spitzer Building, TOLEDO, OHIO

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.

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, MAY 20, 1903.

Number 1026

William Connor Co.
Wholesale Ready-Made Clothing
Men's, Boys', Children's
 Sole agents for the State of Michigan for the
S. F. & A. F. 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. McCORNER, 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

We Buy and Sell Total Issues
 of
State, County, City, School District, Street Railway and Gas BONDS
 Correspondence Solicited.
NOBLE, MOSS & COMPANY
BANKERS
 Union Trust Building, Detroit, Mich.

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.

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DISGRACE TO THE STATE.
 Governor Bliss, who appears to possess the unhappy faculty of getting on the wrong side of every measure of public interest, has gone out of his way to injure the commercial interests of the State by vetoing the sale-in-bulk bill which was championed by the various associations of credit men and the wholesale and retail trade of the State. The reason he gives for vetoing the measure is that no one requested him to approve it and that no one talked with him regarding it. Opposed to this charge are the statements of Senator Brown, the Governor's partner and a representative of Morley Bros., all three of whom assert that they talked with the Governor regarding the measure, after it passed both branches of the Legislature, and that he promised to approve it.

It is bad enough to have a jelly fish Governor, but to have a man in the gubernatorial chair whose word is not good is a standing disgrace to the State.

It certainly seems a bit ungracious for physicians and surgeons in the United States publicly to criticize and find fault with Dr. Lorenz and his methods. He came over to this country at the request of Mr. Armour, who was entirely willing and able to pay a handsome fee for the service which he believed could be rendered his daughter, and subsequent events have proved that his faith was well founded. So far as Dr. Lorenz himself is concerned he did not voluntarily do another operation save that for which he was specially employed. At the urgent request of physicians, surgeons and afflicted people he gave public clinics

in various places and performed scores of operations on unfortunate children for which he received no pay. He worked hard, faithfully and cheerfully, demonstrating his methods in the presence of numerous physicians, who were thus afforded the opportunity to see and study his work and pattern after it if they saw fit. That everybody operated on by the Lorenz method will not recover is as much to be expected as that everybody operated on for appendicitis will not get well in a few weeks. He did not pretend to be infallible, and if anybody can suggest a better method probably no one would be quicker in giving a credit therefor than Dr. Lorenz himself. His coming aroused renewed interest in orthopedic surgery, and many a little one will be walking this summer that could not have done it but for that visit. Professional courtesy would suggest that Dr. Lorenz is not a proper object for adverse or unkind criticism in this country.

The attempt to destroy the steamship Umbria, which from the character of the device employed must be regarded as serious, excites special interest from the threat made in the letter to the police that the plotters would not cease their work until every British ship was sent to the bottom. The British government is concerned about the matter. It can not understand why individuals should have any special desire to destroy British property. The Mafia would hardly undertake such an enterprise. Italians are not antagonistic to the British. It is difficult to understand. Perhaps after all only a scare was intended. If there was a deliberate design in the case of the Umbria why did the conspirators notify the police?

A story has reached the State Department at Washington of a novel use to which a life insurance policy was recently put by an American traveling in Russia. The citizen had no passport, and when he arrives at the borders of the Czar's domains he was held up by an official with a demand for his passport. For an instant the American was stumped, but he quickly rose to the emergency. Diving into his inside pocket he pulled out his life insurance policy and handed it to the Russian. The latter gravely looked the papers over, carefully scrutinizing the imposing looking seal and the array of signatures. With a satisfied air he handed back the paper and the American passed on.

The gift of gab is all right at times, but the gift of holding the tongue is all right at all times.

The Boys' Behind the Counter.
 Alpena—John Strelke has resigned his position with Hawley & Fitzgerald to take a similar position in the dry goods department of I. Cohen's store.

Grand Rapids—Walter E. Miller, formerly of Lamont, has taken a position as salesman with the Bodbyl Furniture Co.

Central Lake—L. E. Bockes has resumed his former position as clerk in the store of Geo. J. Noteware.

Jackson—Charles M. Frost, who has for the past six years been in the employ of the Coronet Corset Co., will June 1 take the management of the Pandora Corset Co. Frank Rocket, at present with the Pandora Corset Co. as superintendent, intends going with the Wheeler & Wilson Sewing Machine Co. Henry H. Neesley has been the temporary manager of the Pandora Corset Co.

Butler & Wray have merged their business into a stock company to be known as the Perfection Light & Heating Co., with headquarters at Chicago. The new corporation has a capital stock of \$50,000. The principal stockholders are S. M. Hastings, Treasurer of the Moneyweight Scale Co.; O. O. Ozas, General Manager of the Computing Scale Co., Dayton; Conrad Poppenhausen, Treasurer of the Acorn Brass Mfg. Co., Chicago; D. C. Everett, Assistant Credit Man for Hibbard, Spencer, Bartlett & Co., Chicago; Mr. Baird, of the Baird Manufacturing Co.; C. F. Pennewell, of Cleveland; I. E. Butler, of Grand Rapids; G. M. Ludlow, President of the Moneyweight Scale Co., and Ed. W. Wray, District Manager of the same company. The office and manufacturing department have been removed to Chicago, where they will be located at 35 Michigan street.

Milan—The Detroit Register Co. of Detroit, will remove its plant to this place. It agrees to remain here several years and to employ from 100 to 125 men the year around in consideration of the raising of \$10,000, to be secured by 6 per cent. preferred stock of the company. The factory building will be 100x275 feet in dimensions.

Caro—It is said that the vinegar manufactured here from sugar beet syrup, which is the invention of Robt. McKinney, retains a sufficient percentage of alcohol to not only make the best article of vinegar on the market, but to pickle and keep for months cucumbers, tomatoes, etc., keeping them as fresh as when picked from the vines.

Wm. A. Wigmans has purchased the grocery and confectionery stock of A. Rosenthal & Co. at 189 West Fulton street.

GONE BEYOND.

William Sears Dies in the Fullness of Years.

Death is the liberator of him whom freedom can not release, the physician of him whom medicine can not cure, and the comforter of him whom time can not console. It is impossible that anything so natural, so necessary and universal as death should ever have been designed by Providence as an evil to mankind. Is it strange to see that cut off which by nature is made to be cut off or that melted which is fit to be melted or that burned which is apt to be burned or that pass away which is born to perish?

The days of our years are three-score years and ten; and if by reason of strength they be four-score years, yet is their strength labor and sorrow, for it is soon cut off and we fly away. Of ten thousand human beings that set foot together on their journey, after ten years one-third at least have disappeared. At the middle point of the common measure of life but half are still upon the road. Fast and faster, as the ranks grow thinner, they that remained until now become weary and lie down, to rise no more. At three score and ten a band of some four hundred yet struggles on. At ninety these have been reduced to a handful of thirty trembling patriarchs. Year after year they fall in diminishing numbers. One lingers, perhaps, a lonely marvel until the century is over. We look again and the work of Death is finished.

Man is born with his hands clenched; he dies with his hands wide open. Entering life, he desires to grasp everything; leaving the world, all that he possessed has slipped away. Riches can purchase no allies skillful to avert the blow. Obscurity affords us no refuge. The slave falls by the side of the master and the beggar is slain by the wayside. Death spares neither the pillar of the household nor the brightness of the hearth; not the youth in his vigor nor the maiden in her beauty. He comes into our garden, tramples down our lilies, scatters our roses on the ground, even the modest flowers planted in the corner, and hiding their beauty beneath the leaves, that they may blush unseen. Death spies out even these and cares nothing for their fragrance, but withers them with his burning breath.

William Sears, one of the founders of the Wm. Sears & Co. cracker factory—now known as the National Biscuit Co.—died at his home in this city May 15. The funeral and interment occurred the following afternoon—the funeral from the family residence, 33 South Lafayette street, and the interment in Oak Hill. Death resulted from an attack of the grip and complications which ensued.

Wm. Sears was born in Ashfield, Franklin county, Mass., June 20, 1818, being the third child in a family of four brothers and one sister. His antecedents were Puritan on both sides, being descended on his father's side from a Sears who landed in Plymouth in 1637. Mr. Sears received

his education in the vicinity where he was born and after leaving school he at once started in on a business career, being first employed in a dry goods house at West Troy, N. Y. where he remained for five years and acquired the first lessons in his business career. He then removed to Lynchburg, Va., where he formed a co-partnership with his father-in-law and engaged in the construction of dams across the James River.

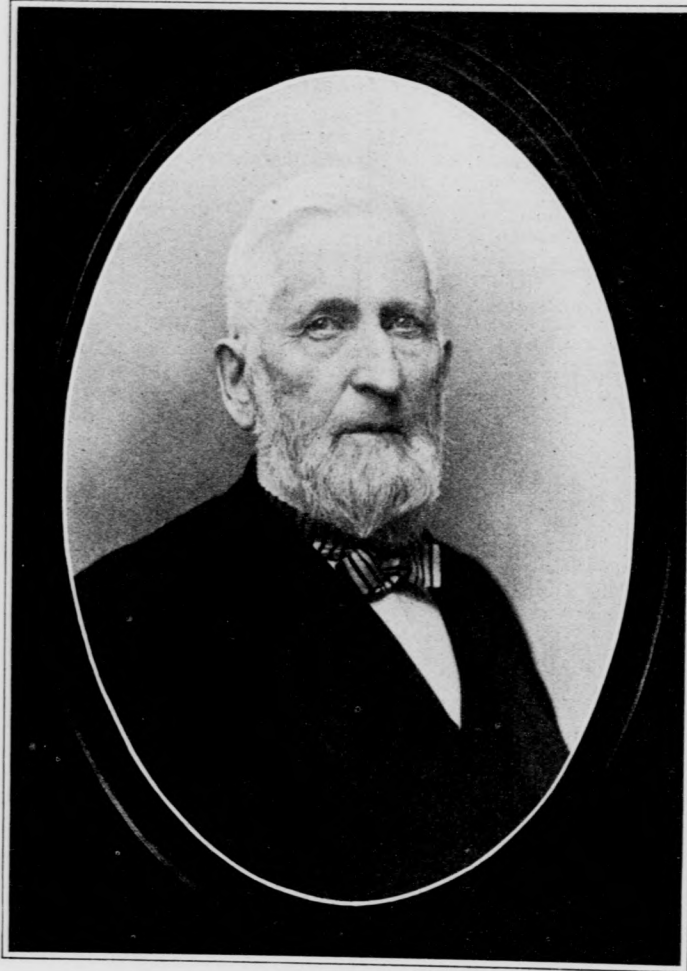
In the fall of 1857 Mr. Sears removed to Grand Rapids and in the spring of 1858 he engaged in the baking business under the style of Wm. Sears & Co. The bakery was then located in the building adjoining the Rathbun House now the Widdicomb building. Later on the location was changed to the Botsford block, where

connections being director of the Fourth National bank and also of the Alabastine Co.

Politically Mr. Sears was a supporter of the Democratic party. Though not a member, he was a constant attendant at the services of Park Congregational church.

Mr. Sears was married in 1845 to Miss Judith Adams, at Albany, N. Y. They had three children, previous to his wife's death in 1875. Of the children one son died in 1852; another son, Stephen A., is the present manager of the National Biscuit Co.'s local plant; and the third, a daughter, is Mrs. Charles D. Lyon of this city.

Samuel M. Lemon, president of the Lemon & Wheeler Company, pays the following high tribute to Mr. Sears:



business was continued sixteen years, when it was removed to Lyon street and a couple of years later to the present location on Kent street. Samuel Sears became a member of the firm in 1867 and continued in that capacity until the spring of 1890, when the business was purchased by the New York Biscuit Co. In the meantime Stephen A. Sears had acquired a knowledge of the business and been admitted to partnership, so that under the new regime the mantle of manager naturally fell on his shoulders. Both of the brothers retained an interest in the business and gave the active manager the benefit of their advice and experience.

A number of other Grand Rapids business interests also claimed Mr. Sears' attention, his most prominent

"It was my good fortune to have had an intimate and most friendly and unbroken acquaintance with William Sears covering a period of more than twenty years, being associated with him in various local business enterprises and having for the past eleven or twelve years served together as directors of the Fourth National Bank, and as memory now recalls the hundreds of meetings in which he and his associates met never was there an unfavorable criticism of either word or act toward this man. Many trying ordeals we passed through together, and among these comes most vividly to my mind what is commonly remembered as the "panic of '93"—a time that sorely tried men's souls who happened to be connected with financial

institutions—and in that time his words, which were words of wisdom, his advice and his presence all carried encouragement and absolute security. All men, high and low, rich and poor, who knew Mr. Sears respected him. In all my experience I never knew a man of such rare ability so exceedingly modest, and he was a gentleman in all the word implies. His judgment was good, his success unquestioned, his generosity unbounded and his name stood as a synonym for integrity, and his life the highest type of American citizenship. He was an exceptionally good man for Grand Rapids and his place in the community will indeed be very difficult to fill."

Wm. H. Anderson, President of the Fourth National Bank, of which Mr. Sears had been a director for twenty-five years speaks of him very highly. He says:

"No one in our city stood higher in the estimation of our citizens than did William Sears. He was a most successful business man and his word was always as good as his bond. He was really the dean of our directors. His judgment was always good and his advice in the council was time and again sought by us all. He was one of the most punctual men I ever knew and unless prevented by illness, was always in his place at every directors' meeting. We all wish that he could have been spared to be with us for another twenty-five years. Mr. Sears was also my neighbor for several years and as both neighbor and friend I esteemed him highly. I regarded him almost as a father and felt for him the same affection and respect. His life was a long and useful one and everyone who knew him feels that he has lost a personal friend."

The Man Who Succeeds.

In common with every other undertaking, advertising possesses rich possibilities of failure. The man who, nine times out of ten, makes a success of his advertising, is the one who puts into it a large share of his personal interest and enthusiasm. He may relegate the preparation of his matter to others, but his interest in the success of their efforts never fails. He is a pleasant man to deal with—he bubbles over with pride and delight when he gets hold of a better idea than the other fellows have—or one that he thinks is better. He pays his bills cheerfully and, knowing the value of bright ideas, doesn't quarrel about prices.

Causes for Small Wages.

Every employe pays for superintendence and inspection. Some pay more and some pay less. That is to say, a dollar a day man would receive two dollars a day were it not for the fact that someone has to think for him, look after him, and supply the will that holds him to his task. The result is that he contributes toward the support of those who superintend him. Make no mistake about this; incompetence and disinclination require supervision; and they pay for it, and no one else does.—Philistine.

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

Absolutely Pure.

***No Grocer can afford to be without a
full stock of ROYAL BAKING POWDER***

THERE IS NO SUBSTITUTE

Around the State

Flint—Philip Linderback continues the meat market of Wm. Linderback.

Dundee—F. E. Davis & Co. have sold their grocery stock to Jos. S. Porter.

Pontiac—E. R. Stiles has purchased the grocery stock of Hicks & Higby.

South Boardman—S. E. Neihardt is succeeded by J. J. Neihardt in the drug business.

Elkton—Daniel G. Neuber, grocer and confectioner, has sold his stock to S. G. Seglin.

Shepherd—Roy Cole has purchased the drug and wall paper stock of John D. McKenna.

Prairie Ronde—David Goodspeed has sold his stock of general merchandise to W. P. Glover.

Cass City—Fairweather Bros. have purchased the general merchandise stock of A. H. Ale & Co.

Silverwood—M. E. Hanson, dealer in drugs and wall paper, has sold his stock to I. E. Markle.

Bay City—John S. Jones has purchased the grocery stock of Harriet E. (Mrs. Neil) Ferguson.

Elk Rapids—The Dexter & Noble Land Co. has decreased its capital stock from \$24,000 to \$10,000.

Gladwin—F. W. Stratton & Co. have opened a general stock of merchandise in their new building.

Charlotte—Floyd H. Griffin, boot and shoe dealer, has taken a partner under the style of Griffin & Graves.

Wellsville—W. L. Kemmerling has purchased the general merchandise stock of R. H. (Mrs. B. A.) Rauch.

Saranac—Otis & Vaughn, grocers, have purchased the grocery stock of J. C. Osburn and will move it to their store.

Harrisville—David W. Mitchell has purchased the interest of his partner in the drug business of Colwell & Mitchell.

Saginaw—Chas. A. F. Dall has engaged in the boot and shoe business, having purchased the stock of John G. Streeb.

Gobleville—Saul Frank, the veteran general dealer, has gone to Europe for a two months' respite from business cares.

Mt. Pleasant—The Clark Hardware Co., Limited, has dissolved partnership. The business is continued by Frank B. Clark.

Colon—Friedman & Co., who own dry goods stores at this place. Three Rivers and Mendon, have sold their stock here to Carl Damon.

Flint—Crawford & Wright, dealers in clothing, have dissolved partnership. The business is continued by Crawford & Zimmerman.

Fenton—L. H. Kahn has engaged in men's furnishing goods business in the building lately vacated by the cigar factory of G. A. Mitchell.

Bentley—Cassmore & Horn continue the general merchandise business formerly conducted under the style of Cassmore, Martin & Co.

Saginaw—The Banner Mercantile Co. has been formed with an authorized capital stock of \$10,000, held as follows: John T. Hart, 325 shares;

P. McMannon, Jr., 325 shares; Michael J. Hart, 325 shares, and John M. Harris, 25 shares.

Sunfield—E. L. Cole has entered into partnership with J. A. Childs, dealer in hardware. The business will be continued under the style of Childs & Cole.

Bad Axe—The Comfort Produce Co. has purchased the cold storage plant of Pitcher & Johnson, at Cass City, and will conduct same in connection with their plant at this place.

Perrinsville—Geo. Butler has sold his grocery stock to Charles Rose and will engage in the grocery business at Marshall in the Dibble block, under the style of the East Park Grocery.

Charlotte—Clark M. Graves, of Detroit, formerly with the Detroit Stove Co., has purchased a half interest in the shoe stock of Floyd D. Griffin. The new style is Griffin & Graves.

Traverse City—John T. Beadle, who has conducted the harness and saddlery business here for the past thirty-five years, will close out his retail stock and engage in the wholesale business exclusively.

Omer—Thomas Naylor, of Gladwin, has purchased the stock of hardware, fixtures and building of H. V. Pay. The store building and stock of Mr. Naylor, at Gladwin, were recently destroyed by fire.

Grawn—Dr. Boylan has purchased the drug stock of Frank Gannett, who has removed to Traverse City and will be employed in the drug store of Bugbee & Roxburg until he has decided as to his future course.

Flushing—C. H. Adams has sold his interest in the clothing firm of Adams & Co. to the other members of the firm and taken a position with the Lewisburg Pant Co., of Lewisburg, Penn. He will travel in Michigan.

Howard City—J. B. King & Sons have purchased the store building and general merchandise stock of W. C. Westly, of Six Lakes, and will combine their former stock there with the new purchase. Bert King will manage the business as heretofore.

Muskegon—A new mercantile enterprise has been launched at this place under the style of the Boston Clothing & Dry Goods Co. It has a capital stock of \$5,000. The stockholders are Isaac Shetzer, Detroit, 225 shares; Jacob Fredberg, Detroit, 225 shares; Samuel Cohen, Muskegon, 50 shares.

Leroy—Frank Smith is erecting a duplicate of his present brick store building, which will give him a total floor space of 48x80. He is enclosing the building with solid fire brick walls on both sides. He expects to complete the addition by July 1, when he proposes an opening which will include a free dinner during the day and a complimentary dance at night.

Hillsdale—Geo. N. Smith, hardware dealer, has purchased the hardware stock of the C. E. Lawrence Co. and organized the Hillsdale Hardware Co., of which he is President. Mr. Howard Aulsbro, who was connected with Mr. Lawrence in the business, has removed to Detroit to

take a position with the Fletcher Hardware Co. Mr. Lawrence will continue to reside at this place.

Lake Linden—The new department store at this place has been forced to close its doors. T. P. Levine & Co., creditors of the firm, demanded a settlement, and as this could not be made, the firm was obliged to close. Debts amounting to about \$8,000, are outstanding, and fifty creditors are wondering as to the outcome. The largest creditor is Leo Gartner, of Calumet, who has been appointed trustee. The estimated value of the stock and fixtures is placed at \$3,000.

Petoskey—Walter Kephart, of the drug firm of Harwood & Kephart, has developed an industry which has lain dormant in this vicinity previously, the embalming of minnows for bait uses. Mr. Kephart inaugurated his process some few weeks since with a few small bottles. The success, however, has developed and the demand grown to such an extent that on Saturday last Mr. Kephart embalmed two barrels of the little fish, in number ranging into the millions. The process hardens the bait and leaves the fish almost perfect, while for keeping, there is no end to it.

Manufacturing Matters.

Detroit—The capital stock of the Detroit Register Co. has been increased from \$15,000 to \$50,000.

Sault Ste. Marie—Thomas Everett is incorporating a company to operate the Soo Flour Mills. Mr. Everett formerly had charge of the mill.

Cadmus—Mathew Kerr has built an elevator with a capacity of 16,000 bushels, and a hay warehouse attached with a capacity of 10,000 tons. Sidetracks are being laid and will soon be completed.

Aral—The Mann Cedar Co. has completed the building of a sawmill plant and will soon begin operations. It will have a capacity of 20,000 feet per day. The company has already a shingle and lath mill located at the same place.

Bancroft—The Bancroft Peat & Cement Co., Limited, has been organized with a capital stock of \$500,000. Marl beds exist in great quantities in this vicinity and all available land has been leased. The new factory is expected to begin operations by Dec. 1. The officers of the company are R. H. Person, Lansing, President; M. P. Cook, Flint, Vice-President; F. I. Wilson, Bancroft, Secretary, and W. E. Watson, Bancroft, Treasurer.

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

Easy Selling Pure Foods

The full line of foods—Vega-Frankfort, Vega-Wienna (Vegetable Sausage), Vege-Meato, 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.

Raw Sugars—The raw sugar market continues firm, with very good demand. In fact, the trade during the past week has been so good that it has practically cleaned up all available supplies and there is but very little stock offered now for sale. The refined market showed a steady undertone, with the American and Arbuckle making an advance of 5 points in their list prices. A feeling of steadiness is generally prevalent in the market and with the approach of warm weather and the firmness apparent in the raw sugar market, it is expected that an improved demand will set in. The difference between the price of raw and refined sugar now leaves a good profit to refiners.

Canned Goods—A continued active interest is noted in almost all lines that come under the head of canned goods and prices on everything are firmly held. In other words, the beginning of what might be termed the "spring demand" has put a stop to all lowering of prices and but a slight increase in demand would make a vast difference in the market and many packers profess to see that increase just ahead. Almost all lines of cheap goods that have been put on the market recently have been absorbed and the goods now offered are most all fully up to grade. The dry weather of the past few weeks is beginning to have its effect on the prospective vegetable pack and packers are inclined to be very conservative, awaiting further developments. There are still 60 days of active consumption ahead and many of the larger dealers are known to be carrying only small stocks and the prospects for better prices and a very active market are certainly improving. Tomatoes maintain their previous firmness but there is no quotable change. Any material increase in demand would send prices up, especially as stocks on hand are so small. This is particularly true of Michigan pack, as there is known to be only one car of goods in packer's hands in the State and that is being held very firm. Corn is very firm, but prices show no change. Packers of corn will begin work this year under more favorable circumstances than ever before. According to the statements of experienced men there has never been a time since corn was canned when supplies were as low as they are now. Last year's pack has been almost entirely absorbed. Almost no futures are selling now. Packers are uncertain about acreage and do not care to oversell, as they have sometimes done. Peas are very scarce and are firmly held, with practically nothing in the cheap grades being offered for sale. Gallon apples and pie peaches are still meeting with considerable enquiry, but stocks are getting considerably reduced and any large lots are difficult to obtain. Prices on standard grades of both these articles are fully maintained, but here and there a few off grade goods are offered

at slight concessions in price. Salmon is meeting with good trade and stocks are moving out very satisfactorily. This good demand will probably continue now right up to the arrival of the new pack, as the early summer is generally considered a good consumptive season for this article. Sardines are firmly held and are meeting with moderate sale.

Dried Fruits—Trade in the dried fruit line continues good, with the general tendency of the market toward higher prices. Stocks of prunes are now getting down to very small proportions and there is still a very good demand. Coast reports are very firm, with a continued good export demand and with the present outlook towards a thorough cleaning up of stock this year, with nothing to carry over. There is a fair demand for raisins, but with no change in price. Orders reported are not large, but are of sufficient size to keep the market in good shape. Reports from the Coast state that the prospects of the new crop are very good, although it is too early yet to make sure that the crop will be any more than average. The vines are backward this spring, being almost three weeks later than usual. Apricots are unchanged, but with small stocks in first hands everywhere. An advance may be looked for at any time. Crop reports are very discouraging, as the recent frost is believed to have done a great deal of damage. Peaches are in good supply, but sales of these goods are small and stocks are moving out very slowly. There is a continued good demand for currents at previous prices. Figs are in quite good request at unchanged prices. Dates are in small supply, but trade on these goods at this season of the year is usually small and what few goods are on hand have been put into cold storage. Somewhat to the surprise of all, the evaporated apple market at this late day shows considerable improvement and quite a considerable activity for this season. Most of the goods have been put in cold storage, but there has been such a good demand during the past week that it is now believed that very few, if any, will be carried over into next season. It is thought this unusual demand just now is caused by the short crops and consequent high prices of some of the small fruits.

Rice—The rice market continues very firm and sales reported are very small as holders' views are considerably above those of buyers, and consequently little trading is done. All dealers are now beginning to realize the strong statistical position of this article and have become very indifferent sellers. Reports from the South state that the growing crop is progressing very favorably.

Molasses—The approach of warm weather has resulted in the demand from the consuming trade showing a falling off, but as dealers are carrying only small stocks, prices are firmly maintained and buyers are compelled to pay full values to obtain supplies. A dull trade is expected from now until the opening of the fall season.

Fish—Trade in fish is still rather quiet. There is some movement in both codfish and mackerel at previous prices and trade in medium scaled herring is also fair. A moderate number of sales in all lines are reported.

Nuts—All varieties of nuts are held with confidence, but sales are of small lots only. Brazils remain very firm, with a good demand. Walnuts move out in a small way at firm prices. Filberts are steady and are moving out quite well. Almonds show no change but are rather quiet. Peanuts are in good demand and a still better trade is looked for soon.

Rolled Oats—The rolled oats market is very firm, with prices showing an advance of 10c on barrels 5c on competitive cases, and 15c on Banner oats.

The Produce Market.

Apples—Transactions are small, but the price is steady at \$2@2.50.

Asparagus—50c per doz. bunches.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—40c per doz. Old stock is completely exhausted.

Bermuda Onions—\$2.25 per crate.

Butter—Liberal receipts of dairy grades have served to glut the market, with no present indications of an improved condition. Local handlers quote 12@13c for packing stock, 14@15c for choice and 16@17c for fancy. Factory creamery is firm at 21c for choice and 22c for fancy.

Cabbage—Old commands \$2 per bbl. New fetches \$3.75 per crate holding about 1½ bbl.

Carrots—30c per bu.

Cocoanuts—\$3.75 per sack.

Cucumbers—75c per doz.

Dates—Hallowi, 5½c; Sairs, 5¼c.

Eggs—Receipts continue heavy, but the quality is going off so rapidly that local dealers will begin candling next Monday. In the meantime the case count market is steady at 13@14c.

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 \$3.50.

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

Maple Sugar—10½c 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@3.25.

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, 75c per box of 200; sweet potato, 90c per box of 200.

Potatoes—New fetch \$2 per bu. on account of the lateness of the crop and the damage it has sustained from frost and wet weather; the price of old stock is firm at 60c.

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, 20@23c.

Radishes—Long, 25c per doz.; round, 20c per doz.

Spinach—75c per bu. for spring stock.

Strawberries—Illinois fruit is now in market, commanding \$2.25@2.50 per case of 24 qts.

Tomatoes—\$4 per 6 basket crate.

Turnips—\$1 per bbl.

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

Hides, Pelts, Tallow and Wool.

There is little trading or doing in the hide market. The country take-off is scarce. The market is firm, but there is no advance. It is a question of how to fill the vats in some lines of tanning. The situation is not good or favorable for trade.

There are no wool pelts on the market. Even sheerlings are scarce and bring high prices.

Tallow is weak and neglected on all grades and there is a wide range of prices. Packers hold for 6½@6¾, while the sale at second-hand was made at 6½ and 5¾ asked by others, and other brands still less. Greases and oils are weaker. Trading is at a loss.

Wools are weak on the Eastern market, as compared to prices being paid in the States. Buyers are plenty but the East does not respond to prices forced up by competition among buyers. Holders are firm, and are asking above what is warranted. Little is moving, except an occasional car changes hands, which indicates a wise move on the part of the seller. There are no stocks in the Eastern market and there is also an apparent short clip in Michigan. Manufacturers demonstrated a few years ago that other substitutes besides wool made cloth, and may do so again.

Wm. T. Hess.

Plainwell—A firm known as the Post Superior Stock Food Co., Limited, has been organized with a capital stock of \$50,000. The company will manufacture two articles—one a regular stock food and the other a calf meal. John W. Post, of Clarksville, is the originator of the foods.

Nashville—R. Townsend has sold his elevator to his two sons, E. B. and R. C., who will continue the business under the style of Townsend Bros. Mr. Townsend has been engaged in the elevator business here for the past fifteen years and retires to take a much needed rest.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

VITAL DECISION.**Change in Practice in Regard to Goods Received.**

A decision has been handed down by the U. S. supreme court which modifies the practice of bankruptcy tribunals and makes some sweeping changes. It is likely that the decision will affect a large number of cases being in a measure retroactive on cases decided within the past year.

The decision is in the case of Jaquith, trustee, vs. Alden, on appeal from the United States Circuit Court of Appeals for the first circuit. It holds that the decision in the case of Carson, Pirie, Scott & Co., Section 57g, requiring creditors receiving payments on account within four months of the filing of a bankrupt's petition to surrender such payments before being allowed to prove up the balance of their claims, does not apply in any case where the creditors sold goods or extended credit to the bankrupt after becoming insolvent, provided that such sales or credits exceed in amount the payments received on account.

The court says that when the net result of the transactions taking place after the bankrupt becomes insolvent is to increase his estate, the payments made cannot properly be regarded as preferences within the meaning of Section 57g.

The decision completely overturns the practice of bankruptcy courts of original jurisdiction, which have practically all held that all payments received within four months of the filing of a bankrupt's petition must be

surrendered, in order to entitle the creditor to prove the remainder of his claim.

In the case in question the bankrupt became insolvent on August 15th, but his creditor, Alden, being in ignorance of this fact, sold to him material several times thereafter and prior to November 26th, when the petition was filed. Payments were made from time to time, but on the filing of the petition the sum of \$546.89 had not been paid. The material received by the bankrupt was manufactured by him and became a part of his estate. The question before the court was whether any of the payments made to Alden were preferences which must be surrendered under Section 57g before his claim could be allowed.

The court describes briefly the case of Carson, Pirie, Scott & Co., the decision in which is reaffirmed on the ground that "the estate of the insolvent as it existed at the date of the insolvency was diminished by the payment, and the creditor who received it was enabled to obtain a greater percentage of his debt than any other of the creditors of the same class."

The court then proceeds to distinguish the present case from that of Carson, Pirie, Scott & Co., as follows:

"In the present case all of the goods were sold and delivered after the bankrupt's property had actually become insufficient to pay his debts, and his estate was increased in value thereby to an amount in excess of the

payments made. The account was a running account and the effect of payments was to keep it alive by the extension of new credits with the net result of a gain to the estate of \$546.89 and a loss to the seller of that amount less such dividends as the estate might pay. In these circumstances the payments were no more preferences than if the purchases had been made for cash. * * * All the material was sold and delivered after August 15th, and neither of the items can properly be singled out as constituting an outstanding indebtedness, payment of which operated as a preference. The facts as found in Carson, Pirie, Scott & Co. vs. Trust Company were so entirely different from those existing here that this case is not controlled by that."

Justices White and McKenna dissented from this opinion, "not being able to concur in the reasons by which the court distinguishes this case from that of Carson, Pirie, Scott & Co. and deeming the latter case controlling in this."

It is said that there are still pending thousands of cases instituted prior to the passage of the Ray bill, barred from proving their claims by the literal interpretation of the supreme court in the Carson, Pirie, Scott case. The present case does not dissent from the opinion in the Scott case, but the decision distinguishes between the two and holds that whenever a bankrupt's estate has been benefited by additional credit no preference is created, if there is

an excess of credit over the payments on account.

It would seem, by the same theory, that if a creditor has extended any credit, though not equal to the amount of payments on account received by him, he should, nevertheless, only be required to surrender the difference between the credits and the payments.

In all cases, therefore, in which creditors who come within this new decision have failed to prove their claims because of the decision in the Carson case, they should at once do so. The right to prove exists for one year after the date of adjudication.

The Busy Season.

In the spring a thinner shadow haunts the young man's pocketbook, and he casts upon each nickel a lean and hungry look. In the spring a brighter yellow blush is on the butterine, and boarders are suspicious of the azure tinted cream. In the spring the festive angler from the ground extracts a worm, and with fiendish glee impales it on a hook that makes it squirm. In the spring a woman's fancy turns to thoughts of stylish hats, while her weary, careworn husband thinks a lot and murmurs "Rats!" In the spring the jolly farmer, with a chuckle, doth begin painting letters on a shingle, "Summer Boarders Taken In." The bunco man gets busy—the kite is on the string—thus we realize there's always somethin' doin' in the spring.

He has the best education who best knows when to appear ignorant.



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.

NARROW MINDED.

Governor Bliss Vetoes the Sale-in-Bulk Bill.

Governor Bliss, who has proven himself to be about the smallest specimen of a two-cent statesman who ever sat in the gubernatorial chair at Lansing, has distinguished himself again by vetoing the sale-in-bulk bill which was championed by the wholesale trade of the State and by every honest retailer who believes in fair play and in paying 100 cents on the dollar. So far as the Tradesman can learn, no one opposed the measure, with the possible exception of Representative Gallup, of Escanaba, who distinguished himself in the Legislature by stating that he could buy all of the newspapers in his district for \$25. The bill was introduced by Senator Brown, of Lapeer, who happened to have a tilt with the Governor later on, whereupon His Excellency displayed his narrow-mindedness and his bigotry by stating that he would prevent any measure fathered by Senator Brown becoming a law. After running the gauntlet of the Senate, the bill went to the Judiciary Committee of the House, composed of nine lawyers, all of whom gave its constitutionality careful consideration and reported it out unanimously. It passed the House, went back to the Senate for concurrence with the House amendments and then went to the Governor, where it was vetoed. The reasons the Governor gives for this action are as follows:

"While I am inclined to think that an enactment, properly designed to protect the wholesaler of merchandise against fraudulent and unlawful sales of goods unpaid for or subject to liens for the purchase price, could with propriety be enacted, I believe that this bill exceeds the necessities of the situation and invades the rights of the honest and financially responsible retailer of merchandise.

"The measure is open to the following objections:

"That it is not, in terms, limited to those retailers in merchandise who are debtors for the stock of goods or merchandise, the sale of which is intended to be restricted; but is extended to all retailers having creditors, regardless of the nature of the credits, and regardless of the financial responsibility of the retailer. The act brands as fraudulent all sales of merchandise otherwise than in the regular course of trade by a retailer possessing creditors, regardless of the nature of the credits, or the situation and financial responsibility of the retailer. This objection is made more apparent, considered in the light of illustrative cases. The retailer who has his stock of merchandise entirely paid for, but who is a debtor in reference to some matter entirely outside of his business as a retailer of merchandise, is subjected to the same restrictions as is the retailer who is indebted for the purchase price of a stock of goods to its full value. The retailer who is possessed of full financial responsibility, but owes a small amount of debts, contracted in the regular course of his

business, and bills for which will be met upon presentation, is placed in the same category as a person of no responsibility, but who has purchased his entire stock of goods upon credit. The bill in question, while covering a condition which undoubtedly merits legislation, overlaps into territory where no regulation is required, and where such regulation is a positive detriment to the business interests of the State. This objection might be extended at some length, but it is so plainly apparent that I will not pursue it farther.

"The design of the bill seems to be the prevention of all sales of merchandise in fraud of creditors; but it extends beyond this and unduly hampers sales not made or intended to be made in fraud of creditors. No owner of a stock of merchandise can dispose of the same, except after the termination of a period of five days, without subjecting his sales to the brand of fraud, and it is a matter of common knowledge that this will place such a limitation upon the right to sell, in many cases where no regulation is necessary or required, as to absolutely prevent the sale.

"It may be urged, in conclusion, that wholesalers have the power under present conditions to protect themselves by full investigation into the business character, reputation and habit of the persons to whom they sell, and this power is being continually utilized by all business men as a matter of simple precaution."

A careful perusal of the above will convince even the most casual observer that the Governor was hard pressed to find some excuse for punishing a Senator who had crossed his path. The reasons are so flimsy that they would be ridiculous in the essay of a country school boy, and the argument is as lame as the logic is poor. There is talk of passing the bill over the Governor's veto, and in case this is done, there is every likelihood that the House will concur in the action of the Senate. It is very generally conceded by all that the veto is due solely to the vindictiveness and malice and narrow-mindedness of a Governor whose administration "has served to make Governor Begole's administration respectable," as a leading citizen and business man and prominent Republican of Grand Rapids expresses it.

Lifting With Magnets.

One of the practical uses of a magnet, but to those immediately concerned a highly important use, is that in which it is sometimes employed to withdraw small pieces of iron from such out of the way places as the human eye. Another use of the tractive force of the magnetism on a much larger scale was that to which it was put by Edison in his magnetic ore separator, in which the ore, previously crushed to a fine powder, is dropped down a chute past the poles of powerful electromagnets is passing which the iron particles of the ore are deflected to one side, while the non-magnetic stone dust continues undeflected down the chute. Still another instance of the employment of mag-

netism in a small way is that in which a magnetized tack hammer is used in the manufacture of strawberry baskets on a large scale in conjunction with a mechanical device which presents the tacks, one at a time and head up, to the operative, thereby greatly facilitating his work.

It is a far cry from lifting a tack by means of magnetism to the lifting of massive iron and steel plates weighing four, six and twelve tons by this same force, which is now being done every work day in a number of large steel works. Electromagnetism, of course, is utilized, the form of the magnet being usually rectangular for this work and presenting a flat surface to the plates lifted. The magnets are suspended by chains from cranes, and pick up the plates by simple contact and without the loss of time consequent to the adjustment of chain and hooks in the older method. It is also found that the metal plates can be lifted by the magnets while still so hot that it would be impossible for the men to handle them.

The trade in hand-made laces in France has been greatly affected by the closing of the convent schools. There has been a considerable advance in the price of laces in Paris.

Alabastine

The Only Durable Wall Coating

A quarter of a century of extensive and judicious advertising has made ALABASTINE a household word in every town and hamlet throughout the civilized world.

The Alabastine Company is positively the only manufacturer of wall coating in the world that does all the introducing, advertising and pushing—creates, maintains and adds to the demand, alike for jobbers and retailers. The demand for ALABASTINE exists, the sales will be satisfactory. The trade is yours if you go after it. Complete line of advertising with each order.

Alabastine Co.

Grand Rapids, Michigan.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency, 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, Member State Legislature
W. O. Cromwell, Secy, McBain
C. W. Cromwell, Mgr., McBain
O. O. Dunham, Treas., McBain
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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 20, 1903.

STATE OF MICHIGAN }
County of Kent } ss.

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 13, 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 sixteenth day of May, 1903.

Henry B. Fairchild.

Notary Public in and for Kent county, Mich.

GENERAL TRADE REVIEW.

The parting of the ways between the uninterrupted course of industrial activity throughout the country and the declining tendency and dullness of Wall Street is becoming more manifest day by day. The slow, reluctant yielding in values, apparently on account of disappointed buyers and wearied holders seems to be independent of any ordinary speculative influence outside of professional trading, either as affecting advance or decline, except that the continued outgo of gold has a depressing influence for the moment, but the amount of decline is slight. Better weather conditions have assured the expected volume of the season's trade and the reports of railway earnings continue the high record. It is anomalous that railway securities should be decreasing in quotation while the roads are earning at rates never before known.

Bank exchanges and mercantile payments are well maintained for the season. The only serious question to be considered seems to be the labor situation. With the long continued opportunity of demand there has developed a mania for increasing the wage scales to the utmost, and as these requirements are complied with there is always added to them the stipulations of union recognition and as many of the most obnoxious claims as it is thought will be tolerated. It is astonishing to what an extent the demand for increased pay and reduced work is complied with, but the questions of interference in the management of business are meeting a decided opposition. In-

deed there is developing such a tendency to counter organization for the purpose of limiting the labor monopoly to the recognition of personal and proprietary rights as has never been known in this or any other country. On every hand we are hearing of citizens' leagues and manufacturers' associations, all based on the simple declaration that a man has the right to conduct his own business. This movement which seems to be spreading almost like wildfire has not the slightest effect in a modification of the position of labor and it looks as though this question of human rights will have to be fought out to the utmost.

Adjustments of some iron and steel prices have put that industry into a more assured position than under the old conditions. With cheaper fuel and materials and no diminution in demand the outlook for profitable business is without parallel if the labor supply keeps within bounds. The textile field still continues the unfavorable feature of undue cost of materials, but there is encouraging demand for products, especially in the woolen division. With leather and hides showing increased strength forwardings from custom shoe factories are breaking all records.

A PILLAR OF STRENGTH.

In the death of William Sears Grand Rapids loses a man who has done much to make the city famous by producing goods of superior quality and uniform excellence.

His fame, however, rests on something more enduring than his reputation as a business man. Of an even and pleasant disposition by nature, the trials of life's battle left no withering mark on his genial face. He has lived among us, and departed from us, leaving behind the record of kind acts well performed, warm friendships faithfully kept, honorable principles justly held to, genial manhood heartily lived. The sculptured tablets erected in commemoration of the Prince or Potentate bear no nobler epitaph, no Pharaoh ever built more enduring monument.

The vermiform appendix has ceased to absorb the attention of the medical fraternity. At the session of the American Congress of Physicians and Surgeons in Washington the greatest interest centered in the discussion of the pancreas. According to the statements made, little or nothing was known about this gland until a few years ago, and people who had trouble with it generally died. It was subject to inflammations and other troubles that were not only difficult for doctors and surgeons to diagnose, but generally so bad when they did find them out that it was a case of making a will for the patient. Now pancreatic disturbances are becoming well understood, and it is claimed that American investigators have led the way in discovering methods of successful treatment.

Think twice before speaking when angry and you may be able to say something more aggravating than if you had spoken at first.

THE PEOPLE WHO RISE.

A writer in Gunton's Magazine for May holds that poverty is the mainspring of all progress and the spur to all ambition. If all the people were in affluent circumstances they would have no need to make any exertion to better themselves.

The writer mentioned claims that the whole trend of civilization, from the earliest times in every clime and country, has been to get away from poverty, and every step away from poverty toward greater wealth, comfort, leisure and convenience has been and is a step toward higher civilization.

It is much to be doubted that either poverty or wealth is much of an inspiration to higher efforts. Many men have risen to wealth from the direst poverty and many others have ascended to distinction from the lowliest beginnings. But it was neither poverty nor lowly estate that was either an inspiration or a spur to exertion.

Many men in poverty and humility will never make any exertion to rise, while there are others already rich or distinguished who strive to attain greater possessions or higher station. There is something in the nature of these men that urges them to exertion. They are not willing to remain at the bottom or to be considered as mere human creatures without any claim for consideration. These are the people who accept without a question all sorts of doctrines of human equality and the right to an equal division of the wealth and the honors which others have won by the most strenuous exertions. They are willing to countenance any proposition or accept any prospect that offers a possibility of taking from others for their benefit. There is a great deal of this sort of doctrine being preached and it is always addressed to the class that wants something for nothing and does nothing to deserve benefits.

Editor Gunton says that there "is not an instance recorded in history where either the religious, social or political freedom of a country was promoted by the depth of the poverty or the smallness of the huts of the common people. Small huts and deep poverty mean social squalor, increased superstition and slavery. They are the enemies of the human race. It is to abolish the 'small hut' and the 'deep poverty' that every invention, every new idea of freedom, and the development of sanitary and mechanical sciences are desired. Any nation whose huts should grow smaller and the poverty of whose people should grow deeper would be known to all mankind as a nation receding toward darker barbarism."

This is entirely true with the qualification that there is something in the people themselves that incites them to action. It is some spur from the outside, or some spiritual quality within that is the inspiration.

AN IMAGINARY WAR SCARE.

A favorite diversion of imaginative persons is to foretell destructive wars in which some special nation is either conquered or reduced to great

straits of humiliation. This sort of writings often used to warn a nation and stir it up to some decisive increase in its military power or a reform in its army organization.

Some persons will remember a paper printed in one of the British periodicals soon after the Franco-German war, in which was related circumstantially the invasion by the Germans of England and the conquest of the Island Kingdom that had maintained itself against all comers since it was conquered in 1066 by William the Norman from France.

The paper in question told how the German naval commanders had been able to lead away and outwit the British fleet, leaving the way open for a great convoy of transports to land an invading army on the coast of England. Now, in the London Fortnightly for May a writer recites the details of a combined attack by Germany, France and Russia on Great Britain.

In the present case England was not conquered but barely escaped. In order to make out a very absurd case, the writer in question first arranges his game by setting up an emperor, Napoleon IV., in France. He disposes of the present Kaiser of Germany by sending him off in a balloon, which meets with a frightful accident. The present Crown Prince of Germany becomes Kaiser, and is carried away by his ministers in a war policy.

France, Russia and Germany, being united in an alliance, secretly prepare for war. The outbreak occurred on the appearance of a Russian army marching on Herat, which was peaceably occupied, and Afghanistan was found to be wholly in the interest of the Russians, who at once attacked India. France soon afterwards invaded England with thousands of apparently unarmed men with bicycles, coming ostensibly for pleasure. These fellows spread over the country and cut all the telegraph wires, while all trains stopped for lack of signals by which to operate. In the meantime French and German torpedo-boats ran into the rivers and destroyed the forts, and while all was in confusion, all the ocean cables being cut, the German naval commanders outwitted the British fleets and again landed an army in England. The English Army had been reduced after the Boer War to what it was before. The armament, which had become obsolete or worn-out, was not replaced, and the main dependence was on the Militia.

Of course, there was a catastrophe for the English, and all happened in 1905, just two years away. The entire scheme is entirely ridiculous; but the object is given out to be the arousing of the British people to the importance of being prepared for anything.

The postal receipts of the Government during April were over 11 per cent. higher than for the same month last year. Nearly all the cities show increases. Prosperity is still pronounced.

The prude is generally on the watch for shocking things.

THE KNOWN AND UNKNOWN.

It is a matter of common observation that the really wise men are the ones most willing to confess limitations. They frequently say, "I don't know," while the men who know only a little never say "I don't know." It is noticeable, also, that the man with the little mind is the man who always has his mind made up. We are learning new things pretty rapidly in these days, but none of us are rapid enough to keep up with the advance of invention and discovery. Still we know enough of what is going on to be very greatly impressed by it; indeed, so wonderful seems to us the sum of knowledge amassed by the men of science that we are apt to forget what a very little way out into the great unknown we have penetrated with our little lights of physical science. The work of the scientific men has been very great and glorious, but to the masters in this kind it is but a very small part of that which remains unknown. And this last has a most provoking way of increasing instead of decreasing with each new discovery. The more we learn the more we learn there is to learn. We think we solve one mystery only to find ourselves confronted with others more baffling. We continually move the mystery one point back, but it is really just as mysterious as before.

Now, some people who realize this get discouraged, especially in thinking and puzzling over those very greatest of all questions, concerning life and death and the future. They feel that as the human mind is always in the last analysis baffled, we may as well give up the whole subject, stop thinking about these matters and leave them as hopelessly belonging to the unknown. The human mind can never really know anything, it is said, and so many people are scared away from earnest thought and study as something useless. Because these things are mysteries there can be no clear thinking about them.

The great human problems are mysteries, but that is no reason why we should not think clearly about them. Indeed, all the things that are most worth inquiring into in this world are uncertainties, problems and mysteries. A thing that is already certain is not worth thinking about. It is the doubtful things we need to probe and reflect on.

"Is there any difficulty in thinking clearly round about the mysterious?" asks President Eliot of Harvard in a recent address. "If there is any insuperable difficulty," he says, "then we simply cannot get on in this world, because we are absolutely immersed in mystery, and the things we call practical and real, in the plainest sense of those words, are almost all mysteries." And he goes on to show that electricity is an absolute mystery, root and branch. Never has any mortal man had a clear idea of the nature of electricity. "We have not the least conception," he adds, "how a single blade of wheat springs from the ground; nor the least idea how the colors on the robin's breast have been transmitted from generation to generation for thousands of years. Forever are the colors perpetuated, and

we cannot conceive how it is done." "We are absolutely immersed in mystery in our daily lives, amid all our most practical affairs, amid all things we call real. Yet we utilize these mysteries by clear, bold thinking." Therefore, let us not excuse ourselves for lack of clear thinking about all great problems on the ground that so much is mysterious.

While one man is impressed and oppressed by the sense of mystery another is impressed by the tremendous outdoors we are making into the field of the unknown. He is chiefly struck with the vast increase of modern knowledge. Year by year, the microscope in one direction and the telescope in the other, are opening the universe to our gaze in even more wonderful gloriousness and extent. Not an object, not a force, not the claims it for her own, and never leaves tiniest spot of space but science claims it for her own, and never leaves it until she has classed it upon the shelves of system and law. Our bodies have been looked through and through. The brain has been weighed and analyzed; science has got behind the delicate mechanism of the eye, and the very blood has been analyzed and watched to find out what its red or white corpuscles have to do in the harming or helping of life."

But, as we said above, we have now what seems a curious paradox, for the more we know the greater appears the unknown. What a revelation of the unknown, as well as of the known, is there in the magnificent discoveries of the astronomer! As the telescope reaches out, with ever more powerful eye, straining to reach the boundaries of the universe, so does that universe expand, and with every furthest reach the possibilities of the unknown are almost infinitely magnified. Celestial photographs of the Harvard Observatory reveal 150,000,000 stars. But what planets swing around those central fires? And on those planets what trees and animal forms, what men and women are there?

And so, in the unknown microscopic world it is an infinite vast, in comparison with which the microscopic known is but a very little space. No one knows so well as the microscopic anatomist that he has not read the ultimate facts. We hear much of the atomic theory, but what is it more than a convenient hypothesis, which does not pretend to any ultimate solution of the mystery of matter? No one has ever seen an atom. The physical sciences are continually dealing with things and forces that cannot be seen. If we cannot know what we cannot touch and see, then, indeed, is our knowing limited to very little. Tyndall justly speaks of "that region inaccessible to sense, which embraces so much of the intellectual life of the investigator. When that which the microscope fails to see is regarded as non-existent, "then I think," he says, "the microscope begins to play a mischievous part," and he proceeds to point out many cases where structure and structural changes must be believed to exist though the microscope can make nothing of them.

So the whole of mineralogy and biology and chemistry and optics—all these are built on the assumption of the existence of the molecule, the atom and the ether. Yet of these units of matter how many have been isolated, measured or touched? Of their ceaseless motions how many have been felt or seen? Of this omnipresent ether, some eleven trillion times as extensive as ordinary matter, what smallest quantity has ever been observed? Not any. "The largest molecule, it is calculated, is a thousand times smaller than any particle the microscope can separately discern and the ether is immensely subtler than this."

The truth is, even natural science knows many things we cannot touch or see. No man has ever seen the North Pole, or the other side of the moon; yet we are as certain of their existence as if we had been there. We have discovered gases that no sense has directly observed, rays of the spectrum invisible to the eye, suns that no telescope has seen, yet whose motions the astronomer has calculated and verified. "Below in the smallest germ science finds force, law, growth. Above in the grandest solar systems force, law, growth again are manifested. And in whatever still undiscovered galaxies may lie beyond, the same principles, we feel certain, will still rule there as here. As to that which it is impossible for us

ever to know we can, of course, say nothing. But that which, though it is as yet unknown, is conceivably knowable, must be recognized by reason of that knowability, as owning the dominion of those principles by which alone things are knowable."

We live in a universe; which is to say the cosmos is a unity from beginning to end. Only a little of the mystery do we understand—the greater part is unknown. Unknown, but perhaps not altogether unknowable; for as ten thousand things which were formerly unknown and seemed unknowable are now perfectly well known, so it must be that millions of things which are now unknown will yet yield up their meaning and their mystery to the patience and persistence of the men of future times. Wherever we pursue our investigations we find an intelligible order. That which matches our intelligence we can only interpret as the manifestation of intelligence. We can trace an intelligent advance up the ages until today; we can see that "the universe is on the march"; great meanings have been coming out through all the slow progress of history; things grow here and there a little clearer, and there is a growing confidence that "the vast power that is at the heart of the universe, though still greatly unknown, is not only a power of order, but more, a power of goodness."

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THIRST OF POLITICS.

No More Perfect Antidote for Business Keeness.

There has been a lot of talk about whether a grocer, or any retail merchant for that matter, ought to take a hand in politics. Hardly any two people have the same opinion. Some think he ought to, particularly if he lives in a small town, because the prominence thus engendered keeps his store in the band wagon.

Other people think the grocer ought to stay out of politics, because politicians make bitter enemies and enemies pass your store by on the other side.

Examples show the truth of this question better than theory.

About ten years ago I knew a grocer in a thriving country town—a county seat. He had learned the business as a clerk, and as he had been born in the town he knew everybody and everybody knew him.

He had some money of his own, and when the time came he started a store of his own. It did well and the fellow prospered. He would be prospering yet if the political bee had kept out of his bonnet.

This fellow was popular among his townspeople, and some of the little local leaders hit on him for township committeeman. To tell the truth, the reason they did it was because some little money had to be put up, and Billings was the only party man available who was good enough for the place and at the same time was willing to go down in his jeans and get the money.

Billings was proud and flattered at "the honor you have conferred upon me, fellow Republicans," and accepted. He was elected without trouble.

This was the initial germ. Billings held the office all right, and it did not interfere with his business much. But the first taste of politics was good. The little office tasted morish. Billings began to hang around the county leaders. When the next county election came up he announced himself as candidate for county auditor.

There was a little money in this job; the township committee was purely honorary.

Well, he got the nomination, and as the county was politically close, he electioneered the whole district. He was not in his store more than a few hours a day and on his wife fell the burden of taking care of it. She did the best she could, but her best was not very good, for she did not know much about the business and had two children to take care of besides.

Fortunately the campaign was short. Billings was elected. The job paid about \$500 a year, and did not take much time, so the man went back to his store again. But the virus was there. He was uneasy. He had formed the habit of going out frequently "to see a man." You could find him almost any time in front of the local hotel in a bar-room chair, talking politics with any of the county politicians who happened along.

If I remember rightly, Billings

held the auditorship four years, and then came another election. This time Billings had a great thirst for the county clerkship. That was really worth having, for it paid about \$5,000. Billings lusted after the office mightily. He went from one end of the county to the other, working hard night and day.

This time the poor store was absolutely neglected. His wife had another baby to take care of. She told me herself that she protested time and time again.

"Oh, that's all right, Mary," he would say every time; "I'll get this office and then I'm going to sell out. We can live like kings off the salary and save money."

Other people remonstrated with him, with the same result.

"I'm sure to get in," he said, "and then I'm going to quit business for good. It's too slow for me. I like the game of politics myself."

But the unfortunate Billings did not get in. His opponent was a splendid man and he and his party raised the cry that Billings was becoming a professional feeder at the public breast, and the poor devil lost—the only one of his party ticket to fail.

For several weeks he was so sore and sick that he could not arouse himself to anything. Then he tried to pick up the ragged ends of his business again, but it was too late. He could not force his mind back into the old groove. Business was, as he said, too slow. He had lost every scintilla of the old keen interest.

The glitter and glamour of politics, even county politics, made the selling of sugar and mackerel a painfully prosaic thing. He tried to do it—I know he tried—but it did not go. As a business man he had stunted his own growth.

Since that time Billings has never held an office. As a run-down business man he seems to be rather despised by the leaders. His wife is a capable woman, with an enormous amount of nerve stored away in a weak body. She realized that it was up to somebody, so she hired a woman to care for her children and started in to run the business. She has done very well for a woman, but the business is only a shred of what it formerly was, and I do not imagine they have an easy time to get along.

Billings is now a confirmed loafer. He is on the ragged edge of politics. Nobody pays any attention to him—nobody cares what he thinks or says—but he still has in him the same deep thirst for office and incidentally for beer. Ever hopeful that the political lightning may strike him sometime again, he toadies the leaders until he makes them sick.

If he lives to be a thousand, Billings will never be elected to office again. He is totally dead. But if he lives to be two thousand he will never get through hoping to be and if he lives to be three thousand he will never again be a business man.

The world holds no more perfect antidote for business keeness than the unassuageable thirst of politics. —Stroller in Grocery World.

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Taking His Own Medicine.

The walking delegate never tired of talking about the strike. He held that it was justifiable if ever a strike was, and he was prepared to demonstrate that it was perfectly proper to strike to secure a desired result. He told his wife so and she appeared to agree with him. She said it seemed the easiest way. That night when he came home he found that the table was not set.

"I want a new dress," the wife said, when he asked what the trouble was.

"I know. You've been bothering me for that dress for a month," he said, "but how about supper?"

"There isn't any," she replied. "This is a strike."

"A strike?"

"Yes. I've been trying to secure a peaceable settlement of this trouble for some time; now I've struck."

"Do you dare—"

"Oh don't talk to me that way! If I can't get you to arbitrate, why, I've got to strike."

"But, Mary, you don't understand."

"Oh, yes, I do. I've made my demands, and they've been refused. I've asked for arbitration with a view to a compromise, and that has also been refused. A strike is all there is left, and I've struck."

"But your demands are unreasonable."

"I don't think they are."

"You're no judge."

"You're the judge of your own demands when you strike, and I'm as good a judge as you are when I want something. It's no use talking. The strike is on."

She folded her arms in a determined way, and he subsided. It was perhaps half an hour later when he looked up and said:

"Well, what are you going to do about it?"

"Nothing," she replied. "The strike is still on."

"Aren't you hungry?"

No. I saw that there was something in the treasury before the strike was ordered.

"Meaning the pantry?" he remarked.

"Meaning the pantry," she repeated.

"I believe I'll get a bite," he said.

"It's locked," she replied. "The reserve is to be used to keep the strike going. You can't touch the striker's resources."

"Be careful, Mary!" he said, warningly. "If I shut off the cash—" She nodded toward the locked pantry.

"I can stick it out a week," she returned.

Five or ten minutes later he proposed they compromise on the basis of ten dollars.

"Twenty," she replied firmly.

"But I can't afford it," he protested.

"That's your business," she answered. "I offered to arbitrate once."

It was 10 o'clock that night when he finally gave in and somehow he felt he had experienced a new phase of the strike business. It looked dif-

ferent from the other side of the fence.

April Crop Report.

Lansing, May 11—In the official monthly crop report Secretary of State Warner says the weather during April was favorable for wheat and grass. The average temperature was a little below normal, while the precipitation was largely in excess, being 4.66 inches. The condition of wheat is about the same as one month ago. Some correspondents report fly but as yet no great amount of damage has been done. The average condition in the state and southern counties is 39, central counties, 87, and northern counties, 93. The total number of bushels of wheat reported marketed by the farmers in April—at mills is 145,346, and at elevators, 63,923, a total of 209,269.

The average monthly wages with board in the southern counties is \$21.93, central counties, \$20.86, northern counties, \$21.79, and in the state, \$21.63. The average wages by the day, without board in the state, is \$1.33. The average wage with board last year was \$20.20 and by the day \$1.22. Many correspondents report farm laborers very scarce.

The condition of fruit was very uncertain. The freezing weather which occurred during the last days of April injured some kinds of fruit seriously. Early strawberries, some varieties of peaches, plums, and cherries were affected, but the extent of the damage can not be determined until next month.

The First Thimbles.

Thimbles were invented by a Dutchman and were first brought to England in 1695. In those early days it was the custom to wear them on the thumb, from which they took the name of thumble, since corrupted into thimble. When known by the former name they were made of brass or iron, and it was left to a more luxurious age to have them manufactured of gold, silver, horn, glass and mother-of-pearl. These latter are to be found in China, exquisitely carved and ornamented with rim and top of gold.

Here is a suggestion for advertising your business on a novel plan: Open all your letters by cutting one end of the envelope so carefully with a sharp pair of scissors that no rough edges are visible. Save all these envelopes. In the course of a month you will have quite a lot. Give them to one of your staff, and send out in a wagon or on a bicycle, with instructions to drop one in the middle of the road every few hundred yards or so. With his 500 envelopes he can cover a great deal of country. The effect will be magical. Nobody can pass an envelope that looks like a letter without stopping to see whose it is, who dropped it, and all about it; and when it is thus picked up, and the address and business carefully read, an impression is made on the reader's mind that is hard to forget.

When things go wrong the politician is like the poor workman. He blames his tools.

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WESTERN WAYS.

Some Obstacles Met by the Tireless Traveler.

A preacher in the town of Emporia is just now in several pecks, say about four bushels, of trouble. Some weeks ago in a sermon he cast some reflections on the traveling men of the country. According to the Emporia preacher they are a tolerably hard lot on the average; indeed he intimated that the toughness was quite general. If a hearer who knew nothing about the traveling fraternity had taken the word of that preacher he must have concluded that about nine traveling men out of ten maintained a sort of Mormon-like existence and that family ties sat very lightly on them indeed. He also made several other charges of more or less grave character. It was not long after that until the expounder of the gospel was made to feel that it would have been some \$2.50 in his pocket if he had perished with the croup when he was a tender and irresponsible infant. In other words, the traveling men proceeded to round him up and demand his authority for his charges. The preacher had hardly expected this. He had loaded his mouth and shot it off without very much consideration as to what it might hit. The truth was that he really did not know much about the subject of his remarks. Like some other zealous preachers he probably thought that it was his duty to hit somebody and thus show that he was a fearless man. He had been told no doubt that traveling men were almost without exception sports and had taken it for granted that the statement was correct without verifying it by personal investigation. That was where he made a fatal mistake. When a minister or anybody else makes charges against other people of immorality he ought to know right well what he is talking about. The spoken word can never be recalled and for that reason it ought not to be lightly spoken.

Traveling men are a good deal like the average intelligent and enterprising American citizen in other lines of business. The traveling man is not always a saint. Sometimes you can find a traveling man all of whose private conduct would hardly do to publish in the columns of a religious journal. But just the same we believe after a pretty careful observation of several years that it is safe to say that traveling men will average with any other class in this country. To begin with we have not seen a traveling man drunk for nearly twenty years. There used to be one traveling man who traveled over Southwest Kansas about twenty years ago, who was a lusher. He was full much oftener than the moon. With the exception of this one fault he was a bully good fellow. He knew how to sell goods, too, and was honest, but he would take on a jag of tremendous proportions at nearly every town he struck. His house knew his value and stood his foolishness a long time, but finally they gave him his choice of giving up his whiskey or his job. He is dead now, poor fel-

low, but for the last five years of his life he was a strictly sober man and attentive to his business. Traveling men have to be sober. They can not hold their jobs unless they are. Traveling men as a rule do not gamble for the same reason, if for no other. Traveling men can not be notorious debauches. The mercantile houses can not afford to have that kind of representatives on the road. The successful traveling man is a hard worker. He has to keep a humping in order to gather in and hold his trade. Now the man who is right busy at a legitimate business has not time to be much of a sport. It is the man who is idle as a rule who raises thunder. The traveling man has to be industrious, honest, clear headed, and if he is all that he can not be a very bad man. The preacher simply wagged his jaw without provocation and without justification.

"Speaking of traveling men," said the old timer who had made all the principal cities and towns in the course of a career as a drummer from the Atlantic to the Pacific, "I know that most of the fellows are good straight men; every once in a while you will find a really religious man among the lot, although I can not say as the profession is overburdened with really genuine piety, but whether they are religious or not they are straight as a rule and looking after the interests of their houses. Some will go a good ways to gather in trade. There was Jim S., for instance. Jim could adapt himself to about any sort of company that he met up with and do it to a turn. I have known him to strike a town where there was a great revival going on and the whole town worked up about the question of sin and salvation. On such an occasion you would find Jim if he had to stay over night well to the front in one of the churches, and when it came to singing—well you could hear Jim's voice over the whole lot. It simply did not take him any time to make the brethren and sisters believe that he was with 'em heart and soul. On one occasion the revivalist was attracted to Jim and impressed with the way in which he lifted up his voice in song and when the hymn was finished the preacher dropped on his knees and asked that the brother who was a stranger within the gates lead in prayer. I knew that Jim was not loaded with prayer meeting piety, and that when things went wrong he could do about as complete and artistic a job of swearing as I ever listened to. For a moment or two his face had the look of a man who had drawn to a bob tailed flush and failed to get the right card, but the next minute he righted up again and went down on his knees and, bless me, if he did not put up about the rip snorting prayer I ever listened to in my life. The next day he sold the biggest line of orders that had ever been taken in that town."

"Some of the rides that traveling men used to have to take in Western Kansas in the early days," said another old timer, "would have done up the ordinary man. Just think, for in-

stance, of having to ride a hundred miles across the prairies in a blizzard. Of course there would be a stopping place once in a long time, but for the most part it was grin and bear it. Sometimes the horses would get off the trail in a storm and then it would be necessary to get out and hunt the track again by the light of a lantern. I knew a case where a ride of that kind was taken. The traveling man wanted to make a town which necessitated a drive of forty miles or more. He could not finish up his business and get ready for the ride until about 3 o'clock in the afternoon. It was one of those warm afternoons that you find in Southwestern Kansas along in December. Felt more like May than December. The thermometer indicated seventy in the shade when the drive commenced. Along about 6 o'clock it got very dark, and a rain commenced to fall. In half an hour that rain was turned to sleet that cut into the face. In an hour more it was snowing and blowing to beat the band and the temperature was down to twenty above zero. Talk about sudden changes. When the mercury takes a tumble of fifty degrees inside of four hours it makes you feel as if you had tumbled into a tub of ice water. In another hour the mercury was down to zero and the horses could not be kept in the road. The driver got bewildered and it looked as if the whole outfit would freeze to death. For three hours the driver and the traveling man tramped around on the prairie and about 10 they were lucky enough to strike a claim shanty where they stayed all night. The drummer found when he took an invoice of himself after he got warmed up a little that both ears and his nose were considerably frosted as well as his feet. The driver was worse off even than he was. If they had not happened to hit that claim shanty both of them would have been past help inside of two hours. That was a specimen of the hardships the traveling men had to endure out in Western and Southwestern Kansas twenty years ago."

"And summer," said the Chicago drummer, "is next thing to being as bad and worse than the winter for drives. I started one day to take a drive to Mobeetie, in the Panhandle of Texas. It was ninety at sun up and when we started at half past 6 the temperature was a hundred and ten in the shade and somewhere near two hundred in the sun. By noon the sun was scorching the woodwork of the buggy so that you could smell it, and by 2 o'clock the buggy tires commenced to get soft and mushy. I threw away all the matches I had in my pockets for fear they would take fire from the heat and then lighted my cigar from the iron end of the whip. The iron end was getting nearly red hot. The buggy leathers were scorching and the wood work was smoking in half a dozen places—never saw anything like it for heat in all my days. And dry. You may not believe me when I say that ground was cracked open in places for a hundred feet. There was simply no way of telling how deep those cracks were. I threw a stone in one

of them and counted three seconds before I could hear it strike bottom. If a man had fallen down in one of those weather cracks he would have been a goner. At last we struck a well and asked if we could have a drink. The woman of the house said that we might provided we would draw the water ourselves. That well, as near as I could estimate it from the time it took to draw up a bucketful, was seven hundred and forty feet deep with about two feet of water at the bottom. By the time we got to Mobeetie the tires had melted; the feloes were singed off about halfway to the hub. That night a raging rain storm came down and it was curious to see the change. The earth got soaked up so that all the cracks suddenly closed up and when the sides came together you could hear the water splash, sometimes throwing the water into the air ten or fifteen feet. It was reasonably pleasant after the rain commenced, but before that, well don't talk to me about the trials the traveling men had to endure from winter storms. The winter storms were not a circumstance compared with a right down hot day in the Panhandle of Texas when a hot wind was blowing at the rate of seventy-five miles an hour."—*Merchants Journal.*

Now and then a minister gets rich, but when he does, it is through some operation on the side which makes the money. Rev. James Stafford, pastor of a Presbyterian church in Indiana, has invented a stopper which makes bottles non-refillable. It is said a patent medicine company offered him \$100,000 for it and was refused. Now the report comes that the leading whisky distiller of Lexington, Ky., has offered \$1,000,000 for the device, and the proposition is so tempting that it is being carefully considered. By means of it, it is said, that the bottles can never be used again. It is a common practice to put second or third rate liquids into bottles which originally contained first class goods. If Elder Stafford's stopper will do what he claims, it will prevent a great deal of deception and humbug from being successfully practiced, even if incidentally it is adopted by the manufacturers of intoxicating beverages.

The cost of living, based on quotations of leading products, was considerably less May 1 this year than at the same date last year. The figures a year ago were, however, higher than they had been before during a long period. Production continues at an unprecedented rate, but Americans are good livers when they can afford to be, and hence prices are likely to be maintained as long as there is plenty of work at good wages.

Regular customers are the desideratum in business. "Occasionals," or "transients" are not fixed quantities. A customer that is made a fixture is worth half a score of the former. For this reason the advertisement as well as the goods should work together to this end.

FIREWORKS

Largest Assortment in the
West

Town Displays a Specialty

Estimates Furnished on Application

Correspondence Solicited

Catalogue Now Ready

PUTNAM FACTORY
NATIONAL CANDY CO.

GRAND RAPIDS, MICH.

INTERNAL REVENUE.

Hank Spreet Feared That He Might Be Liabile.

The crowd around Hank Spreet's stove, to which it still clung in spite of the advent of summer weather, was discussing the pure food department, concerning which there has been more or less discussion of late. In spite of the fact that the trees had taken on the greenest verdure and the jonquils were blooming in Mrs. Grasslot's front yard, the Kelly Centre Debating Society still met nightly about the stove as if that heap of senseless iron inspired their tongues and improved their wits.

Thus disposed, this department of the Michigan State Government came in for a discussion which is best described as pro and con. There were those who thought the department was a good thing, and then there were others who thought the people were for putting up cash to maintain it. Although Hank was in the grocery business and knew that some of his fellow merchants in other cities had been made to stand up in the criminal court for activity in this regard, he was not inclined to either uphold or oppose it; for Hank is a fair minded man and he never criticises that of which he has no knowledge. Hank, however, did say this:

"It is a wonder to me how our fathers ever lived to die at the ripe old ages many of 'em did when we consider all the adulterated stuff they got away with without having any pure food department to tell 'em of it and warn 'em of the awful danger to their health. I s'pose when buterine was first invented there was lots of people who eat it s'posing that it was butter and who considered it a darn sight better'n some of the stuff that is passed out at a boarding house table that is butter all right through, but not the kind of butter that mother used to make."

"You've got the idea all right, Hank," said Bill Blivens, for once falling into the same side of an argument of the grocer, much to the surprise of the other members of the Debating Club. "As the feller says, 'Where ignorance is bliss, 'tis folly to be wise.' Now there's bread, for instance; you know that bread in order to be good has got to ferment to a certain degree, or the yeast has, or something. I don't believe there's a woman in the United States who is a crank on temperance and belongs to the W. C. T. U. and all that kind of thing, who is crank enough to keep from eating bread even although she knows that there is some alcohol in it. I see where some college professor or somebody has figured out that an ordinary bread-eater eats enough alcohol in the course of a year in that same bread to make seven gallons of whiskey."

"My," said the grocer, looking fixedly at Bill Blivens' nose, "what an awful bread eater you must be. Speaking of whisky, though, reminds me of some bitters that I've got up here on the shelf that I'm kind of suspicious of. I went to take some of the stuff to-day and I'll be darned if I didn't get a smell of whisky or

alcohol or something in it. Now I've heard of people calling their whisky their bitters, but I never knew before of anybody having nerve enough to paste that name on it and sell it as the real thing. I s'pose the pure food department man will be coming 'round here sometime and smelling of that bitters and then I'll be yanked up for selling something that ain't what it sets out to be. Guess I'll have to send a bottle of that stuff down to this expert chemist at Lansing and find out if it really is whisky; and, if it is, out the whole shebang goes into the back yard. It's bad enough to have the pure food man floating down on this here village without having three or four internal revenue collectors camping in town and the sheriff on my trail."

"Let's see those bitters, Hank," said Bill, becoming more interested, "I guess I can tell you whether it's whisky in it or not. S'pose perhaps there is a little alcohol in it and that's what you smell. I guess I can tell you."

"Yes," said Hank, "I guess you can," and he got one of the bottles and handed it to the blacksmith. That worthy opened it gingerly, looked at the label and then took a careful whiff as if he feared to encounter some ammonia or something, so small was his opinion of Hank's ability to detect anything.

Meantime the Debating Club sat in breathless silence awaiting Bill's verdict. He finally broke the silence:

"There ain't no whisky in that," he said, "you must have been dreaming."

The conversation then passed to other things, the weather, the strawberry outlook, and what the peach prospect was. The pure food department was forgotten and apparently the bitters were also. It was not until Bill arose and brushed the cracker crumbs from his clothes that anything more was said about the suspicious looking bottles on Hank's shelves. Then Bill said, with a fine attempt at unconcern:

"I'm feeling kind of run down, Hank, I guess I'll take along a bottle of them bitters and see if they will do me any good, if the price ain't too steep."

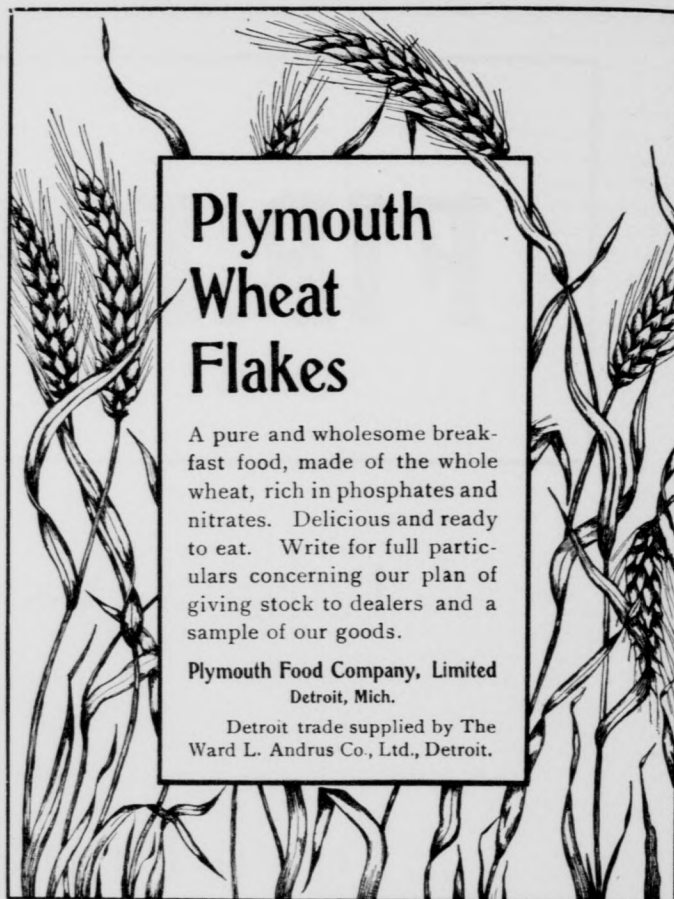
"Well the stuff is made to sell at a dollar, Bill, but, seeing it's you, I'll let you have it for seventy-five cents."

This was a bargain that Bill could not resist and he went away with a bottle of the liquid.

The bitters must have done Bill a great deal of good, for he soon exhausted the first bottle and immediately invested in another; and, before many weeks had passed, Bill had consumed enough bitters to break up the worst case of spring fever known to medical science.

The stock of this particular medicine finally dwindled to one small bottle and this too disappeared one day, but not into the pocket of the blacksmith, however. A few evenings later when the Club was fairly gathered about the ancient stove, Hank brought up the subject of the bitters.

"I took that last bottle of them bitters down town the other day," the grocer said, "and had Charlie Koon, the chemist, 'analyze' it, I



Plymouth Wheat Flakes

A pure and wholesome breakfast food, made of the whole wheat, rich in phosphates and nitrates. Delicious and ready to eat. Write for full particulars 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.

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.



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 customers. Prompt shipments and a saving of time and expense. Quality guaranteed.

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

think he called it. Anyhow, he done something to it and he says that ain't alcohol in there, but something a greenhorn like me might mistake for it; that there ain't no more whiskey in them bitters than there is in fresh milk."

Bill Blivens cast one disgusted and suspicious look at the grocer before he left the store. If he could have heard the grocer's next remark, his gravest suspicions would have been confirmed, for Hank turned to the remaining members of the Society and said with an ill-concealed smile:

"I'm glad I didn't lay myself liable to any internal revenue taxes or liquor law in selling them bitters, for there was no alcohol in them. I'm kind of glad, though, that I mentioned it to Bill that there might be because I've been worrying for a long time wondering how I was going to get rid of my stock of that stuff."
Douglas Malloch.

Great Shortage in Cod Liver Oil.

New York, May 16—Cod liver oil continues to advance. It is now quoted at from \$150 to \$160 per barrel, and there appears to be no limit to which it may not go before the advance ceases. Latest advices from Norway regarding the fishing are of the same tone of those previously received, that the fish have such lean livers that they produce a very small quantity of oil.

The fishing season will be over this month, and the yield of oil thus far is only 614 hectoliters. This is the smallest yield on record, and, in addition, there are said to be comparatively small stocks of oil on hand. The consequence is that there will ultimately be a great shortage in the world's supply of cod liver oil. During the last six years the exports of cod liver oil from Norway have ranged from 23,000 to 41,000 hectoliters per year. It is evident now that cod liver oil will eventually be unobtainable almost at any price.

Mourning Rings.

Widows have revived the fashion of wearing mourning rings, and a design that is finding great favor in the eyes of the wealthy consists of a large single black pearl sunk in a rim of what is known as tarnished silver. Then, too, there are cameo rings bearing the likeness of the woman's late husband and set in a circle of gold covered with black enamel.

All mourning rings are large and heavy and must be worn above the wedding circlet.

According to jewelers, the fashion of wearing rings is on the increase. Indeed the thumb is the only digit that you may not adorn in these days, marquise rings being first favorites for wearing on the index finger. We owe to this fashion the new finger tip squeeze, for one really cannot describe such a proceeding as anything else, and a handshake would indeed be expusitely painful to those who have rings on every finger, the gems in which would cut into the flesh if pressed in a hearty grip.

SUCCESSFUL SALESMEN.

F. G. Friend, Representing Great Northern Oil Co.

Frederick G. Friend was born on a farm in Gaines township, Kent county, Feb. 10, 1862, his antecedents being German on his father's side and English on his mother's side. When he was a small child his parents moved to Paris township, where he received his early education, which was supplemented by a teacher's normal course at Valparaiso, Ind., and a commercial course in Swensburg's Business College, Grand Rapids. After completing his education, he taught school in Cascade and Paris townships and Ada village and, in the spring of 1888, formed a co-partnership with O. J. Wright and engaged



in the grocery business at Lake Odessa. Lines of dry goods, crockery and shoes were subsequently added. In the summer of 1897, the firm moved the stock to Hudson, where they remained three years, Mr. Friend selling out to his partner and removing to Albion, where he engaged in the shoe business. Two years later he sold his stock to Hill & Allen and engaged to represent the International Correspondence School, taking charge of the Coldwater and Ionia districts. Twelve months later he engaged to cover Michigan for the Southard Novelty Co., of Columbus, Ohio which position he filled with satisfaction to all concerned during 1902. His engagement this year is with the Great Northern Oil Co., of Detroit, with whom he is making an excellent record as a salesman.

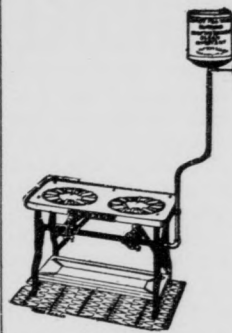
Mr. Friend was married Sept. 22, 1887, to Miss Alice E. Nellist, and is the father of four children, one of whom died at the age of three years. The family reside in their own home, which they have just purchased, at 181 South East street.

Mr. Friend is a member of the Trinity Methodist church, having identified himself with that denomination while he was engaged in trade at Lake Odessa. He attributes his success to hard work, intelligently directed, but those who know him best and have watched his career assert that back of it all there is a strata of honesty and faithfulness and reliability which have played no small part in the success he has achieved, both as a merchant and traveling salesman.

Just to Remind You

that we quote the lowest prices on

"JUNIOR" GASOLINE STOVES



We can furnish them with either two or three burners in the low or high style. The frames constructed of steel, highly japanned and with nickel name plate on front.

Don't Buy Until You Get Our Prices.

"INSURANCE" GASOLINE STOVES

EVERY ELEMENT OF DANGER ELIMINATED



The most perfect, absolutely safe gasoline stove on the market. Accidents such as frequently occur with other gasoline stoves are ABSOLUTELY IMPOSSIBLE with the "Insurance."

It automatically shuts off its own supply of oil when not in use; has no drip cups to overflow, and is fitted with an air tight double safety tank.

Ask for Wholesale Price List With Illustrations and Full Descriptions.



"LEONARD CLEANABLE" REFRIGERATORS

This peerless line of refrigerators is our own make and has gained us a world-wide reputation. The "Leonard Cleanable" is the only refrigerator that never fails to satisfy.

Ask For Wholesale Price List Today.

H. LEONARD & SONS

GRAND RAPIDS, MICHIGAN

Clothing

Few Changes in Fall and Winter Styles.

The condition of the clothing business at present is such that manufacturers have been obliged to devote more time and study to the production of their fall samples than ever before. The results show a higher class of merchandise and the range of samples, while not as great in number as in some seasons, demonstrates that the art of making ready-to-wear clothing has reached a point that ten years ago would have been considered impossible. In finish, style and quality the ready-made suit or overcoat compares most favorably to the most exclusive production of the merchant tailor. The constant strife to produce high grade garments has been the result of the requirements of the consumer. Prosperous times in America have created this demand, for when the average American has the money to spend his first desire is to be well clothed, and the cheaper grades have, therefore, been almost entirely eliminated from the market. The better class of garments now prevail.

There are not many changes of importance in the styles to be shown for fall and winter. In coats there is less appearance of extreme in the construction of the garments. Extremely broad, square shoulders are not as prominent as they were last season and the coat is made to follow the lines of the figure more closely. Collars and lapels are narrower, and in the garments are made of average lengths. Trousers are of generous width and are gracefully proportioned. In overcoats the long, comfortable garments with well-fitting shoulders and loose bodies will retain the popularity of last season, although there is some indication of carrying the prominent features of these garments to extreme. Some of the samples which will be shown to the trade are fifty-two inches in length, others fifty. These coats are made plain and with belted backs and they will no doubt be very popular. Top coats will be about thirty-three inches in length, a little longer than the samples shown for spring. Paddocks, surtouts and great coats are being shown as typical garments of the season and there will doubtless be an increasing demand for them.

In fabrics the lines demonstrate the belief of manufacturers that modest colorings will still prevail. The more prominent materials are unfinished worsteds, cassimeres, finished worsteds, Scotch mixtures and cheviots. Many of the prominent wholesalers of clothing are showing a large line of stripes, in cassimeres. The stripes are not pronounced and they look well when made up. Bannockburn patterns occupy positions of importance in most of the lines. The principal shades being shown are grays, blues, olives and browns. In overcoatings the kersey and melton appear to great extent, and they will be more popular than they have been for several seasons. Heavy Scotch

plaids will be made up in long belted-back overcoats and great coats. Novelty mixtures will be shown in the Chesterfield garments.

For full dress and semi-dress there is little or no change, either in the shape of the garments or in the materials being used. Prince Albert coats and cutawayss are practically the same as last season. The English walking coat, made with long flowing skirts, is being worn to great extent in the Metropolis and many samples appear in the wholesale line for fall. This garment is exceedingly graceful and it is rapidly winning a place of favor with well dressed men.

The rainproof overcoat has won its position as a staple garment and no stock of clothing is complete without a liberal assortment of them. The modern rainproof coat is made in the regular overcoat styles, and can be worn on all occasions, and is one of the most serviceable garments that can be added to a man's wardrobe.

Clothing specialists are showing large lines of white and fancy waistcoats, and the range of materials and styles which confronts a buyer when making a selection in this line is extraordinary to say the least. Almost every conceivable material suitable to the purpose has been used, and novel ideas in shapes are constantly being brought out. The demand for these garments is enormous and is likely to increase as the season progresses.

Beat the Record.

Smith—Do you believe that a man completely changes every seven years?

Jones—Possibly. I know a man who made a complete change in three years.

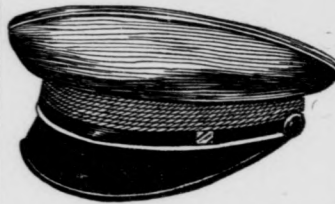
Smith—How did he do it?

Jones—Changed his better half twice in that time.

The successful doctor knows just how much medicine to give—the successful advertiser knows just when to advertise big and when to use a small space.

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.

RUGS FROM OLD CARPETS THE SANITARY KIND

We have established a branch factory at Sault 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 M'g. & Carpet Co. Ltd.
Petoskey, Mich.

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

"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



PAN-AMERICAN GUARANTEED CLOTHING

is the whole argument in itself. "A new suit for every unsatisfactory one." It has the Union Label too—we've added it because it ensures better workmanship for the same money.



Suits and Overcoats \$3.75 to \$13.50, and every line at every price a leader. Our salesmen are out—we have an office in Detroit at 10 Kanter Building—or we'll send you samples by express—prepaid. Drop us a card asking about our Retailers' Help Department.

WILE BROS & WEILL BUFFALO, N. Y.

Summer and Fall Styles in Neckwear.

Some attention is being given to strictly summer goods, such as grenadines, rumchundas, crepe de chines, openwork fancies and stocks. With the advent of favorable weather retailers will be in position to create new interest in neckwear by the displaying of these lines which are more attractive this year than they have ever been before.

Grenadines are shown in printed warp grounds with jacquard figures in self and contrasting effects. The new patterns and new colors in which they are shown will undoubtedly help their sale. New weave grenadines in solid colors and in grays also are shown. Some of these new open mesh weaves are as fine as gauze and make exceedingly rich and smart neckwear for good dressers, and houses showing them in their summer lines report that they have done a satisfactory business on them.

The price cutting war on rumchundas which started with the opening of new lines continues to grow in interest. Besides embracing New York and Chicago it has spread to Philadelphia and St. Louis, according to what buyers say. They report that the best grades of English twills were never so cheap as at present. They report that the best imported \$4.50 lines have been cut to \$3.50, and that some houses are selling their \$4.50 goods as low as \$3. Sellers are again trying to force sales, the depressing weather following Easter week being the incentive which has urged them on to greater sacrifices, as rumchundas are distinctly summer goods and should be gotten out now if at all. It is not easy to ascertain just how or who started the cut. Sellers in New York say that they are aware that it has gone to ridiculous and unnecessary extremes, and that there was no cause for it at the start. Some say that the knife was inserted first in Chicago and was taken up later in New York, where it was given an extra jab, cutting some lines to \$3 in retaliation against Chicago. All are agreed that the best houses are represented in the contest for business. If price is any incentive to business the outlook for a good retail run on rumchundas is promising for the summer. It is certain, however, that stocks of rumchundas have not moved with the celerity wished for by those possessing them, and the heavy reductions that have been made in prices has at least been effective in attracting an unusual amount of attention towards English squares.

Encouraged by the exceptionally good Easter business done by retailers, and working under the impression that stocks have been quite effectually cleaned up, jobbers are planning for an early fall campaign. They are calling upon manufacturers and importers for early reference samples with the view of starting their men on the road forthwith. This augurs well for the fall season.

Foreign lines of neckwear are enjoying a period of unequalled prosperity. Importers report that there are more foreign goods coming in for the fall season than in many years

past. These lines include the medium and high priced ranges, running in price from 70 cents a yard up to \$5. There is considerable merit about imported neckwear not possessed by domestic goods. They are somewhat superior in finish and texture, and many of the domestic neckwear manufacturers who never tire of extolling the merit of their own products are candid in acknowledging that foreign neckwear silks are more honest in their composition than are the domestic lines. They also have a superior finish, which our domestic mills have not been able to obtain. This is said to be due to the better water that they have in Europe, a soft water which is chemically better adapted to imparting a good dye and finish to silks than water procurable here. Domestic manufacturers have time and again striven to obtain equally good results in dye and finish by the use of machinery especially constructed to impart to our water the chemical properties possessed by foreign waters, but as yet they have not attained the results desired. In the opinion of the importer of foreign neckwear silks the domestic manufacturers have reached the limit possible for them to obtain in manufacturing silks. But on this point the American manufacturers do not agree. They say that they could easily produce silks equal in every respect to the foreign make if there was a sufficiently large market here for them, but that the demand for high-grade silks is so limited that it would not pay any manufacturer to cater to that demand. More money is to be made for American mills in the low and medium grades of silk, as they admit of greater manipulation.

Fall samples of imported and domestic silks are now in the hands of neckwear manufacturers, who are preparing their sample lines.

The fine qualities of foreign silks show a pleasing variety of color treatment somewhat more attractive than the somber things which have been the vogue of the past few seasons. They include rich golden browns, new grays, greens in rich shades of a dark hue, bright or flamboyant greens being eschewed; new blues, with the electric, Mexique, Paris, royal, navy and indigo blues predominating. The best patterns are in medium and small jacquards, such as all-over tracings, scrolls and units. The patterns are a trifle larger than have been in vogue for some time past. Swivels are in order on dark grounds of mixed colors.

There is a new feature about neckwear silks for fall which indicates a change in taste on the part of makers of neckwear. The Western trade, in particular, has shown a greater influence for light grounds than heretofore, and their orders show that fully 50 per cent. of their selections consists of whites and tints. Chicago leads in this particular. It may be that buyers believe that more cravats will go into consumption if whites and delicate colors are put out in the smoky city, as light colors soil readily, and, owing to their perishable nature, create an extra demand for cravats. It is not a bad selling point.

This cut represents our

Dickey Kersey Coat

of which we are large manufacturers



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

Among the weaves coming into strong favor for fall are matelasses, reps, armures and other rib weaves, such as poplin, mogadore, crystal and ottoman.

The new weaves are shown in jacquard tracings and scrolls of self and contrasting colors on black, gray, green about a shade lighter than myrtle, hunter and serpent, golden brown, Mexique, navy, indigo, royal and Paris blues, cardinal, electric, cadet, pearl white, ivory white, astor blue, sky blue, nile, heliotrope, lavender in a shade darker than helio, and purple. These are shown in combination with white with self and contrasting color figures, the self figures being in all-over jacquards with units in swivel and mock swivel effects of small design.

There will be some warp or length stripes shown in fine silks, but the stripe patterns are largely confined to \$4.50 and \$2.25 grades, in brighter color mixtures than have been shown in the last year.

Among the new patterns for fall are many of sporting character, such as stocks, horseshoes, golf sticks, bit, bridle and whip, rackets, etc., with a part of the design in self and part in contrasting color.

Black and white is considered the best selling combination for fall, white figures on black grounds.

Whites and tints with white in all-over tracings and small figures in bright colors have been ordered quite heavily for the holiday trade and will undoubtedly make up the bulk of holiday neckwear. Tints are used in the filling with white warps in rep, baratheas and matelasse weaves, with very good results.

The new season's baratheas show a wide range of treatment in pattern and weave combinations heretofore undreamed of in this very serviceable weave. Some of the patterns obtained were considered impossible heretofore on a baratheas loom. The promoters of baratheas weaves in neckwear are undoubtedly determined that baratheas shall rival all previous records.

Among the new forms in neckwear talked about for fall is the revival of the windsor in connection with wide, dressy ties. Four-in-hands, it is said, will be broad, as during last fall, and the folded-infours will be unusually prominent.—Apparel Gazette.

Effect of Grit on Noted Careers.

Could anything be more heroic than the grit with which Robert Louis Stevenson stuck to his task, and kept up his courage to work in spite of timid nature and frail physique? In a private letter the year before his death he said:

"For fourteen years I have not had a day's real health; I have weakened sick and gone to bed weary; and I have done my work unflinchingly. I have written in bed and written out of it, written in hemorrhages, written in sickness, written torn by coughing, written when my head swam for weakness; and for so long, it seems to me I have won my wager and recovered my glove. I am better now, have been, rightly speaking, since first I came to the

Pacific; and still, few are the days when I am not in some physical distress. And the battle goes on—ill or well is a trifle; so it goes. I was made for a contest, and the powers have so willed that my battle field should be this dingy, inglorious one of the bed and the physic bottle. At least, I have not failed, but I would have preferred a place of trumpetings, and the open air over my head."

Grit marked the whole romantic career of Alexander Wilson, the famous naturalist, another Scotsman. It took grit to plod through an apprenticeship as a weaver when all his longings were for learning, letters and nature study. It took grit to study and win the education he wanted in spite of his hard labor. The same quality carried him through the trials of a peddler's life; through the discouragement of inability to publish his verses; through poverty, disease, imprisonment for liberal writings; and then through repetition of all these hardships in America before his great life work, his collection of all the birds of North America, could be undertaken. Here, again, his grit was continually required, for he says:

"I have slept for several weeks in the wilderness alone, in an Indian country, with my gun and my pistols in my bosom, and have found myself so reduced by sickness as scarcely to be able to stand, when not within 300 miles of a white settlement, and under the burning latitude of twenty-five degrees. I have by resolution surmounted all these and other obstacles in my way to my object, and now begin to see the blue sky of independence open around me."

Without money, patrons or encouragement of any kind, he carried almost to completion a tremendous scientific work, and at last gave his life in trying to finish the ninth volume of his "Ornithology."

All the world profits from Edison's grit. For weeks he practiced to make the phonograph repeat certain sounds, and mockingly the echo came, "epia," "epia," instead of "sepia, sepia." Persevering grit conquered the difficulty and perfected the talking machine. When he was working on the electric lamp, an unexpected difficulty arose, and for five days and nights he never left his laboratory, working almost incessantly to force metal, glass and electricity to do his will—and they did it in the end.

Can Cupid's wounds be healed by "court plaster?"



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

To The Trade:

When our representative calls on you look at his line of Fall and Winter Overcoats and Suits—medium and fine goods equal to custom work.

M. I. SCHLOSS

Manufacturer of Men's and Boys' Suits and Overcoats
143 Jefferson Ave., Detroit, Mich.

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.

WE CAN MAKE YOU A SPECIAL PRICE ON

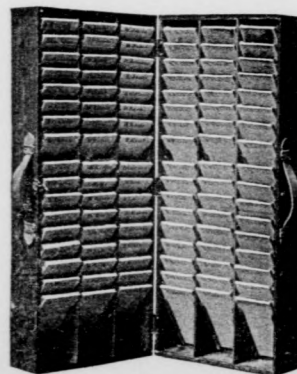
GASOLINE MANTLES

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 \$1.50 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.

A FEW POINTERS



Showing the benefits the merchant receives by using the

Kirkwood Short Credit System of Accounts

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

A. H. Morrill, Agent

105 Ottawa St., Grand Rapids, Mich.

Manufactured by COSBY WIRTH PRINTING Co., St. Paul, Minn.

Advancement Depends on the Clerk Himself.

The clerk's best interest is first, last and always identical with that of his employer. There are moments in the lives of the best and most intelligent clerks when this undoubted fact seems a fallacy and a mockery. Yet the clerk who thinks soon reverts to the faith that the fact is in no wise changed by his moments of doubt.

In the first place the only possible advance open to the clerk is through his employer or some other employer, and they easily recognize the worth of one who honestly and constantly looks after their interest. Selfishness may—in fact, does—prevent an employer from rewarding merit, the existence of which he is well aware; but selfishness will eventually make him advance the man who looks after his interest.

It is often like the woman who said that she had such a splendid hired girl but was worried to death about her. When asked why, she said: "If I praise her she will want more wages. If I don't she'll quit." It's dollars to doughnuts she praised the girl who stood the raise. We all like money, but the merchant who has employed many clerks knows to a certainty that the clerk who is right saves two dollars for every extra one he costs. Then the relationship between the clerk who looks after his business and the employer soon becomes more or less confidential. The proprietor sees the manifest interest displayed, he notes the over hours that have been put in, the customers who have been accommodated, the knowledge of the business that has been acquired, the few requests for leave of absence, the promptness of arrival at the post of duty, the carefully completed task before leaving it, the cheerful willingness to work extra hours when the business requires it, and the thousand and one indications of a determination to make the business a success in so far as his efforts are concerned.

Soon, the clerk who gets so little and is willing to give so much is consulted about some trifling matter. He knows the subject, has thought about it and has seen places in the system of the store that might be improved. The result, his answer is a wise one, and it shows the result of reflection. He will be consulted again and again if his wisdom grows with his experience and the distance between the clerk whose advice is frequently sought and is good enough to act upon, and the manager or even partner is not so very great.

And all this time the fame of this clerk has not been confined to the store in which he works. Customers have commented on him to other merchants and better positions, managerial or even partnership offers, from outside sources, are not at all unlikely.

Now add to this the fact that not one clerk in one thousand has sense and application sufficient to conduct himself after the manner suggested above and you see how large and frequent are the chances for the clerk who makes the interest of his em-

ployer his own. There is only one objection to the clerk who identifies his interest with that of his employer. He is not likely to remain a clerk for any great length of time, unless he has some very serious short-comings.

Recent Business Changes Among Indiana Merchants.

Evansville—A. P. Proctor has purchased the grocery stock of Mrs. Ella Young.

Frankfort—Osborne, Dillen & Sellers continue the grain business formerly conducted under the style of Osborne and Dillen.

Ingalls—J. W. Blackford has discontinued the grocery business.

Lafayette—John Diehl has taken his son into partnership in the grocery business under the style of John Diehl & Son.

Leesburg—Chas. Thomas continues the grocery, boot and shoe and furnishing goods business of Kemper & Thomas in his own name.

Linton—Otis N. Baker has taken a partner in the grocery business under the style of Baker & Price.

Huntersville—Erna Lee, general merchandise dealer, has filed a petition in bankruptcy.

Indianapolis—The Maltena Food Co., manufacturers of cereal foods, has made an assignment.

Want a Standard for Evaporated Apples.

The Western New York Evaporated Fruit Dealers' Association have inaugurated a movement to bring about legislation fixing a standard maximum of moisture for evaporated apples. The worst drawback to the growth of this industry for several years has been the tendency of many manufacturers to make, and of shippers to accept, goods that contained too much moisture, and that would, therefore, under the least unfavorable circumstances, ferment and sour. It is reported that at one time during the past season there were over fifty cars of such damaged apples on the track in New York.

THE BEST LIGHT.



SUPERIOR TO ELECTRICITY
and costs less than Kerosene Oil. The wonder of the age!

A 100 Candle Power Light for one week for 2 cents.

Each Lamp Takes and Burns Its Own Gas!

**NO ODOR!
NO SMOKE!
NO DIRT!**

Perfectly safe. Over 100 styles for indoor and outdoor use. Every lamp warranted.

Sells at Sight.
Agents coinng money. Write at once.

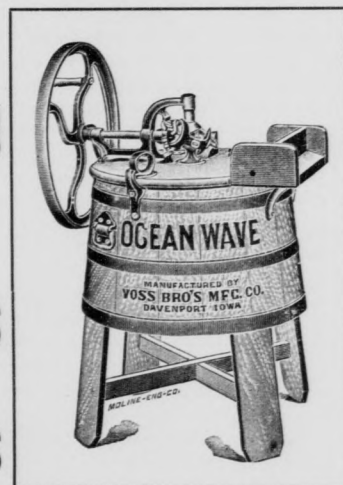
The Best Light Co.
87 E. 5th St., Canton, O.

BEST BY TEST.

The Popular Ocean Wave Washers

Once Sold, they NEVER Come Back, Because THEY WASH CLEAN.

Light Running
Hand-some
Durable

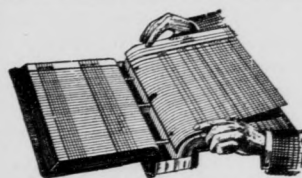


Adjustable to High or Low Speed

SOLD ONLY TO ONE DEALER IN EACH TOWN
Write for particulars.

Voss Bros. Mfg. Co.

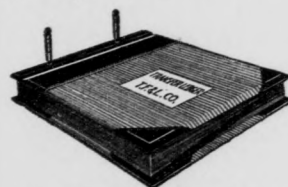
1326 to 1332 West 3d St., Davenport, Iowa



The Opalla Expansion-Back Ledger
Showing method of inserting a sheet. This is the original Expansion-Back Ledger. There is nothing better on the market. Very few ledgers equal the Opalla in convenience and general excellence of construction.



Another cut of the Opalla Ledger, illustrating how a half turn of the key releases the expansion back. When writing ask for a more complete description of our special ledger outfits.



The Opalla Sectional-Post Transfer Ledger
Can be built up to accommodate 1,000 sheets. Binds the sheets securely and in perfect alignment.

Interested?

We manufacture loose leaf devices for every imaginable use.

If you do not use loose leaf system let us talk with you on

Flat Opening Blank Books

If you are a **Banker**

write us; we have something to show you.

Catalogue for the asking.

All our goods are made under our own roof by experienced workmen, under our direct supervision, and are guaranteed to be first-class.

Grand Rapids Lithographing Co.

Lithographers, Printers, Book Binders
8-10-12-14-16 Lyon Street, Grand Rapids, Michigan

Shoes and Rubbers

Get Your Shoe Education in a Country Store.

Many a young man begins clerking in a country shoe store without knowing how lucky he is. He usually does not appreciate the fact that he is beginning just where he must begin if he would stand the best chance of making a big success in the shoe business.

By big success I mean the owning or managing of a large, money-making shoe store, or shoe department. A young man can start in the shoe line with nothing but brains and health and attain that success if he but will.

By a country store I mean one in a town of ten thousand or less. Such a store offers advantages to a beginner which the large city stores do not. The advantages I refer to are the thousand and one little things which teach a clerk the details of a business.

That is the secret of it all. That is the reason which accounts for the fact that the active managers of nearly all of the great mercantile concerns came from the country, and first worked in country stores. The exceptions to this rule are those who had those same advantages in a large city which generally are to be had only in the country.

The young man just starting in a shoe store should aim to work not only for his employer, but for himself also. He should be learning the business from the ground up. He should study all that goes to make cost or value in a shoe. He should study the trend of styles especially, as style adds or detracts value without changing cost. But he must also be well informed about the various leathers, their kinds and characteristics; the various processes of shoemaking and the advantages of each; and a hundred other details.

The man who takes the trouble to learn these things is doing more for himself than he is doing for his employer and at the same time he is doing more for his employer than the man who does not try to learn them. He may be earning more than he is being paid, but that fact should not discourage him, but rather, it should encourage him.

Many a young clerk in a country store never thinks to put a value on the education he is receiving. I know I did not when I was one. And yet, in the first few years, that education ought to be greater in value than his wages, and will be unless he is overpaid, or does not improve his opportunities to learn.

The manager of one of the largest and best paying shoe departments in the world says: "Hardly a day passes but some young fellow comes in here and wants to go to work, says he wants to learn the business. I say to him: 'Do you really want to learn the business? Do you want to make it your life work?' and of course he says 'yes.' Then I tell them something like this: 'Now, young man, I'm going to give you advice on this subject which will make you a great

shoeman some day if you'll follow it. You go home, pack your grip, and buy a ticket for some small town of from one to ten or twenty thousand inhabitants. When you get there make the best possible impression you can, that will favor your chance of getting into the best store in town. But if there is no chance at the best store take the next best. Get a job, even if you have to work for your board at first, for the proposition which looks most undesirable at first often has the greatest future ahead. When you start working make up your mind to do things the way your employer tells you, whether you like his way or not.

"Never overlook a detail or shirk a duty. Don't work by the clock. You will see more and hence learn more if your eyes are otherwise engaged."

To the above I would add: Make the store you work in your "Business college." Without being obtrusive about it, butt into every part of the game. When samples are spread improve the opportunity, study them, and ask all the intelligent questions about them you can. Cultivate your sense of "feel" so you can tell the quality of upper leather or bottom stock by touching it once, and lightly, and don't have to pinch and rub it as if it were a Chinese puzzle to you. Learn costs on everything in the store.

You will be surprised at how fast you can learn these things in the first year. But don't think you know it all then. Keep right on studying. Make a visit to some shoe factory and study the making of shoes. Never miss a chance to learn something about shoes, even although you don't see just how it will help you.

After a few years of such effort you will have a right to call yourself



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

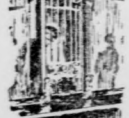
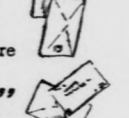
3% interest

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.



Mayer's

Shoes



Mayer's Shoes for the

FARMER, MINER, LABORER, etc., are made of strong and tough leather. They are reliable in every respect and are guaranteed to give satisfactory wear.

Dealers who want to sell shoes that give the best satisfaction and bring new trade want our line. Write for particulars.

F. MAYER BOOT & SHOE CO., Milwaukee, Wis.



This Shoe goes on easily, and it's all over, and wears unusually well. It is the original **HARD PAN** shoe you hear so much about. Made only by

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

And has their trade mark stamped on the sole.

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.

a shoeman. Then you can go to some great city, such as St. Louis, Chicago or New York, and in six months or a year spent in a good shoe store you can learn the fine points of salesmanship, and the cost of moving goods.

And when you get to working in such a store you will realize that you never could have gained your knowledge of the shoe business there, and be glad you started where you did, and you will probably be surprised to learn how little some of your fellow salesmen know about shoes.

When you apply for your position in the city store state our knowledge of shoes and say that you want to be assistant stock-keeper or assistant buyer as soon as possible. Your chance will come sooner or later, and it is up to you to keep improving until then, and then to make the most of it. If you have brains, courage, self-confidence, health and energy you can not fail. Good shoe buyers, good shoe department managers are scarce, and have been scarce for years. Many first class positions are filled by second class men, simply because there are not enough first class men to go around.

Again, your city training on top of your country training, will fit you to manage a store of your own in an up-to-date, aggressive, successful manner, in any place you see a good chance to start.

In any event if you want to be a shoeman, get your shoe education in a country store, and then go to the city for the finishing touches. That will give you a foundation strong enough to sustain a gigantic success.—Shoe and Leather Gazette.

Are Tans Coming in Again?

If one should go to the average shoe dealer in a small town and ask him if he were selling tan shoes or Oxfords to any extent, he would say "No" with the greatest promptness and truthfulness. But despite this fact there are to-day being sold a considerable number of tan shoes of two kinds.

The first kind which is being sold is a tan shoe which never goes out of style. It is a tan, seal grain Creedmore, made with a heavy tap sole and usually retailed at in the neighborhood of \$1.50. Several of the jobbing houses in this section have been handling this style of shoe in a tan color for several years, and the sale on it is quite large. The shoe is used principally for a farming shoe, although to some extent it is used for mining and similar work and seems to be a perfectly staple article.

The second form of russet leather shoe that is being sold is of an entirely different character. It is a men's shoe, or Oxford, to a greater extent the low cut, which is built to retail at from \$6 to \$8 a pair. Prominent retail dealers in the large cities who carry the finest lines of footwear say that they have sold quite a considerable number of these goods. The bulk of the sales have been on \$7 and \$8 shoes, although these firms carry lines of cheaper goods.

These shoes are made of a fine

imported calfskin and the color is a medium russet. But as far as tan shoes are concerned in cheaper grades, they are simply not being sold, except at greatly reduced prices, and even then there are large numbers of dealers in the smaller places who can not handle them at all. In spite of the fact that there are some tan gods being sold in the higher grades, there does not seem to be any feeling yet that the trade will extend any farther, at least not for some time. It is possible that next season may see some sort of a revival in tan goods. But next season is a good ways off and it is hard to say what will then be the popular thing.—Shoe Trade Journal.

New Machine For the Farmer.

Not many years ago the farmer was compelled to plant all his seed by hand, walking many miles and carrying heavy burdens to sow the grains or plant the potatoes which were to yield the harvest in the fall, and even the grass had to be cut with scythes. Now all this labor is performed by machinery, while the farmer rides over the ground, guiding his team, and accomplishing more in a single day than he could in a week before the inventor set out to aid him in his toil. Still another machine has been brought forward, this time a weed puller, invented by a man in Minnesota. In regard to the mechanism by which it is operated, two fluted rollers are mounted on an adjustable support at the rear of a sulky, with chain gearing to rotate them rapidly as the machine is drawn over the ground. As the fluting on the face of the rollers mesh closely together, it is easy to understand how any weed or grass which once gets between them will be drawn up, until it is finally lifted out of the ground, roots and all. To insure the killing of higher growths, the machine has been fitted with a set of rotary blades, which feed the tops of the weeds down beneath the face of the first roller, instead of allowing this roller to strike the stems and push the weeds over, without uprooting them.

People whose skins are sensitive and who are obliged to walk a great deal will find a daily foot bath of salt and water of great benefit in making the skin on the sole of the feet firmer and less sensitive.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

REEDER'S WHALEBONE BRAND



200 POUND TEST

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 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.

Tips For Shoe Dealers.

How about your stock of oxfords? If you have not put in a nice stock of these for both women and men you make a mistake.

This from present indications, is going to be the biggest season as regards the sale of oxfords that we have ever experienced. People are beginning to buy them already. As the tan shoe will not be sold to any extent for another year, people will naturally take to the oxford as the next best thing. As to the shape and style, do not buy very narrow toes.

You can get along very nicely without any of the real narrow toes. In the larger cities a number of the dealers are introducing and even pushing what is termed the "Po-tay" toe for men. It is extremely pointed, will no doubt be a dead letter before the season is over, and then what is left over will lie on the shelves or be sacrificed for much less than cost price to get rid of them.

For men the proper styles to buy are the bull dog toe, also a modified pug toe. A neat medium last is good. As to leathers, the best sellers are bound to be the patent kid or patent colt. For a neat shoe, when a man does not care for a shiny leather the vici kid will be in line. Box calf is always staple.

For women the patent kid and vici will have a big sale. Most of the oxfords for women are being shown on a rather narrow toe. Most of the oxfords have patent tips.

As to heels, the Cuban will be more popular than ever. The call for them in the large establishments is big. Some prefer the military, which is a trifle lower, but the Cuban heel will have the largest sale. A few button oxfords will be sold, but not enough to justify buying very many. They will be more of a novelty than a big seller.

Oxfords with a light welt sole will have a good sale.—Shoe Trade Journal.

Low Heels the Thing.

The last three years have seen a very marked change in the style of heels used on misses', children's and little gents' shoes. Three years ago there was practically nothing used on any of these goods except a regular spring heel. But today it might be said that almost no little gents' shoes are made spring heels, and there is a strong tendency toward the use of low or half heels in misses' and children's goods. Half heels have several points which commend them to the wearer. They are easier to repair, and on the whole give rather better service than the spring heel. From the manufacturing end of it they cost slightly more to make, but the difference in expense is not great. Pretty nearly all of the misses' box calf and heavy shoes of every description are being made now with the low heel, and there are an increasing number of dongolas on which it is also used. As a rule it may be said that the lighter and finer the shoe, the less apt it is to have a half heel, for the reason that the effect is somewhat heavy. This may be seen from the fact that on patent

leathers and turned shoes it has as yet not come into such great favor. But that the sale of this style of heel is on the increase cannot be doubted.—Shoe Trade Journal.

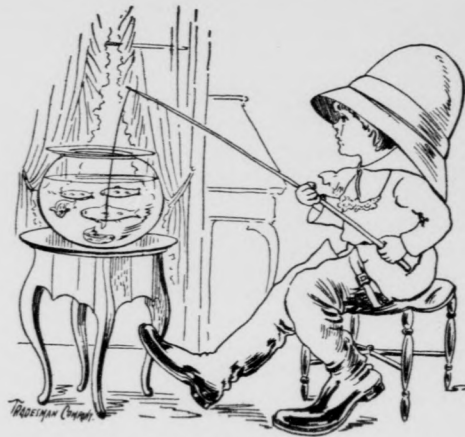
Cater to Women.

While men labor every day women spend their earnings. This is not a mere statement, but can be demonstrated to the entire satisfaction of any one. Walk down the main shopping street of any large city where are located the great dry goods emporia to one man. One who will spend ten minutes on State street, Chicago, or similar streets in other cities will not ask who does the purchasing or from what source comes most of the trade? He will know, and with this object lesson before him he is impressed with the necessity of writing his advertisement directly to women, with the exceptions of what articles a business man needs in the conduct of his business, for if women can be interested at all they will have no trouble in securing the wherewithal with which to buy the advertised goods.

Watch the Door.

One of the things of the very greatest importance in a retail shoe store or any other store is to have some one Johnny-on-the-spot when anyone enters the door. People like to be welcomed. There is always one of the boys who can be spared to keep an eye on the door and welcome customers. There is a very prominent shoe man in Chicago who told me last week that if he only had one clerk in the house he would have him on guard at the front door. He said, "when people get a nice welcome it makes them feel more at home and materially helps the sale." There are so many merchants who do not realize this very important little detail. If they would only try it for a few days they would soon see that it pays.

It is quite possible for a young man to be handicapped by too many ancestors.



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."



GOLD SEAL MACKINTOSH WADERS

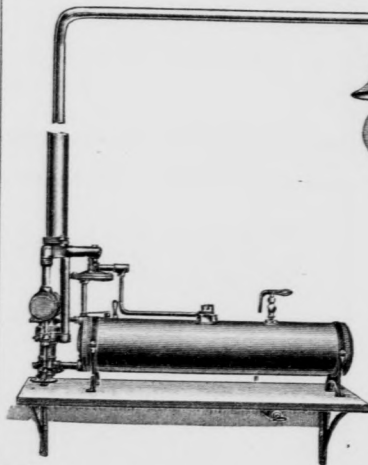
Made of Khaki Cloth—Very Durable

Gold Seal
Trouting and Sporting Boots
BEST MADE

Goodyear Rubber Comp'y

382-384 E. Water St.
Milwaukee, Wisconsin

Use Tradesman Coupons



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.

Some New Features in the Hat Trade.

So early is work begun on the different seasons of the year that they really overlap. Spring selling of hats with the retailer is not yet over, and a straw hat season is still to be gone through, and while engaged with present affairs he is called upon to think of fall and to anticipate his sales of next season's styles of hats. This is as it should be, for time is necessary to make hats and make them well, and on this point the manufacturer has strong claims on the retailer's consideration. Advance orders placed early afford much advantage to the maker in that each of the many processes through which the hat passes in the making, can be prolonged somewhat and well made, well seasoned hats are turned out which permit of fewer complaints and greater satisfaction to all.

The travelers in the hat trade are now on the road, and retailers would do well to bear in mind the before mentioned facts when called on by a hat salesman to inspect his line for next season.

The orders for hats for next season are coming in rapidly, proving the fact that many retailers realize the advantages gained by early buying. Many reorders for stiff hats for spring are being received, and an unusually large number of soft hats in light weights for early summer wear are being ordered for immediate shipment.

It is still too early to offer a definite prediction as to what the fall style of stiff hats will be. The wide brim effect, which has been so popular this spring, seems to be a style that has enduring wearing qualities, and there seems to be a disposition among the manufacturers to continue the shape for next season. Slight changes in the set of the brim may be made in order to distinguish the style from that of the spring block. As the season advances more definite information can be obtained and will be furnished.

Soft hats for outing wear are about the only productions in the varied styles of soft hats that are engaging the attention of the manufacturers at present. The best selling styles are of the low, round-crown order, which may be creased or dented in a number of ways, and have a neatly rolled brim of good width. Little or no stiffening is used in the brims, which are raw-edged, and the hats can be worn with a jaunty, or negligé, or rakish air, as may suit the wearer's fancy.

For the golf links this style of hat is made in royal blue and dark red colors, while for riding, driving and other recreative pursuits, the quieter and darker effects in pearl and black are made.

It is to be hoped there will be no retailers disappointed because of their inability to secure all the straw hats they will need for the coming season. Yet, it would seem at present as though it will be impossible for the factories to turn out in the next six weeks all the hats that remain to be made.

All the straw hat factories are working to their fullest capacity; no

orders are being solicited, and none are being accepted which call for delivery before June 15. Should warm weather—real straw hat weather—appear early and continue for a few weeks, the reorder business will be enormous, and retailers will clean out their stocks completely.

Many retailers and a few manufacturers as well, have, since last season, expressed the opinion that the sale of Panama hats next summer will be very limited in the East. It now appears these same people are changing their views, and the belief is gaining ground each day that the Eastern section of the country will prove to be a very good market for Panamas this season. The retailers in the Southern and Western states bought Panamas early and liberally. The retailers of the East are, as a rule, late buyers, and for that reason few Panama hats were ordered until recently, which condition gives rise to the idea that the hats would not be extensively worn. Information now at hand indicates that more Panama hats will be worn in this country this year than ever before. In view of this prospective business wide-awake retailers will not delay the purchase of Panamas, but will urge the firms from whom they buy to ship their goods at once.

Split braid and sennit yacht hats will doubtless be the most popular straw hats worn this summer, though among the many millions of hat wearers in this country, there is room for other styles than those mentioned. Of the others which will make a bid for favor, one style stands out pre-eminently, and is everywhere conceded to be the most sensible hat that can be made of straw. For the sake of easy description it is called a flexible straw hat. It is made in Jap and milan braids, the Jap braid being the better, has a yacht shaped crown and wide brim curled at the edge. Some are made with a flat set, while others have a rolled brim pitched in front and rear. The hat is as easy to wear as is a soft felt hat, it conforms instantly to the head, and will not easily blow—Clothier and Furnisher.

When a man goes out on a lark he sometimes comes back in an ambulance.

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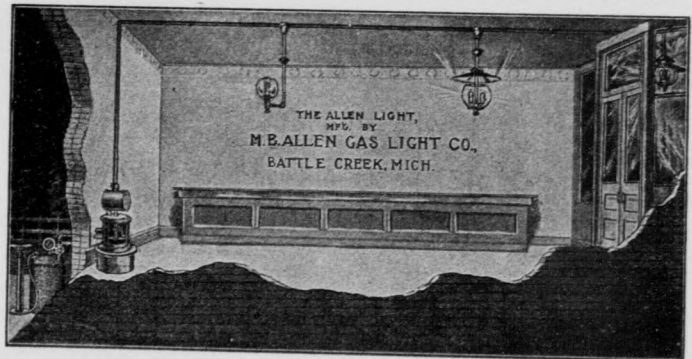
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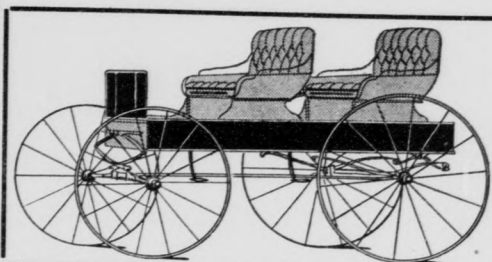
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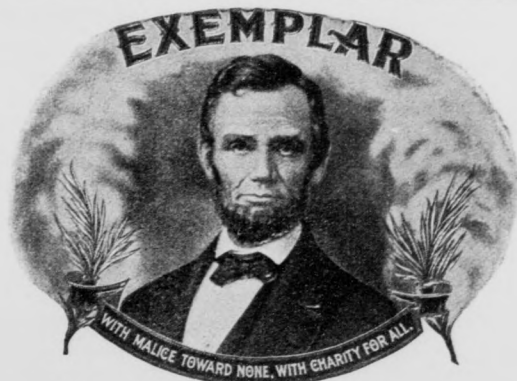
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Woman's World

Plain Talk on the Mother-in-Law Question.

Among the curious and pathetic human complications that no wisdom has ever been able to solve is the problem of harmonious living with the relations we acquire by marriage. No other thing in the world causes so many heartaches and so much misery and tears, for it lurks a dark and sinister ghost in the shadow of every wedding, threatening its happiness.

It is, moreover, essentially a feminine ghost, for after a father has given his consent to a marriage, he generally washes his hands of the affair and lets the parties of the first part run things to suit themselves, and in spite of all that the humorists have said of the man and his mother-in-law, most women are disposed to be fond of their daughter's husbands. It is when the mother-in-law and the daughter-in-law meet that the crisis becomes acute, relations are strained to the breaking point and the question presents difficulties so vast and so far-reaching that the two women most concerned simply sit down helplessly before it.

In novels, which are a great improvement on real life in the way things are managed, the man's mother opens her arms to the newcomer and piously thanks heaven for having bestowed upon her another daughter, while the bride, ejaculating, "My mother," falls

weeping into her arms. I think I have read stories that ended that way, but in my actual experience I don't know half a dozen women between whom and their mothers-in-law there does not exist a kind of armed neutrality that is like a cocked gun, ready to go off and do damage any moment.

Whose fault is it? Both.

To begin with, there is the inevitable jealousy of two women who love the same man and who feel that they have a right to monopolize him. It ought to be a bond of affection, but it is not. It is a bone of contention, and the man, in his stupid, blundering way, invariably does everything he knows to egg them on. If he had a grain of tact he would try to strike some sort of a neutral ground by which he could satisfy the unreasoning devotion of his mother and the exigent affection of his wife without arousing the animosity of the other, but perhaps realizing that this would take more of a Talleyrand than he is, he simply throws up his hands and leaves the situation to chance. No policy for him. On the contrary, with the amiable and mistaken idea of endearing them to each other, he holds up each as a model of perfection to the other and thus makes a breach that nothing can bridge.

Back of all that, however, is the fact that while a woman is anxious for her daughters to marry, she does not want her son to marry and can never help feeling that the woman who caught him was a designing little minx. Other men may fall in love

and get married of their own free will and accord, but she is dead sure that her poor, dear Tom would never have thought of such a thing if he had not been "led on." She knows the artful ways of her sex, and nothing can convince her that he has not been taken in by the deep, dark cunning of a regular Machiavelli in petticoats.

He may have been so frantically in love with a girl that she had to marry him to get rid of him. He may be a blase clubman who, like Lady Kew's daughter, is forty years old and knows all there is to tell, but in his mother's eyes he is an unsophisticated infant who has been basely inveigled to the altar. If he had not, she is certain that, in the first place, he would not have married anybody, and in the second, if he had married, he would have wed that nice, demure little girl around the corner instead of the girl he did. Nobody need ever tell her that he was not taken in. Never. And in her heart she regards him with the contemptuous pity we bestow on the man who buys a gold brick.

A woman seldom understands why a man falls in love with another woman, anyway. His mother never does. As a general thing, she can take her daughter's point of view in regard to a man, but her son's choice of a wife remains a baffling mystery to her. Above all, she is lost in wonder at why he picked out somebody so totally unlike his own family. When she thinks before the catastrophe actually occurs, about the

kind of a daughter-in-law that Tom is liable to give her, she has the comfortable conviction that she will be a domestic girl like his sister Helen or a serious-minded girl like sister Sarah; or, at worst, a literary one like sister Charlotte, who reads Ibsen and belongs to Browning societies. These are the ideals of female perfection that have been reared before him, and she is certain that when he goes a-courting they will be a lamp to guide his feet.

Fallacious hope! Nothing but the contrariness of human nature can explain the fatal surety with which a man always picks out a wife as little like his family as possible. If they are staid, serious, sober, religious, he marries a gay little butterfly whose whole idea of life is wrapped up in chiffon and bounded by the cotillion on one side and the theater on the other. If his people are giddy worldlings, he hunts up a prim little Puritan who goes into a permanent state of horror at their gaiety. His wife and his family generally could not have less in common if they belonged to different planets. Only too often they think differently and have different tastes on every subject, from politics to pie, yet the man drops this alien into his household and with a masculine disregard of consequences stands beaming on them, saying, "I love you both. Get along together—if you can."

Say what you will, the situation is tragical for both parties, and it is no wonder that they so often extract the greatest possible amount of ag-

A merchant to whom we sold a register admitted that losses occurred in his store, but he said that such losses did not worry him for the simple reason that he knew nothing of them.

We said to him: "Mr. Merchant, on this same principle, would you buy a National Cash Register provided you could pay for it without knowing it?"

He said that he would.

"All right," we answered. "Now you have admitted that you would not notice a mistake of \$1 each day. Suppose you put this register in, and let your clerk take the dollar from the drawer each day while you are away and drop it in the locked coin-compartment. You will not miss it, and the register will pay for itself."

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\$40 buys this hand-
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grava-tion for everybody concerned out of it, for nothing can exceed the trouble that two good, conscientious women, trying to do their duty, can make for each other.

The older woman generally disdains to use any tact. Perhaps she is one of those who pride themselves upon being plain-spoken, and she forgets that only exceeding love can enable us to hear the unvarnished truth spoken about ourselves. Above all, she is bent on seeing that her son is not henpecked or trodden upon. Thereupon she conceives it to be her duty to lecture her daughter-in-law about her shortcomings. She groans at Mrs. Tom's extravagance in using her best china every day and sighs like a martyr as she remarks that in her day young women occupied themselves with their homes instead of gadding about to progressive euchres and hen clubs. Of course she does this with a this-is-all-for-your-good air, and if there is anything more exasperating than that, I have yet to encounter it.

Worse still, some times she goes to Tom with a litany of his wife's faults, and then, indeed, is there war to the hilt, and no quarter given.

But the fault is not altogether with the older woman, exasperating as an angelic mother-in-law can be. The younger woman seldom possesses the grace of forbearance. There are a thousand places where the younger woman could be propitiated by deference and where her advice would be of help and comfort if only the younger one had the tact and generosity to seek it. She might at least have the justice to remember, as the goody-goody books say, that her mother-in-law is her husband's mother, but she seldom does it. Rather, she is so afraid of being bossed by her, so antagonized through jealousy and prejudice, that she would rather blow up the house with a gasoline stove or poison her husband on saleratus biscuit than ask the counsel of the woman who ought to be next to her own mother in her affections.

The trouble with most girls is that they are spoiled, and the new wife comes from a home where she was the petted darling, and where everything revolved around her. She is not used to criticism or to being held responsible for things going right, and she takes offense too easily. Above all, she is not yet used to thinking of Tom as anything but an adoring slave. The very first shock of learning that matrimony means something sterner than lovemaking comes from Tom's mother, and she seldom takes any trouble to lighten the blow.

Of course it is natural for every woman to want to run her own house to suit herself. It is also perfectly natural for a man's mother to feel that she has a right to boss his affairs. Very often she sees things being wasted, things illy done and badly managed, things she could do so much better, and she looks on with the anguish with which the professional watches the blundering efforts of the amateur. But it is a fatal error to interfere. Each of us

have to work out our own salvation in matrimony and cooking alone and unaided.

But after all, knotty as is the mother-in-law and daughter-in-law problem, when two women love the same man and desire his happiness, there should be some way in which they could get together and establish a platform of mutual toleration. Certainly, if mothers would renounce the error of their belief that their sons were inveigled into matrimony instead of going in with their eyes open, if they would quit speaking of their boys as "poor Toms," and looking upon them as martyrs, and if they would grant to their daughters-in-law the inalienable right to run their own houses in their own way; if daughters-in-law would show a little more forbearance with the woman who has gone through the pain of death and the trials of the inquisition to give them a husband; if they would remember that not even a bride knows it all, although she thinks she does; if they would use their utmost powers of fascination to storm the barricades of their mothers'-in-law hearts, it would make for peace and happiness and do much to settle the vexed problem of their mother-in-laws.

But the only absolutely certain way to get along with a mother-in-law is to marry an orphan.

Dorothy Dix.

Letters give information only after they are posted. It is different with some men.

Everybody Enjoys Eating Mother's Bread



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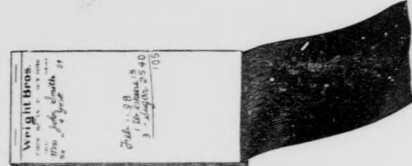


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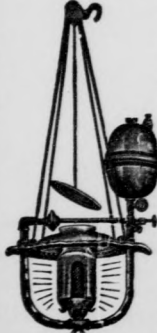
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One quart gasoline will go farther than 9 quarts of kerosene; give more light than 8 or 10 ordinary lamps. Better than gas or electric light at 1/4 the cost. Anyone can use them. It is the one gasoline lamp that never fails to give satisfaction or to do as represented. **Every lamp guaranteed.** Over 100,000 sold during the last five years. Don't be persuaded to try imitations—they are risky and expensive in the end. Everybody pleased with the **BRILLIANT**. Write for catalogue.

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What I Would Do If I Were a Clerk.

During the past fifteen years I have been in business for myself, I have had much experience with clerks. Some have been good—men whom I have depended upon, but, on the other hand, I have had many a bitter experience with poor clerks—men who seemed to care for nothing but to draw their pay on Saturday night. They were not interested in the welfare of my business. This class may well be termed indolent and fail to pay attention to what is going on during business hours. They do not know how to handle customers right; they are impolite and, consequently, instead of bringing trade to the store, drive it away. Such very seldom make successful business men. Among the things I would do if I were a clerk are the following:

1. I would make it a point to learn my stock. I would know every pair of shoes in the store; it is necessary for a successful shoe clerk to know just where to lay his hands on what his customer wants. Sometimes a customer will enter a store, and know just what he wants, but at other times, where he does not know, it is the duty of a smart salesman to briefly study his customer and present to him something that will meet with his approval.

2. I would pay particular attention to the arrangement of my stock, so it could be easily handled. In other words, I believe it would be to the advantage of a good, smart salesman to urge upon the proprietor of the store to have some system whereby men's, women's, children's, boys', youths' and little gents' shoes would be kept in their separate departments; to see that the goods were looked over carefully, and that widths and sizes were kept up, so it would be almost impossible to lose a sale.

3. I would know my trade; that is, I would know my customers. I would make it a point to study the wants of those who traded with me regularly, so when they came in to make a purchase I would know almost at once what they wanted, and be able to serve them in a short time. This, I think, will be found to be of great advantage to any salesman.

4. I would see that the store was kept neat and clean, and I would make every effort in that direction, if I had to do it myself. There is nothing that will queer a store more than to have a customer go in and find it untidy and upset, things lying around in sort of a helter-skelter style, but where neatness and order prevail, there you will generally find the best trade.

5. I would pay particular attention to the window display. I would see that new and attractive methods were used; and the windows were changed at least weekly, and do everything possible to make them attractive to outsiders.

6. I would advance every new idea. I would keep my eyes open and observe everything possible; what I could put into force myself I would do so; what I would not feel like taking upon myself to do, I would suggest to the proprietor and have him do it, if a possible thing. A sales-

man who presents new ideas is certain of advancement if there is any opportunity for same.

7. As a salesman I would be particular and honest in every dealing with my customers. Misrepresentation is one of the worst things for a clerk. I would a great deal rather tell customers I did not have what they wanted, or if I did have what seemed to please them, and I knew it was not up to the standard, explain this to them, than to make a sale and have them go away, and find afterwards they had not been fairly dealt with. This is sure to drive away your customers in the course of time.

8. I would make every suggestion possible to the proprietor of the store. I wish my clerks would do this to me, but few have any suggestions to make. You take the proprietor of a store, he is usually a busy man; he has the cares of the business upon his shoulders. Clerks usually have some time they could look around and find where something could be done which would improve the appearance of the store or stock, and thus improve the business.

9. I would make it a point to cultivate the acquaintance of every person possible, and as far as in my power, try to induce them to trade at the store where I was employed. I fear the importance of this is hardly realized by the average clerk. Take a young man, especially one who is unmarried, and if he is anyway popular he has a large circle of friends among the younger element, and also makes friends with the older classes; with an acquaintance of this kind, and the fact that he can bring them to his store to trade, provided he has the goods to suit them, would, no doubt, be the first foundation stone of the capital of the shoe clerk of the present, who is to be the shoe dealer of the future. I know of one store in a large city where a specialty was made of the finer grades of shoes, and where popular clerks who have been employed there have left and gone into business; no less than five stores is the result of men who have been formerly employed in this establishment, and every one of them is doing a successful business. This was brought about by the popularity of the salesmen themselves, and the fact that they made a large acquaintance, made many friends, who in visiting the store called for these salesmen in person, and refused to be waited upon by any other; their value was realized by the proprietors of the store and consequently they received increased pay, until the time came when they found they had enough capital, together with the assistance of friends, to commence business on their own account.—Edgar Allen Hill in Boot and Shoe Recorder.

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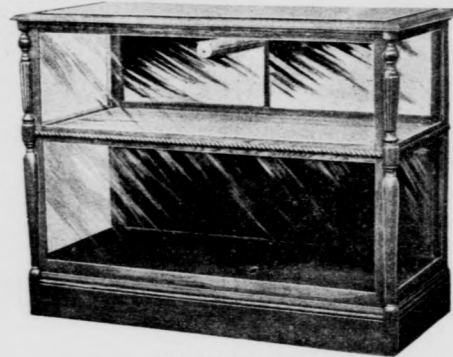
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How to Handle Business Successfully.

Good management of a store means executive ability and a knowledge of human nature on the part of the manager. It is not absolutely necessary that the manager have a technical knowledge of the various lines of goods carried in stock, provided the store is a large one, and his departments presided over by able subordinates, but it is much better if he has this knowledge, and has reached his position by beginning at the bottom and working his way up through the various departments, until he has mastered every detail of the business.

Store management means something more than merely having a store and having that store filled with merchandise. It means purchasing goods which meet the requirements of the people. It means purchasing these goods in the right quantity, in order to be able to buy them at the right price, and yet limiting that amount so that there will be no dead stock in the store.

The mistake of most retailers is made in purchasing too large quantities of a few lines of goods, instead of buying a few only, of a large variety of goods, thus giving the customer a better assortment to select from and resulting in a sale, when otherwise he may have as an excuse for not buying that you have not just the quality he desires, or an article at the price he desires to pay.

The larger variety means more sales. The more sales that are made, the more often can the money be re-invested.

Some of the larger stores are compelled to turn over their stock of goods from six to seven times a year, before a fair profit is shown. Goods that are bought right, are half sold. The executive ability of a manager of a store, is shown in establishing credits, in attending to collections, and in paying out money. Unfortunately, the average retail merchant shows poor judgment in extending credits. They could and would more often pay their own bills more promptly, if they could only collect their outstanding accounts, which often times, are never collected. If the retail merchants would take advantage of the discounts allowed by most manufacturers and jobbers for a cash remittance, it would in many instances equal the amount of profit eventually obtained by the retailer on those goods.

The knowledge of human nature which a store manager should possess, is tested in employing and handling his subordinates who are ambitious and often dissatisfied with their slow promotion, or their present salaries.

An able and ambitious clerk who is not promoted or whose salary is not increased when it should be often becomes discouraged, and he either loses interest in the welfare of the company or severs his connection therewith, and carries to some other firm a large amount of business which under better management might have been retained.

Above all, a manager should never

appear to have what the small boys call a "swelled head," or be continually lauding his own abilities before his subordinates who oftentimes understand them better than he himself, and all of which tends to make discord where perfect harmony should exist.

A manager should be ever watchful, and make his business one constant study, as the surrounding conditions can be made to have as much influence in obtaining the profits needed from the goods, as the possession of capital sufficient to keep those goods in stock.

Modern business is a kind of mechanism. Each man is as a cog in a wheel, each wheel a department, and the sum total of departments makes the machine which, if properly constructed, can be easily operated by the manager.—Ad-Writer.

California Fruit Must Now Be Stamped.

An important new fruit package law just about to go into effect in California is as follows: All fruit, green or dried, contained in boxes, barrels or packages, which shall hereafter be shipped or offered for shipment in this State by any person, firm or corporation, shall have stamped, branded, stenciled or labeled in a conspicuous place on the outside of every box, barrel or package, in clearly legible letters at least one-quarter of an inch in height, a statement truly designating the county and immediate locality in which such fruit was grown. Any person, firm or corporation violating any of the provisions or requirements of Section 1 of this act shall be guilty of a misdemeanor, and, upon conviction, shall be fined in any sum not less than \$200 nor more than \$500.

What to Do With a New Idea.

If an original idea comes to you, do not measure it by your estimate of the efforts of your competitors, to test its worth. Don't be afraid of it because it is unlike all the other ideas being carried out in your line of business. Its very newness is a big argument in its favor because new things attract attention. If it has real merit, launch it. You will soon be convinced of its effectiveness, probably, by its being copied by all the others.—Business Problems.

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Contracting Engineers and Machinery Dealers

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One man tells us: "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

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NEW CATALOGUES.

Some Features To Commend and Some To Condemn.

For some time we have thought that Butler Bros. got up about the most satisfactory trade literature that came to hand, but their April catalogue was something of a disappointment in one detail. Its index was so badly mixed as to be utterly useless. We had occasion to look for tumblers. The index indicates that they are listed on pages 429, 434 and 437. On these pages are desks, tables, couches, bedsteads and dressers. On the pages assigned to "sporting goods" are to be found stoves, cutlery and some matters in light hardware. For stationery they refer the reader to pages 137, to 144 and 149 to 154, and on these leaves may only be discovered combs, pipes, cigars, candy, chewing gum, drugs, grocers' sundries and soap, with perhaps a sprinkling of other matters, and the stationery department is tucked away in another part of the book. This is so entirely foreign to their usual methods that it caused the writer to wonder if he were going into his dotage and to fear that the gates of the insane asylum would soon swing open for his accommodation. But the receipt of the May issue relieved his mind. In this there is a happy return to the usual correct classification, and it is to be hoped that the man who is responsible for the error has been guillotined and that his head is being prominently displayed upon the parapets of Randolph bridge.

The Geo. E. Keith Company, of Campello, Mass., sends out a handsome catalogue descriptive of Walk-over shoes. This little book is gotten up in the highest style of the art preservative. It is illustrated throughout with half tone engravings that seem to do entire justice to the goods depicted. The Keith Company says just about enough, although not too much, and the whole work impresses the reader with a feeling that the shoes advertised are as good as money and experience can make.

The Bradley Shoe Co., of Chicago, hands us a booklet descriptive of oxfords, slippers and ladies' boots, and upon its opening page may be found the following rather peculiar motto: "Everybody knows their own business best." With the exception of an unusually large variety of low cut goods which are tolerably well illustrated, there is nothing out of the ordinary about this book and we doubt if it will attract much new trade. Another time we should like to have the Bradley Company try the effect of somewhat more elaborate descriptions and a little stronger talk on quality, if the goods will stand it, and then we would be interested to know what effect the change will have in the winning of new customers, for it is a pet theory of the writer that people like to know a whole lot about the goods they are asked to buy.

The Sahlin Corset Co., of Chicago, tells us so much about its corsets in its spring and summer catalogue, and

illustrates so great a variety of goods that it looks like a cinch that it will dispose of a big bunch of its wares. One may have the very best thing in the world, but if it be kept in the back room in the dark, people will buy the poorer article that the fellow has who hangs it over the sidewalk, and bellows himself hoarse in explaining its merits.

In some respects the most remarkable catalogue that ever found its way to our desk is that of the Baker & Lockwood Co., of Kansas City, descriptive of tents, awnings and kindred matters. It reads much like many another of its class up to page eight, whereon is depicted an "A" tent. Underneath it are prices and just below the following quotations: "All we, like sheep, have gone astray; we have turned every one to his own way; and the Lord hath laid on Him the iniquity of us all."—Isaiah 53:6. "And by Him, all that believe are justified from all things."—Acts 13:39. After this we skip several pages wherein nothing appears but business literature; but on page 14, immediately following the statement that there is a large discount from these prices, we find that "While we were yet sinners, Christ died for us."—Romans 5:8. Page 17 illustrates a square hip roof tent made for missionaries in Africa as well as a lambing tent for sheep and goat raisers. We are asked to write for prices, and informed: "And if any

\$3.00 SAVED
TO ALL POINTS EAST AND WEST
VIA THE **D & B LINE.**

"Just Two Boats"
BETWEEN
DETROIT & BUFFALO
Daily Service



DETROIT & BUFFALO STEAMBOAT CO.

COMMENCING MAY 11TH
Improved Daily Express Service (14 hours) between
DETROIT AND BUFFALO

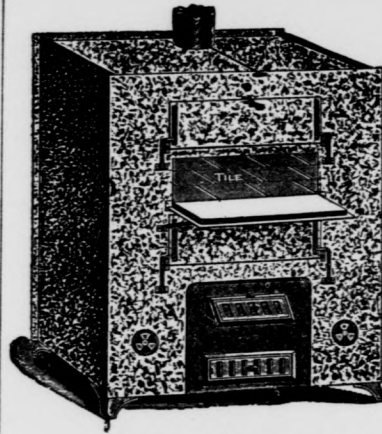
Leave DETROIT Daily	4.00 P. M.
Arrive at BUFFALO	8.00 A. M.
Leave BUFFALO Daily	5.30 P. M.
Arrive at DETROIT	7.00 A. M.

Connecting with Earliest trains for all points in NEW YORK, EASTERN and NEW ENGLAND STATES. Through tickets sold to all points. Send 2c. for illustrated pamphlets and rates.

Rate between Detroit and Buffalo \$3.50 one way, \$6.50 round trip. Berths \$1.00, \$1.50; Staterooms \$2.50 each direction. Week end Excursions Buffalo and Niagara Falls.

IF your railway agent will not sell you a through ticket, please buy a local ticket to Buffalo or Detroit, and pay your transfer charges from depot to wharf. By doing this we will save you \$3.00 to any point East or West.

A. A. SCHANTZ, G. P. T. M., Detroit, Mich.



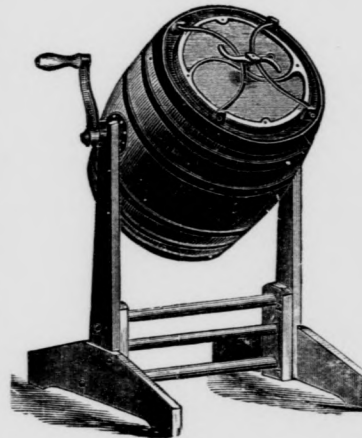
BAKERS' OVENS

All sizes to suit the needs of any grocer. Do your own baking and make the double profit.

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO

The Favorite Churn



We are Exclusive Agents for Western Michigan and are now entering orders for Spring shipment.

Foster, Stevens & Co.

Grand Rapids, Michigan

Buckeye Paint & Varnish Co.

Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers
Sole Manufacturers **CRYSTAL-ROCK FINISH** for Interior and Exterior Use.

Corner 15th and Lucas Streets, Toledo, Ohio.

CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

Hecht & Zummach

Manufacturers of

Mixed Paint, Oil and Water Colors,
Putty and White Lead

Jobbers and Importers of

Plate and Window Glass

277-79-81-83 West Water St., Corner Cedar
MILWAUKEE, WIS.

man hear my words and believe not, I judge him not: for I came not to judge the world, but to save the world. He that rejecteth Me and receiveth not my words, hath one that judgeth him: the word that I have spoken, the same shall judge him in the last day."—John 12:47-48. Page 19 is given to religious matters. There is a little sermon to begin with, and halfway down the page the following form:

CERTIFICATE.
I, the undersigned, desiring that in the event of my death, the truth should be told at my funeral, do hereby testify that I never have been born again, by faith in the Lord Jesus Christ, consequently,
If I die tonight I will go to He
Signed..... Address..... Date..... 18.....
If you are a christian, erase the word "never" in the above and fill out the following questions, viz:
When I was saved.....
Where I was saved.....
How I was saved.....
"But sanctify the Lord God in your hearts; and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear." I Peter 3, 15.

Sandwiched between business talks, descriptions and prices are to be found a great variety of biblical quotations, such as: "If the righteous scarcely be saved, where shall the ungodly and the sinner appear?" "The wicked shall be turned into hell and all the nations that forget God." "He that hath ears to hear, let him hear." "And whosoever was not found written in the book of life was cast into the lake of fire." "They that trust in their wealth and boast themselves in the multitude of their riches; none of them can by any means redeem his brother, nor give to God a ransom for him." The wages of sin is death." On page 56 we are told that second-hand bed blankets but slightly used can be had very cheap, and immediately following we read: "Unto him that loved us, and washed us from our sins in His own blood." Then we are told that certain other tent makers are very unscrupulous in their business methods, and underneath: Moral—Stop being swindled. Buy your tents and covers from us." Doubtless this firm has a perfect right to use the above quotations in its advertising matter, and especially as proper credit is given to the work from which they are derived, and yet the question of taste arises so persistently that it will not be put down. We learn from another source that Baker & Lockwood Co. is a very responsible firm, but it would be difficult for us to draw that inference from the text of the catalogue itself. There is a proper time and place for all respectable things. A sermon, however good, would be illy appreciated by a busy man if delivered in his store on a Saturday afternoon; and its preacher would receive scant consideration for his pains. The customer applying to his grocer for credit will do his cause but small assistance if he wedges in religious talk with his application for assistance. It may be all right enough, perhaps, but it is so at variance with the usages and customs of the times that it smacks of insincerity. And it would be interesting to know whether the Baker & Lockwood Co., before sending representatives out on the road to solicit business, arms them each with a supply of trite Scriptural pro-

verbs, an armful of tracts and a copy of Bradstreet's which are to be used promiscuously in the winning of business for the house.

George Crandall Lee.

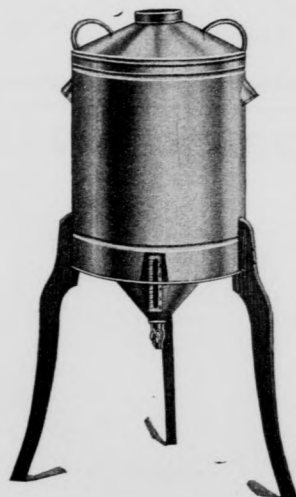
Stamping Small Articles From Sheet Steel.

During the last decade a great deal of progress has been made in the use of stamped steel for the manufacture of various small articles such as scales, coal hods, and various metal articles for household and industrial use. The chief advance has been in the improvement of stamping machinery, but the steel makers have also accomplished a great deal by producing rolled steel that can stand as severe bending and stamping tests as the best brass. This has made possible a great deal of delicate and difficult stamping work that could not before be attempted. A few years ago cast iron was largely used for many small articles that are now made almost exclusively from pressed or stamped steel. New pressed steel hods are made that are far lighter and more durable than those formerly placed on the market, and more serviceable. They are pressed out of a single piece of metal, which also enhances their durability. Of course, the machinery for stamping sheet steel is much more expensive than the equipment necessary to mold and finish castings, but the work is done so much more rapidly and the parts, when finished, are so much stronger and lighter and more durable and accurate, that there is a net gain not only in manufacturing cost, but a great gain in the character of the finished product. The saving in freight and expressage is also very considerable.

A Small Usurer.

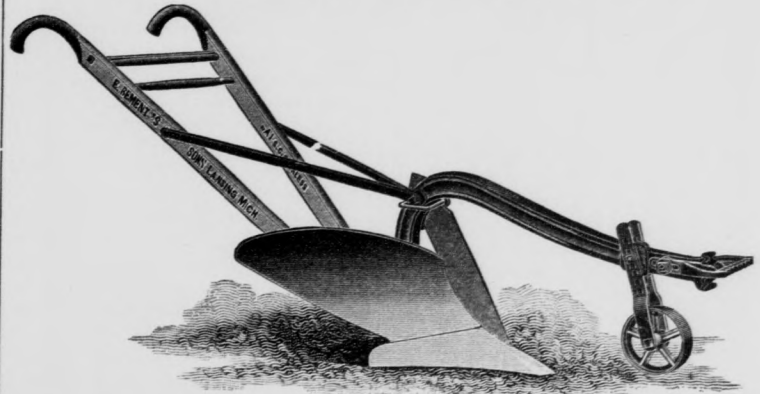
Mother—Now, before you go to sleep, have you been guilty of any little sins that you should be sorry for?
Tommy—Yes'm. I think I've been guilty of usury.
Mother—Of usury?
Tommy—Yes'm. I found a penny and I used it.

Cream Separators.



Let us have your inquiries.
WM. BRUMMELER & SONS,
Makers of Good Tinware.
249-263 So. Ionia St. Grand Rapids, Mich.

E. Bement's Sons
Lansing Michigan.



Bement
Peerless
Plow

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

Bement Plows
TURN THE EARTH

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

E. Bement's Sons
Lansing Michigan.

ALL GENUINE BEMENT PEERLESS REPAIRS
BEAR THIS LABEL
BEWARE OF IMITATIONS!
Our Legal Rights as Original Manufacturers will be protected by Law.

HOW HE HELPED HER.

Usual Experience of An Obliging Husband.

Mr. Beam, of the firm of Beam Brothers & Girder, contractors and house builders in a modest way, had come home from work tired. Jim Beam, the junior member of the Beam brothers combination, had been drunk for three days now, which was one day more than the average, and as yet showed no signs of tapering off.

Tom Girder had a felon on his right hand, making him almost crazy and entirely unfitting him for his work as a stair builder, and with the contract for the building of the new house for old Rusher, the real estate man, due to be completed in one week's time and help particularly unattainable at any wage, it was no wonder that Mr. S. Beam was cross and distraught.

His name was S. Beam and usually when the work was going nicely and he was up on top of a new building, among the sweet smelling lumber, with the pure air and everything light and bright, his men used to say that the "S" stood for "Sun" Beam, but when things were not going that way they thought it meant "Sin" Beam or "Satan" Beam or something like that, although, of course, his real name was Saul and he wanted it spelled that way, too, and when a smart party addressed him once as Saw L. Beam just because he was a carpenter he resented it, although it was openly hinted at the time that he was first attracted to his wife because her name was Sill.

It was a funny name enough anyway, Sylvia Sill, and ought to have attracted anybody, even if only to attract their attention. With Saul Beam it attracted his heart and so, on this night I am telling you about, ten and seven-tenths years after marriage, Mrs. Sylvia Sill-Beam was waiting for Saul Beam, her husband, when he came home from work tired and cross as aforesaid.

Mrs. Beam had been married all of these years and yet she had not learned one thing which it is important that all wives who have husbands who go out to earn the living should learn and that is to lie low when they first come home from the day's struggle with the world to see how the bread winner has been affected by the struggle.

She had not learned this, and so, before Saul had even got his dirty overalls and blouse off or been to the sink to wash his face and hands, she opened up as follows:

"Saul Beam, I just want you to understand distinctly, that I won't wear these shoes another day."

"Oh, you won't?" in an even, quiet tone which would have been cue enough to an ordinary wood butcher that he would best go easy, "Oh, you won't?" Just like that.

But Mrs. Beam was an able housewife and not an ordinary wood butcher and she had never taken the trouble to learn the signs and she had noticed those shoes all of the afternoon, every time she stooped

over to put a pie in the oven or take one out, or put the kettle away in the cupboard under the sink or to pick up the paper from where Saul had left it on the floor and the thought had kept working in her mind until she could not think of anything else and so she went right at the heart of the thing at once.

"No, I won't, and I want you to slick up right off before supper and go right down town with me as soon as you get through eating and help me get a new pair of shoes."

"Oh, you do?"
"Yes, I do. And it don't make any difference what a hard day you've had, nor how tired you are, nor how this is the only chance you get to figure up on jobs nor anything about it. You've got to devote a few minutes to me once in awhile and this is one of the whiles."

"Go on and get your shoes alone."
"Well, I will not, and have you finding fault with what I pick out, and the price and the fit and everything else for the next six months. You've got to come along and pick 'em out yourself and pay for 'em and then you'll be satisfied, whether I am or not."

"Well, I'm not going to toil 'way down town again to-night, I'll give you that, if you have to go bare-footed. I tell you I'm all tired out."

"Oh, all right. I never-ask-you-to-do-any (snif)-thing-for- (gulp) me, but (snip, gulp), what you-o-o-o-o."

"Oh, hush up, Syl. Don't be a baby. I s'pose I'll have to go. Aw, don't cry. There, there."

(Mrs. Beam blows her nose and it is all settled.)

And so at a quarter of seven p. m., Mr. and Mrs. Beam, considerably

WE CALL ATTENTION TO OUR
SPLENDID LINE OF

**LIGHT AND HEAVY
HARNESS**

OUR OWN MAKE

We fully guarantee them. Also remember our good values in HORSE COLLARS. Our line of Lap Dusters, Fly Nets, Horse Sheets and Covers is complete. We give special attention to Mail Orders.

BROWN & SEHLER
Grand Rapids, Mich.

QUICK MEAL

Gas, Gasoline, Wickless Stoves
And Steel Ranges

Have a world renowned reputation.
Write for catalogue and discount.

D. E. VANDERVEEN Jobber
Phone 1350 Grand Rapids, Mich

**Grand Rapids
Bark and Lumber Co.**

Hemlock Bark, Lumber, Shingles, Railroad Ties, Posts, Wood. We pay highest market prices in spot cash and measure bark when loaded. Correspondence solicited.

Michigan Trust Building, Grand Rapids, Mich.

W. A. Phelps, President.
D. C. Oakes, Vice-President.
C. A. Phelps, Secretary and Treasurer.



"Search"

The Metal Polish that cleans and polishes. Does not injure the hands. Liquid, paste or powder. Our new bar polish (powder) in the sifter can is a wonder. Investigate. Send for free sample. See column 8 price current. Order direct or through your jobber.

McCullom
Manufacturing Co.

Chamber of Commerce,
Detroit, Mich.

Wall Papers

Newest Designs

Picture Frame Mouldings

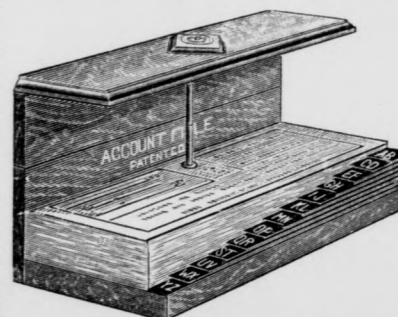
Newest Patterns

High Grade Paints and Oils

C. L. Harvey & Co.

Exclusively Retail

59 Monroe St., Grand Rapids, Mich.



**Account
Files**

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

THE SIMPLE ACCOUNT FILE CO., Fremont, Ohio

500 WHITTLESEY STREET

slicked up enter the footwear mart, Mrs. Beam radiantly lovely up to her limit, and Mr. Beam impatient and resigned.

The curtain goes up. Short one-act sketch. Three people.

The Clerk—Good evening, Mrs. Beam. Some shoes?

Mrs. Beam—If you please.

The Clerk—For yourself, I suppose?

Mr. Beam (with a little rancor yet)—Well, you bet, if they were for me I wouldn't have to lug anybody down to help me buy them.

Mrs. Beam (her face darkening a bit but still smiling)—Yes, they are for me. Some laced ones, please.

The Clerk—We have a handsome thing at \$3.50, how does this suit you?

Mr. Beam—Isn't that pretty expensive? A cheaper pair would do you just as well.

Mrs. Beam (to clerk)—You may try them on.

The Clerk—That's a neat fit.

Mr. Beam—What size?

The Clerk—Eh-well, I gave her an extra long one, you know. She does not need it so long, but it's all the rage. She could wear a 4 1-2 if she wanted to pinch her feet just a little, but the long slim ones are much more fashionable, you know.

Mr. Beam—But what size are they?

The Clerk—Let me see; they're No. 6.

Mr. Beam—What width?

The Clerk—"D."

Mr. Beam—What does "D" mean?

The Clerk—Why, it's the way they number the widths. "A" is the narrowest on this style, that's the first width, "B" the second, "C" three and "D" four and so on.

Mr. Beam (with a sudden inspiration)—That makes you a 6x4, Sylv. You're a 6x4 Beam which is mighty small for a beam but will do for a sill. Them toes are too narrow.

Mrs. Beam—No, they're not, but I've never worn a six yet, and I never will.

Mr. Beam—Oh, get them large enough.

Mrs. Beam—I don't want them to shuck all around.

The Clerk—These shoes run very small for the size, anyway, we—

Mrs. Beam—Let me see a five.

The patient clerk who had been going to the revival meetings and was trying to lead a better life and tell the exact truth gets a No. 5. The shoe slips on after a struggle.

Mr. Beam—They are too small for you.

Mrs. Beam—They are not.

Mr. Beam—They bulge out all over the sides.

Mrs. Beam—They're just as comfortable as they can be. I could kick them off.

Mr. Beam—Hadn't you better get a little wider toes?

Mrs. Beam—No. Do them up.

And the clerk does them up, Mrs. Beam gets a V. dollar bill from her husband, pays for the shoes and leads him back home, having led him away down there to get the benefit of his advice and not having followed a single suggestion he has made, and when, four months from now she

complains of her shoes, she will claim that he selected them.—Boot and Shoe Recorder.

How To Keep Young.

Never neglect your daily exercise. A brisk walk for a couple of miles in the fresh morning air or a four or five mile bicycle ride is one of the first essentials. Plain, nourishing food, and abundance of good, ripe fruit are another. Fruit is best eaten in the morning. Bananas are easy of digestion to some and very nutritious; grapes are nourishing and fattening; apples are especially good for brain workers, and oranges are of great benefit to people afflicted with rheumatism.

Have plenty of fresh air in your living and sleeping rooms. Leave your bedroom window open from the top several inches every night, no matter how cold the weather. Have your bed covering warm and light.

On getting up in the morning arrange your bedding and bed so that they may be thoroughly aired. Leave your window open in your bedroom for the greater part of the day. In your living room ventilation is also necessary, and sunshine, too.

Poor ventilation is accountable for much ugliness, and, in children, deformity. Fresh air and sunshine are as essential to a human being as they are to a plant.

Avoid tight clothing—corsets, garters, sleeves, armholes, collars and waist-bands. Tight clothing disturbs the circulation of the blood and is the cause of red noses, enlarged veins, flushing, etc.

Eight hours' sleep is absolutely required to rest the brain.

Musk Deer Make Perfume.

Musk is not an agreeable perfume to many people, although it is highly esteemed by others, who run the risk of being called vulgar in order that they may enjoy its pungent odor.

Musk in its raw state looks a good deal like axle grease and smells worse. The popular axiom that the musk of commerce is obtained from the muskrat is a mistake. There is obtained a somewhat similar perfume from the muskrat, but most of the supply comes from the musk deer, a creature that is carefully reared in India for the sake of the secretion.

The secretion is shipped in the crude state and is used not only in the manufacture of the liquid perfume sold as musk, but also in very small quantities to give strength and staying power to many perfumes made from the essential oils of flowers.



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.



SOLD ONLY BY

JUDSON GROCER COMPANY

GRAND RAPIDS, MICH.

GOOD MERCHANTS

Can recommend to their customers and friends

MEYER'S

Red Seal Luncheon Cheese

A specially prepared Cheese with just enough spice to make it delicious. It sells on sight and every sale makes a regular customer. It is all ready for a rarebit without addition, and for sandwiches it is just the thing.

This Elegant Display Case, filled with 2 1/2 dozen 10 cent packages, **\$2.40**

One dozen packages for refilling case cost **only 90 cents.** Order a trial assortment—it pays well. Free Advertising Matter, etc., on request.



Manufacturer of Red Seal Brand Saratoga Potato Chips

J. W. MEYER,

127 E. Indiana St.

CHICAGO

Best on Earth

S. B. and A.

Full Cream Caramels

Made only by

STRAUB BROS. & AMIOTTE

TRAVERSE CITY, MICH.

The Traveling Salesman of 1903.

No profession or occupation has shown more remarkable changes in the character of its members than has that of the commercial traveler in the past twenty years. From the "jolly time" apostle of the early eighties to the thorough-going business agent of the present day is not a long era, but the difference in the type of men is great. The commercial traveler of today talks business from a strict business standpoint, his visit is on business and for business, and when the deal is completed he is gone. The old "high roller" did not exactly consider business a side issue to the main result of his trip, but he frequently subordinated it to a two weeks' lay off for refreshments or a general round up with kindred souls.

This is not saying that the traveling salesman of those days was entirely to blame for his "high roller" business methods. A two days' "time" with a customer was as often the result of the customer's ideas of doing business as any falling from grace on the part of the traveling man. The character of the commercial traveler has changed partly because of like changes in the trade. The merchant of today is more of a business man than the merchant of twenty years ago. He does not expect a case of champagne to accompany every order for ten cases of merchandise. While the old idea continues to rule in some parts of the Northwest, most merchants realize that it takes a clear head and all the hours they can crowd into a day to properly care for their af-

fairs. They are attending to business in business hours, and they prefer to buy goods of a traveling salesman of like habits.

Yet there is a grain of regret in viewing the passing of the old-time traveling salesman. He was a pioneer. He drove country roads where the latter-day business agent rides in Pullmans. He has his trials, tribulations, good qualities as well as his faults. He did his part towards making the "Great American Desert" blossom. He was the cheer of many a hamlet and his stories are repeated in many of them to this day. He faced hardship. He spent his money as if it were common, vulgar, old iron, and here in the Northwest he will not soon be forgotten.

But a new era has replaced him with an army of energetic men who talk very little indeed but brands, figures and profits; a clean cut type which expects to become merchants, landowners, promoters, brokers, or anything else within the range of a reasonable ambition. They are jealously guarding the occupation through their organizations which are doing much good. True there are some who fall below the standard, but they reach their proper level ultimately and drop out. With the increase in big industrial combinations, there may be fewer traveling salesmen, but the quality is steadily improving, and today the commercial travelers of the country rank high among the various occupations and professions which make up the industrial life of the country. That is

why interest in the annual conventions of commercial travelers steadily increases.

The Newspaper a Machine Product.

It is an interesting fact that the modern newspaper is a product that from start to finish has scarcely been touched by human hands until it reached the carrier or newsboy who delivers it to the reader. From the beginning it is a product of perfected machinery and just how far machinery has encroached in its production is a fact making the modern newspapers one of the wonders of the country. Beginning with the paper stock, the forest tree which goes to the making of paper pulp is felled and sawed and crushed by machinery. This crushed fibre is put into great vats, from which the substance is fed to the paper mills. From these mills, through automatic machinery, the finished paper comes and is wound into rolls without a hand touching it. Coming to the rolls of the perfecting press, this paper is fed automatically into the great machine, is printed upon both sides, cut, folded, and perhaps pasted, counted and delivered to an electric carrier which rises with it, finally dumping the counted papers upon the tables from which they are first touched by the hands of men as they go to the delivery wagons for distribution. Not only in the material paper is the cunning of the human hand dispensed with, but the types from which it is printed are molded new by special machinery for this purpose. The half-

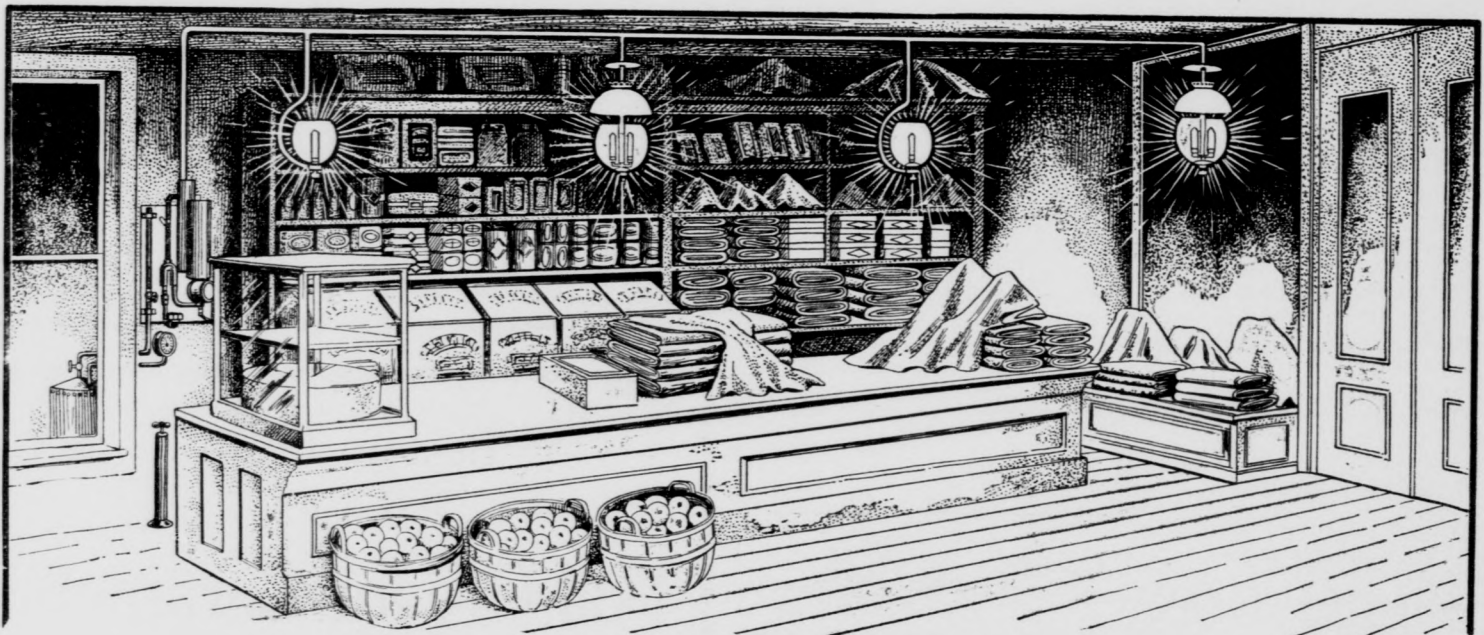
tone illustrations and the pen drawings which ornament it have been cut with acids instead of traced with etching tools, and even the newspaper "copy" from which the news matter is set by linotype machines is written on typewriters.

Origin of "Watering Stock."

There is no financial term that is more familiar to the general public than "watering of stock"—meaning the increase in the capital stock of a company without any corresponding increase of value. Yet it is doubtful if there are many people outside of Wall street who know how this term originated. Daniel Drew was one of the most conspicuous figures in the Street from 1852 to 1870. For years he was pointed out as the man who commanded more ready money than any other one person in Wall street. His fortune was estimated at \$13,000,000—an enormous sum at that time.

Before Daniel Drew entered Wall street he was a cattle drover. It was he who established the cattle market at Fourth avenue and Twenty-third street in 1829, and it was in the cattle business that he laid the foundation of his fortune. It was said that when he was a drover Drew used to give his cattle salt and then let them drink water until they appeared fat for the market. When Daniel Drew entered Wall street and after securing the control of the Erie Railroad swelled the volume of its stock for the purpose of unloading it on the public, Wall street used to say that "Uncle Daniel had been watering his stock."

The Improved Perfection Gas Generator



This is only one of the thousands of testimonial letters we have received

Muskegon, Feb 28—With the greatest of satisfaction it becomes our privilege to inform you that, after using the Perfection Gas Generator for a sufficient length of time to give it a thorough test in every respect, there is nothing left for us to say aught against. The lighting is better than we ever had. The expense is about 75 per cent. less and we are more than pleased and will be glad to have you refer any one to us for all the information they may desire.

F. B. BALDWIN & CO.

BUTLER & WRAY CO., 17 South Division Street, Grand Rapids, Michigan

What Per Cent. of Men in Business Succeed?

For a long time we have heard the statement repeated again and again that less than 10 per cent. of the men who engage in business make a success.

It is time that some of the wisecracks who repeat this proposition should give a definition of what they consider success. Certainly, more than 10 per cent. of the merchants who are in business to-day will remain in the trade and make at least a living out of it to the end of their days.

The fact that a man may, at some time during his career, be compelled to make an assignment or go into bankruptcy does not show conclusively that he has failed. They have, at least, made a living for themselves up to the time of failure and many of them, a very large percentage, go into business again and do well.

The bankruptcy law is itself designed to relieve a merchant from the disastrous effect of unforeseen contingencies such as cyclones, crop failures, fires and the like.

Otherwise the inability to pay their debts would have the effect of making them slaves for life in order to pay creditors, a condition which would be unfair to the debtor and very injurious to the entire trading community.

The principle of the law is that until goods are paid for the original owner retains an interest of a certain kind and upon him should fall the burden of loss beyond that part which the debtor can pay from the assets he may have in hand after such a loss.

This principle applies even although the failure may arise from mismanagement so long only as the conduct of the business has been honorable and the debtor incurs no additional liability after he knows himself to be insolvent.

Quite a large number of merchants who fail in business on account of mismanagement go into some other line and do well. In the career of such a business man the incident of assignment or bankruptcy does not determine his ultimate success, nor does it in the case of those merchants who are obliged to assign because of some unusual disaster, as fire and the like.

The United States reports show that of the men engaged in business an average of 1 per cent. go into bankruptcy each year.

If there are as many who make assignments, then the total would be 2 per cent. per annum. Then if you suppose that the average life of the business man is twenty-five years you have but 50 per cent., not 90 per cent. of failures in business and this percentage as indicated above should be considerably diminished on account of those who at some time may fail but who still recover and do a prosperous business again.

Nor is it a true method of reckoning up the failures or successes of men to say that although one may have done a successful business for fifteen or twenty years or even fifty years, he is still to be counted among

the failures, if at any time before retirement he meets with reverses in business. By the very closest method of reckoning at least 50 per cent. should be said to have succeeded and, as a matter of fact, a much larger proportion obtain a good living all their lives, doing so by methods that are perfectly legitimate and honorable. It would seem as if they should be counted successful.

The Kitchen As a Laboratory.

The mistress of the home of 1925 will be a chemist. She will be a trained scientist. She will regard her kitchen as a laboratory in which a thousand wonderful experiments will be tried. The idea that the kitchen is a place of drudgery, where only those enter who are forced by circumstances, will have disappeared and there will remain only wonder that any one could ever have been ignorant enough of the marvelous processes of science to have taken so little interest in the subject.

The kitchen itself will disappear from the basement and from the home forever. In its place, adjoining the dining-room, so that the transit from the fire to the table may occupy but a second's time, will be the "household laboratory." The mistress of the house and her daughters will find no more interesting period of the day than that which is spent in the well-lighted, well-ventilated, cleanly and comfortably arranged room given up to the constant surprises which science offers to those who will study with interest her wonders in the realm of combinations of food materials and the transformations brought about by varying degrees of heat.—Cosmopolitan.

Making Sure Enough.

"I'll take the biggest piece you've got, please," said Willie to the hostess, who had asked him to have some cake.

"Why, Willie!" exclaimed his mother, in dismay.

"Well, ma, you told me not to ask for a second piece."



A Handsome Book Free

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:

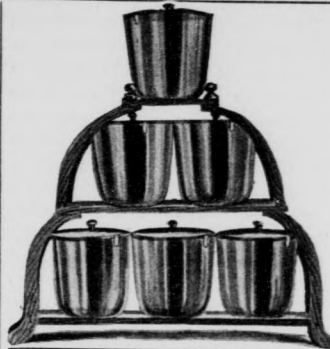
- Petoskey
- Bay View
- Wequetonsing
- Harbor Point
- Oden
- Mackinac Island
- Traverse City
- Neahawanta
- Omena
- Northport

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

Grand Rapids & Indiana Railway
(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.



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.

EAGLE HIGH TEST LYE

Standard of 100% purity. Powdered and Perfumed.



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, cleaning, 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

to 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

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.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Brown cottons have been one of the lines most interesting to buyers, but they have discovered no new reason for lower prices. A good many contracts are nearing a close, particularly in Southern goods, and as there appears to be no immediate prospect of lower price conditions in cottons, the sellers see no reason for lowering their prices. The exporters have been inactive and this has allowed some slight accumulation of such goods but not enough to give the slightest uneasiness at the present time. Ticks and denims are growing in shorter supply weekly and sellers can grant no contracts for nearby deliveries, although on orders previously booked there is some improvement in the shipping. The bleached cottons are generally firm and although the demand is not large, there is no effort to force business except in one or two instances where the gray cloth market is showing its influence. Buyers regard the general range of bleached goods, as at quite low prices compared with a year ago, and this applies particularly to the lower grade and there is little difficulty in securing full prices.

Wool Dress Goods—It is naturally a quiet period in the initial dress goods market. It is just the time "betwixt and between" as regards fall business and the spring season has progressed to such an extent that such demand as does develop requires immediate delivery. Considering the time of the season, the volume of business charged up from day to day by the commission and direct trade is quite satisfactory. The weight of the demand for current spring consumption relates to the sheer fabrics, to mohairs, broadcloths, Scotch mixtures, etc. Reports coming to hand of the progress of the retailers' trade are of an encouraging character. In some sections of the country it is said that cold and wet weather has had a delaying effect on the movement of spring goods, but such reports appear to be more than out-balanced by the reports of a very satisfactory movement of spring goods received from retailers in widely scattered sections of the country. Not alone has good progress been made by retailers in the reduction of stocks through over-the-counter sales, but they have also done a good business in ready-made garments, including separate skirts, full suits and cloaks. If the balance of the retailers' season pans out as well as it has up to the present time, the light-weight season will go out with but small stocks in first, second and third hands. The demand for fall dress goods at first hands continues a modest one, owing to the extent to which the season has progressed, and the fact that it is too early to look for return business of moment from either jobbers or cutters-up. The outlook for fall duplicate business is generally regarded as very fair even although the early efforts on the job-

bers' part to interest the retailer in fall goods have proved a failure.

Underwear—The question of prices for the spring season of 1904 is the most interesting topic of conversation. No one has the slightest idea of making prices yet, but each is trying to get the other fellow's ideas. This makes a merry war of words and badinage in the various offices where the agents love to congregate and talk during the off seasons. The fact that reports of an easier yarn market are circulated does not seem to impress them particularly and no one would feel justified in setting a price on the basis of a temporary fluctuation, or at any rate unless there appeared to be a genuine and substantial basis for the change, and they will look carefully into any change, find the reason and then consider it carefully. As a matter of fact it will be some time before there is any real attempt to fix prices even although many may have in their own minds a pretty good idea of what percentage of profit their products must show for the season. Prices will not be named until the last possible moment.

Hosiery—A fair amount of duplicate business for spring is coming to hand although the agents could wish that it were more for some lines. Aside from this there is very little of interest in the market. The question of prices for the new season is discussed, but there seems little likelihood of any definite conclusion being reached for some time. Should prices be made on the present cost of raw material, it would seem unreasonable to many, and keep some buyers out of the market altogether, while, if prices were made in accordance with buyers' ideas, it would mean a big loss.

Carpets—In New York the new lines have been on exhibition some days now and the buyers, both Western and Eastern, seem to have taken a very large interest in the new samples. The color effects have shown little change over those exhibited in November, other than the fact that there are more tan color effects shown than ever before. Red and green effects are very prominent, while blues and the pastel shades are becoming extinct. Designs have not changed much in principle other than that they are becoming more simplified. Oriental figures are very prominent in the Brussels and Wiltons, especially so in these fabrics made up into carpet size rugs. Conditions at present are very different from those current six or eight months ago, and the small as well as the large manufacturer is on an equal footing as far as prices paid for supplies of wools that are now on hand are concerned. This was not so in November, when the anticipated advances did not materialize. The "big" mills, it was found, had a big stock of cheap wools on hand and could afford to make cheaper rates than their smaller competitors who had to come into the market and pay prices current at that time. This is a very strong point in favor of the smaller mills, and on which they lay special emphasis that prices must surely

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.

\$4.25 Per Dozen



While they last, for our double front Overalls without bibs. These are the full cut "Empire" kind, and at the present price of denims are worth \$5.00 per dozen. Get your order in at once.

Grand Rapids Dry Goods Co.,

Grand Rapids, Mich.

Exclusively Wholesale.

Memorial Day Decorations



Just arrived—a big line of Memorial Day Decorations.

**Wool Bunting Flags
Cotton Bunting Flags
Cotton Flags on Sticks
Silk Flags**

Ranging in size from 2 inches to 36 feet long. Also Red, White, and Blue Bunting by the yard.

P. Steketee & Sons

Wholesale Dry Goods
Grand Rapids Michigan

show a strong advance this season. Yarn spinners are going ahead of the weavers' anticipations by asking better rates for the productions, but business as yet along these lines has been rather small.

Curtains—Manufacturers of lace curtains are beginning to work on their fall business, which is showing up very well. Retailers are very active in their spring lines, especially so in the cheap curtains in Arabian designs. Tapestry curtains from the makers' standpoint are in fair demand. Initial orders are coming in slowly.

The Pearl Button Situation.

The problem of securing shells for the large number of button factories in this city is becoming very serious, not because there are no shells, but because the high water has prevented digging them and because those that can be had can not be shipped owing to high freight rates in one section and crippled transportation facilities in another, according to a Muscatine button maker, who is in touch with the situation.

According to the Journal's informant the button situation in Muscatine promises to become very serious for a time. He says that button factories in this city have shells enough to supply them for but a short time and the source of supply is practically inaccessible for the present. The high water in the South prevents the digging of shells and in Arkansas where shells could be secured the railroad lines are under water.

On other phases of the shell situation the Journal's informant says the Myer's bill, with which readers of this newspaper are familiar, which has been signed by the governor of Arkansas and has become a law, cuts but little figure, although it prevented the use of the crow foot, an instrument Northern shell men regard as necessary in fishing for the product out of which buttons are made. A vigorous protest, it is said, has been made in those sections of Arkansas most benefited by the law and the prospects at the present time are that another law eliminating the features to which Northern men object will be introduced in the Arkansas legislature.

Button makers in Muscatine, it is said, are making strong efforts to secure shells in Mississippi and Louisiana where abundant beds are known to exist. A feature that renders their efforts abortive in a measure is the high freight rates. It is said the Illinois Central Railroad holds the key to the situation and refuses to make a reasonable rate to this and other northern points and has not shown the proper spirit in meeting the Muscatine shell dealers in their efforts to secure a special rate. It is hoped, however, to induce the road to ship the shells over its lines at a low price. When this is accomplished and the high waters recede the pearl button makers in Muscatine will be on "Easy street." Several Muscatine men are now in the South looking over the ground, especially in the Pearl River district in Mississippi.

Muscatine people devoutly hope that the difficulty will be overcome and that the outlook for the pearl button industry in this city will not be clouded even temporarily.—Muscatine Journal.

Imitation Leather.

According to a daily paper, the newest imitation of leather, which has just been patented, is made by coating cotton drilling with a rubber solution, vulcanizing the rubber-coated fabric, and finally applying to the surface a liquid mixture composed of linseed oil, sulphur, turpentine, benzine and burnt umber—the last ingredient being for coloring. This outer varnish once vulcanized on, the product is said to be waterproof, and it is claimed, may be folded into any shape without breaking the coating.

Many processes for making artificial leathers involve the employment of leather waste ground to powder. In one case, for example, cloth is waterproofed by passing it through a bath of chloride of zinc, and then leather dust mixed with glue is applied, formaline being afterward used to render the preparation insoluble in water.

An English inventor mixes powdered leather with a rubber solution, and applies the stuff to any suitable fabrics, such as canvas. The product thus obtained is said to be waterproof and may be utilized in making valises and for quite a variety of other purposes. But undoubtedly the successful leather counterfeit of the future will be synthetic—a fact which is realized by a number of ingenious persons who have already taken out patents in this country. One such invention employs sulphuretted oils, which are applied to fabrics to produce a leather-like surface.

Hooks and Eyes.

Although the manufacture of hooks and eyes is of more importance than that of pins, both in the amount of capital invested and in the value of products, the industry has been very largely developed since the census of 1890 was taken, says the Philadelphia "Public Ledger," and perhaps for that reason its importance as a special industry has been overlooked.

The trade has grown to such an extent not only in this country but in Europe and other parts of the world, that a great factory in this city though run night and day is unable to keep up with demand for that style.

All the finer grades of hooks and eyes are made of brass wire, but iron wire is used for the coarse kinds. There are ten regular sizes, ranging from 00, a very dainty little hook, to No. 15, an inch in length, which is used for cloaks. The so-called invisible eyes are almost straight pieces of wire to take the place of the silk loops formerly used.

Knew What He Wanted.

This is a tale for the benefit of the overzealous salesman and saleswomen who think they know better than their customers what their customers want to buy. A man walked into a

haberdasher's shop and bowed politely to the clerk.

"I should like to look at some black gloves stitched with white," said he.

"Black gloves stitched with white are not fashionable now," replied the clerk.

"I beg your pardon," said the polite customer. "You evidently misunderstood me. I said I should like to look at some black gloves stitched with white."

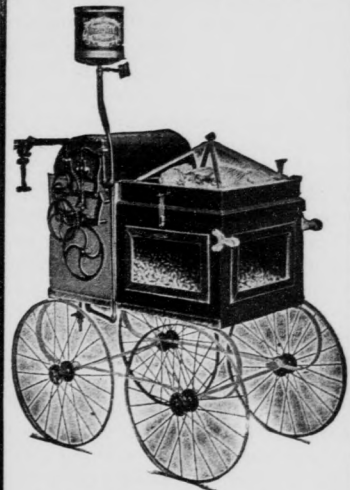
"They are no longer fashionable," reiterated the clerk, with impatient superiority.

"I find I must apologize again," said the other. "I came in here thinking it was a haberdashery; I find it is a bureau of information. I'm sorry to have troubled you with so unimportant a matter, for I really didn't care to know whether the gloves I wanted were stylish or not. Perhaps I can buy a pair of some sort at the place across the street," and he went out.

**They Save Time
Trouble
Cash
Get our Latest Prices**

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

**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 Dishers, Ice Shavers, Milk Shakers, etc., etc.

Kingery Manufacturing Co.,
131 E. Pearl Street,
Cincinnati, Ohio

**Your Catalogue Maker
Tradesman Company**

comes before you in the role of Catalogue Maker on an enlarged scale. Our printing facilities have been increased on the same generous plan as the other departments since our removal into the present five-story and basement building which is now our home, and will be for seventeen years to come.

We are prepared to make your catalogue from its inception to its completion—we will write, compile, design, engrave, print, bind, and mail it, if you so desire.

We have complete equipment for the highest grades of catalogue and booklet work, in way of skilled catalogue makers, from start to finish, and WE WANT TO DO BUSINESS WITH YOU, WHEREVER YOU ARE LOCATED. In these days of telephone, telegraph, and rapid transit, location cuts but small figure, so long as you are located where expenses and costs of production are at a minimum, as is the case with Tradesman Company.

We offer you our service. Write or phone us, and we will visit you promptly, and guarantee satisfaction in every detail.

TRADESMAN COMPANY
25-27-29-31 North Ionia Street, Grand Rapids, Mich.

Fruits and Produce.

Widespread Damage to Fruit.

Orchard sections have passed through some exceedingly trying conditions, and the full extent of the frost damage at the opening of May can not be known for some time. First reports of injury are always likely to prove exaggerated, and it would be far from safe at this date to predict a serious shortage in tree fruits. Yet the testimony reaching Orange Judd Farmer from all sources, including replies to special inquiries, shows unquestioned damage nearly all along the line. In the northern portions of the commercial apple belt, growth was not far enough advanced to show serious injury, but in the central states, and in the southwest, including important areas of Missouri, Kansas, and Arkansas, prospects are certainly less bright than at the close of April. Reports indicate considerable damage to cherries, peaches, and other tree fruits, heavy losses must be endured, particularly in strawberries, these in many instances coming just before the season for ripening and marketing.

With the temperatures so low on the morning of May day as to produce ice of varying thicknesses, damage to orchards was inevitable. Our correspondents as far south as Missouri emphasize this fact, yet orchardists as a rule are hopeful that a reasonably good set of apples may still be realized. In Howard county, Missouri, ice formed one-half to three-fourths of an inch and fruits and early vegetables were killed or badly damaged; initial reports show serious harm to apples. A well posted correspondent in Pike county, Missouri writes that tree fruits are not badly damaged, except cherries.

In central and northern Illinois, orchards came through the winter in healthy condition, and promise to bloom full, with the possible exception of peaches and pears, yet weather is not favorable for fertilization, and the effect of the heavy frost of May 1 is somewhat uncertain. In the orchard sections of southwest Iowa, apple and peach trees blossomed well, and apparently are not much hurt by the cold, but plums and early cherries are killed. Small fruits are greatly injured by unfavorable climatic conditions. In Indiana, apples, cherries, and pears are problematical, blooming fairly full.

Michigan orchards came through the winter in good health, blooming full, according to our special correspondents, with the outlook for a good crop up to May 1, when the drop in the mercury wrought serious damage to buds of all kinds. Temperatures were registered as low as 20 to 24 degrees, in many townships wrecking plums, sweet cherries, and such small fruits as strawberries. A few varieties of peach were not far enough advanced to show serious injury. Michigan will no doubt have liberal quantities of fruit, yet the bulk has been reduced. Near the shore of the lake, peaches promise better than

at interior points, as the buds were not so far advanced.

In the older apple sections, extending from Ohio to New England, inclusive, frost damage was relatively less severe than west and southwest. Buds were not so far advanced, and while our reports indicate considerable injury here and there, orchardists as a whole are hopeful of a good set of fruit. Trees bloomed well, not only apples, but pears, peaches, etc. The sharp drop in temperature at the opening of this month caused some apprehension.

Process Butter Men Organize.

The Eastern Association of Process Butter Manufacturers was organized at Toledo on Wednesday by representatives of the concerns east of the Mississippi River. A. G. Westling, Kenton, Ohio, was elected President. The company will incorporate under the laws of Ohio, and will seek to reduce the price of raw stock to maintain steady prices. The strongest efforts will be directed toward the removal of the two-cent Internal Revenue tax.

Too Much Tonic.

Mrs. Smith—I'm afraid I shall have to stop giving Robby that tonic the doctor left him.

Mr. Smith—Why, isn't he any better?

Mrs. Smith—Oh, yes. But he slid down the banisters six times this morning, broke the hall lamp, two vases, a jug and a looking glass, and I don't feel as if I could stand much more.

The Transvaal loan of \$175,000,000 has been subscribed for twenty times over in London. It looks as though the British people had plenty of money and plenty of confidence in their government. These millions are to be used in the development of South Africa, which was delayed by the recent war. The resources of the country are so great that there is no doubt that the investment will prove to be advantageous.

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 car lots or less. All mail orders given prompt attention. Citizens phone 1881.

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.

Buying Eggs

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

Mittenthal Bros., Grand Rapids, Mich.

106 S. Division Street Cit. 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.

WE HAVE MOVED

Our office to our new brick warehouse on Second avenue, Hilton street, Third avenue and Grand Rapids & Indiana and Pere Marquette Railroads, between South Division St. and Grandville avenue Reached by either South Division street or Grandville avenue cars. Get off Second avenue in either case.

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



EGGS

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.

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.

DO YOUR WORK WELL.

Learn the Business and Methods of Others.

A week ago in the Tradesman the writer had something to say about the merchant in relation to his business, and discussed the question of recurring to nearly every storekeeper whether he was doing himself justice as to location and mode of business, whether he was making the most of himself or whether he should enlarge his field and his enterprise in the hope of larger profits and more quick returns.

Almost identically the same question presents itself quite as often to the man behind the counter as to the man behind the counting desk, and quite as vividly to the clerk as to the storekeeper. There is never a clerk, possessed of ordinary ambition, who does not occasionally ask himself: "Is this position that I am holding the best for me? Should I quit it for larger fields or for a different line of work?"

The modern young man has something of a disposition to be dissatisfied with his environment. The American life is one of constant unrest and this it is that has stamped upon us the characteristic of continual hurry. It must be confessed that our activity is not entirely pressing toward some goal, but rather sort of a nervous affliction which agitates us.

In other words the ripple which many a man produces in the commercial ocean is not the wake of a steamer pressing onward to some port of prosperity or accomplishment, but rather the widening circle caused by the disturbance of the ocean at some particular spot. I like this simile because those who have long observed American commercial life have noted before this how the sudden sinking of some commercial craft creates a whirlpool in its vicinity and sets many little boats for a long distance rocking on the billows.

I have had this question present itself to me. I have known what it is to wait the highly prized salary envelope. I do not mean that in settling this question for myself, I have always done the right thing. I might have chosen some other path that would have led to the achievement of distinction and the acquisition of a pretentious bank account; but if I were to go back along the road of life and come to these crossroads again, I think I would choose the same way I have chosen. There is some satisfaction in self-satisfaction. What I may say then is as the student of human nature rather than as a shining example, for I am neither wealthy nor wise.

This question of what is best for the young man—the clerk if you will—but it applies quite as well to the man in almost any occupation, is a question of opportunity and environment. It is different with the young man than with the old man, or with the man in the prime of life. The young man is, or should be, building for the future, while the old man is simply holding on to that which he has. Each is a commendable desire. The old man must of necessity be

more conservative than the youth, and the youth can afford to be more venturesome than the man of years. Men, however, are made old or young more by circumstances than by the almanac. There are young men who are made old by those dependent upon them, and there are old men who are young by their independence. It has been said by some wit that a woman is as old as she looks and a man as old as he feels. There is some truth in that.

Opportunity we are often inclined to mistake for some fabled goddess who controls our present existence; but opportunity is rather something within ourselves, and the clerk who talks about his opportunities should rather inquire what opportunity he is making for himself. He should ask himself not only whether he is advancing, but whether he is trying to advance.

Opportunity is not advancing in life without labor, but rather of advancing when one has labored. If you have learned all you can learn in your present position, if you have risen as high as you can in the place where you are employed, then there is reason to consider the advisability of getting out; not until then, unless you see some place where, by the labor, you can rise more rapidly.

Mercantile life is one of unusual opportunity, that is, opportunity in the sense in which it is here given. There is no reason why the clerk, if he builds for the future, should not rise to the plane of the man by whom he is employed. If your progress is slow, do not blame your environment until you have made sure that the fault is not within yourself. Are you doing all you can with the work you have in hand? If you are doing the best you can in your particular work, it is commendable; but there is more than that which you can do to build new stepping stones to success. Do not be satisfied with merely doing your own work well, but try to learn the business and methods of others. Thus you enlarge your own capabilities and increase your chance of success.

If you are not going ahead as rapidly as you would like, do not blame your present position; do not leave it for some other one until you are certain that you have made the very most of the one you have. Do not always be attracted either by the fact that some other position may be more lucrative, or opportunity more attractive. You are building for the future. When you are traveling across the country, you do not desert the road to your objective point because it is stony and take the road to some other place because it is easy. Sticking to the road is quite as good a principle in clerking as it is in pedestrianism.

Charles Frederick.

Firms that buy poultry the year around report that it is difficult to get stock at a reasonable price, as farmers are unwilling to sell their dividend-paying hens.

Nelson Morris & Co. proposes to open poultry stores in New York for the disposition of their own poultry.

Butter

I always want it.

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?

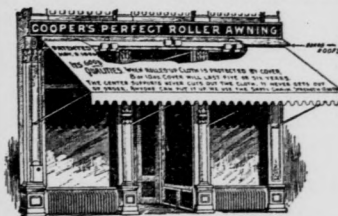
Better ask us about it.

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

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

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, May 16—There is the same old story of the coffee market—dull. Every indication points to a large crop and a supply some 3,000,000 or more bags larger than the consumptive requirements of the world. In store and afloat there are 2,535,538 bags, against 2,334,800 bags at the same time last year. At the close No. 7 Rio is worth in an invoice way $5\frac{1}{8}$ @ $5\frac{3}{8}$ c. In mild grades there is an utter indifference on the part of buyers who seem to be waiting the arrival of larger supplies which are now on the way here.

It has been quite a memorable week in the sugar trade. From the dullest sort of a market the tide turned to one of great activity and on Wednesday and Thursday it was said that over 700,000 barrels changed hands. Most of this is in contracting for future requirements. At the close, while trade is not so active, it is still far ahead of previous weeks. Some refiners made an advance of 5 points, but it is not thought this will be long maintained.

While the volume of actual trade in tea has not been very large, we still have a better week than the previous one. Prices are well maintained and the outlook is rather in favor of the seller. This is owing, perhaps, as much to the stronger tone at primary points as to any scarcity of supplies here. There is seemingly plenty of tea of certain grades, and the thing is to increase the demand.

The rice market shows increasing strength almost daily and, with limited supplies, the outlook is good for advancing rates right along. Buyers are unwilling to take large stocks, but it certainly seems as if they would be fully justified in taking rather more than current needs require. Choice to head Southern, $5\frac{3}{4}$ @ 7 c.

Continued strength is displayed in the spice market and Singapore black pepper is firm at $12\frac{5}{8}$ @ $12\frac{7}{8}$ c for June-August shipment. It is thought the crops of black pepper will be from 6,000 to 10,000 tons short of last year. If the latter figure we shall see a most substantial advance. Ten thousand tons of wheat would not cut much of a figure, but when it comes to black pepper—that's another story. Mace is firm, but with small sales reported in other lines.

The demand for grocery grades of molasses has been quiet. This is a condition to be looked for, however, and dealers will not expect much now until the fall trade opens. There is some call for common and medium sorts which are held firmly at unchanged rates. Syrups are steady and without change in any respect.

So far as canned goods go, the market remains practically without change. Weather conditions are of a good deal of importance just now and it is evident that rain is sorely

needed if corn and peas and even tomatoes are to make full crops. Until the last two days the weather has been cold and the ground unwarmed. The demand for cheap goods sometime ago seemed to last almost long enough to enable jobbers to clear out a lot of "low down" stuff, and new goods will enter a market in pretty good condition. Salmon is in a little better request, although there is still room for improvement. Tomatoes are without change and the range is from 80c for Maryland to 90c for New Jersey; gallons, \$2.35; New York corn, 90c@ 1 ; Maine, 1.10 @ 1.25 . Early June peas, 75c all the way up to 90c; in fact, the extremes are said to be 55c@ 1.75 .

Stocks of butter are well sold up and, with a very good demand, the quotations are likely to show some advance, although none has taken place during the week. Best Western creamery moves quickly at 22 @ $22\frac{1}{2}$ c; seconds to firsts, $19\frac{1}{2}$ @ $21\frac{1}{2}$ c; imitation creamery, 17 @ 19 c; factory, 14 @ $15\frac{1}{2}$ c, latter for fancy stock; renovated, from 15c for ordinary to 18c for extra grades.

There is absolutely nothing new in the cheese market and new stock is moving in a quiet manner at 12c and possibly a fraction more for the very finest. Exporters are doing quite a trade in stock costing about $11\frac{3}{4}$ c.

With a lighter demand and free receipts it is said that holders are showing some little anxiety to clear up stocks, although prices seem to range about as last week. Western fancy storage pack, $16\frac{1}{2}$ @ 17 c; seconds to firsts, 15 @ $16\frac{1}{2}$ c and from this down to 14 @ $14\frac{1}{2}$ c for dirty stock.

Photographs On Fruit.

Apples upon the surface of which are perfectly reproduced the photographs of the emperor and empress of Russia and of the president of the French republic have been recently shown in France.

Before photography was employed, images were produced by means of figures cut out from paper and then the latter was stuck on the surface of the fruit. When the paper was removed the image appeared more or less in color while the remainder of the fruit was green, or vice versa, according to the manner in which the paper was cut and applied.

At present, however, photographs are reproduced with all their details. Strong negative electrotypes are employed, having great resistance and reproduced on thin films. The films are obtained by photographing the subject many times. The film is held in place by two rubber rings or is stuck by some matter that will not obstruct the rays of light, such as albumen or the white of an egg.

If you make it a principle of your your business to exact from your customers that treatment of their obligation to you which it deserves, you will have unconsciously educated yourself to better understand and to more intelligently transact business with those from whom you receive credit favors, the jobbers in your line.



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

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

Strawberries, Pineapples, Oranges, Lemons, Cabbage, Bermuda Onions, Appricots

Our Weekly Price List is FREE

14-16 Ottawa Street, Grand Rapids, Michigan

We buy Potatoes in Car Lots. What have you to offer for prompt shipment?

HERE'S THE D-AH

Ship COYNE BROS., 161 So. Water St., Chicago, Ill.

And Coln 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.

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.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

OLD RUBBER.

Made Over Into Other Manufactured Articles.

Worn-out rubber, like worn-out silver, is something that does not exist in these days. Ever since the advent of bicycles and automobiles, both of which drew heavily on the world's rubber supply, and ever since the hundred and one uses to which rubber is put in connection with electricity, the material has become more and more scarce and valuable, so that even the old rubber shoe and the worn-out rubber boot may throw out their chests in pride at being worth really something. Nothing containing rubber is discarded nowadays. The old rubber coat over which the springy tires of an automobile may run on a country road to-day may some day find a nestling place in the soft tresses of a woman's hair, after having been transformed into a handsome comb.

Even vulcanized rubber which, owing to the sulphuric process to which it was subjected, was formerly valueless, is now subjected to the process which rejuvenates and makes it fit to be worked over for the purposes of the manufacturer. Immense quantities of this product which formerly was assigned to a rubbish heap are now treated and admixed with a certain percentage of new gum, enough to cheapen the price of most rubber goods turned out by the manufacturers to-day. Old rubber, however, can be used by itself without any addition of fresh gum, the process of treatment being a simple one. Tanks filled with old boots and old shoes are filled with steam, after which their contents are passed through rolls when the product is sufficiently good to use for application to fabrics in the form of rain coats and rubber blankets and for the stiffening of boot heels.

Only three years ago the patent for restoring rubber waste for the purpose of recovering therefrom the rubber as a marketable product was granted. By this process the old stock, after being ground between rollers and freed from metal and sand and fiber, is subjected to the action of steam heat, which is to desulphurize the rubbish. The steam, however, has little effect on removing the sulphur, although it softens the old junk, making it ready for further treatment. In order to get rid of the harmful sulphur, the dubber is mixed with a chemical known as sulphide of calcium. A very high degree of heat is required to complete the process, with the result that the rubber would become dried out if this evil were not counteracted. Therefore a substance to keep the rubber moist is needed, and for this purpose heavy petroleum is used in proportion of seven pints of the liquid to 200 pounds of rubber scrap and a quarter of a pound of the chemical. Chemists are now experimenting to discover a process that will restore old rubber to the same high plane of efficiency as the fresh material; but the making over of old rubber already has developed into an industry which would be

felt seriously throughout the world were it suddenly interrupted.

The Right of a Man To Work.

Arbitration appeals to every reasonable man as a felicitous way of settling disputes, but there are questions which are matters of absolute right and not for debate, compromise or arbitration. Of such a nature are:

1. The right of every man to work irrespective of politics, creed or associations; and,

2. The right of employer and employees to adjust their business relations without the interference of irresponsible strangers.

In the case of the coal strike, accepting arbitration on the demand of the United Mine Workers involved the concession of these most essential rights. If all the employees in any individual concern belonged to the Episcopal church, it would be no reason for accepting arbitration on the demands of a bishop. What a clamor of indignant protests would be raised if a majority of Episcopalian employees in a factory should demand the discharge of a few Methodists and refuse to work if the employers did not comply with their demands! Yet this is the treatment that the non-union laborer receives at the hands of the union laborer and the almost inevitable result of treating with union officers as if they were the representatives of all employees.

No national organization, whether its purposes are industrious, political or religious, should be allowed a voice in the business of any employer of labor. For any employer to recognize an organization which extends far beyond his own employees, and especially such an organization as the United Mine Workers, would be an act of grievous injury to the would-be free and independent workingman, of alarming consequence to the public welfare and of business suicide for himself.

The injury resulting to the independent or non-union workingman involves an infringement of one of the most sacred rights of American citizens, the right of a man to work when he will, where he will, for whom he will and for what he will. On this right is founded individual subsistence and happiness and the strength and the wealth of the nation. To recognize the union as the representative of all the employees is to ignore the independent workingman. In addition to making the non-union man submit to terms to which he is not a party, the history and records of the United Mine Workers, prove in spite of the emphatic denial of John Mitchell, that it is the policy of the union to oppose employment of all who do not belong to their organization.

Such a policy is unjust and wicked. Fair play demands that the independent element should be represented in every arbitration as well as the union element. The free and independent man is as ready to improve his condition as his so-called union "brother."

Walter Gordon Merritt.

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.

**F. M. C.
COFFEES**

are always

Fresh Roasted

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.

The Michigan Trust Co.
GRAND RAPIDS, MICH.

GOOD BARGAINS IN SECOND HAND AUTOMOBILES

No. 1. 1900 model Locomobile 5 h. p. steam, cost \$50, in A-1 condition throughout, all thoroughly overhauled and repainted with red and black trimmings, looks good as new, with new burner and chain which cost \$30, also four new tires which cost \$50. Has detachable Dos-a-Dos rear seat, new carpet and high new dash. It is a quiet and easy running steamer and worth fully \$500, which will sell for \$325 spot cash, first \$25 deposit received will get it.

No. 2. Mobile 1901 pattern 5 h. p. steamer bought new in 1902 for \$750, used in City only, new boiler, has just been thoroughly overhauled and refinished by us at a cost of \$55. It is finished in red with black trimming, has new chain and is in A-1 condition. Has extra Dos-a-Dos rear seat and is worth \$150. Owner will sell for \$350 as he has ordered a new machine.

No. 10. Another 1 seat Mobile in good condition except needs painting, at \$275.

Get our complete list
MICHIGAN AUTOMOBILE CO.
GRAND RAPIDS, MICH.

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 jobber for it.

Grand Rapids Cereal 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.

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
NO. E 90 AS SHOWN 24 LBS.
NO. T 90 WITH TIN SCOOP.
NO. 92 1/2 BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

**Something For Nothing?
No**

But we have a proposition that will pay you a good big interest on your investment. Our business is growing faster than we can take care of it with our present facilities. We are **OVERSOLD** and have been for weeks. We are working 24 hours a day trying to keep up. There is no **HOT AIR** or **BLUE SKY** about this, but solid facts. If you want to make an investment with an established, growing company, one that will return the principal in a short time in dividends, investigate the

National Pure Food Co., Limited

Grand Rapids, Mich.

Makers of Cera Nut, Flakes--The Good Food

Commercial Travelers

Michigan Knights of the Trip
 President, B. D. PALMER, St. Johns; Secretary, 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.

What Constitutes the Ideal Traveling Man.

In my experience on the road, I have met many traveling men in the different states, selling many different lines of goods, and while many resemble each other in habits and manner sufficiently to be classed together, yet I have still to meet two salesmen who have the same ideas about selling goods or how to make a success in the world. Indeed you can scarcely find two men out of our vast army of salesmen who are as much alike in their business life as almost any two brothers are in looks and habits. The point I want to make is, that salesmen as a rule have the most widely different opinions upon almost any subject. If you take twenty-five of these men, and bring up any topic, you will find, when all have expressed themselves, twenty-five different ideas. Therefore in describing one traveler you would not at all describe the craft, hence it follows that the ideal traveling man is scarce, seldom if ever met with, certainly neither found on railroad trains nor in hotel lobbies. But still, boys, he is a man you may well take for an example, and whose qualities you would do well to emulate.

The ideal traveling man, to begin with, is a man who does not urge his goods unduly. He represents a good house, in whom he has confidence, and while he presents his line in a confident and gentlemanly manner, he does not tire the merchant by brazen persistence. He rather strives to win his confidence and treats him in such a manner that he is greeted with a welcome when he next comes. To these persistent, tedious, "wear-you-out" salesmen is due that obnoxious name "Drummer" which is so generally applied to us. The very name implies a bore—one who hammers away with that hang-dog disposition that makes such an unenviable reputation for the class. The name is undeserved, for there are thousands of salesmen who are concise and business like and who only ask a fair hearing and know when to approach a man and when not. The ideal traveling man then, is not a "Drummer" in the sense in which the term is generally understood.

He starts out with the determination of winning the confidence of the trade, and to this end all his efforts are directed. He never misrepresents goods nor does he seek, by flattery and persuasion, to overload the merchant. He is fair towards his competitors, and never is heard to speak in disparaging terms of rival salesmen or houses. Thus he grows infavor with his trade and sells more goods each year. The successful man has the confidence of his customers!

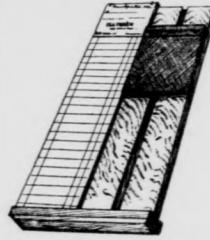
He is full of energy and vim, does not let obstacles deter him, takes things as he finds them, is always pleasant and courteous, keeps his temper when everything seems to go the wrong way, and never discourages the buyer, by crying dull trade and calamity. He is accomodating and polite. It is a pleasure to him to be agreeable to every one. He doesn't belong to the class known as kickers, never grumbles at the waiters, is courteous in his conduct at hotels, always ready to meet acquaintances more than half way, is ever ready to assist a lady or fellow traveler who is overburdened with luggage, willing at all times to share his seat, never is found selfishly occupying two seats while others stand, and in all things tries to make the world brighter instead of gloomier. He is neat in his personal appearance—not showy and flashy in his dress—he rather studies to combine neatness and cleanliness, with modesty and economy; and herein lies the index to many a man's character. He is temperate in his habits. Not only is he temperate as to the use of intoxicants, but temperate in his eating, in the expenditure of money, in his hours of retiring, when possible, and, above all, temperate in his language. He abstains from profane and abusive expressions and does not intrude his opinions when uncalled for. The day is past when a traveling man must be a drunkard and a gambler. Our manufacturers and wholesale merchants demand temperate gentlemen to represent them.

He is progressive. Progressive in his business and in his ideas, a man who reads extensively, keeps posted on both sides of a question, and is liberal and expansive in his conclusions.

He is always the same—to-day, to-

Yes, Mr. Grocer We Can Cure That Tired Feeling

You know how you feel when your accounts are in bad shape and people are disputing their bills.



Our Prescription: Use the Jepson perfect system for handling credit accounts. With it you always have a complete itemized statement at your finger's end and one that will not be disputed either. Write us for our catalogue No. 2. It explains it fully. When



writing state how many accounts you are carrying.

THE JEPSON SYSTEMS CO., LTD., Grand Rapids, Michigan

We still have a few shares of treasury stock that we are selling at a price that will interest you. Send for prospectus.



Ready to Serve

Nutro-Crisp

The Ready Cooked
 Granular Wheat Food
 A Delightful Cereal Surprise

A dish of this delicious, crisp preparation of the entire wheat, served with milk or cream, is not only grateful, but decidedly beneficial to people of impaired digestion.

Nothing equals Nutro-Crisp for school children. It makes the brain keen. Look for "benefit" coupon in each package. Proprietors and clerks' premium book mailed on application. Nutro-Crisp Food Co., Ltd. St. Joseph, Mich.



You have had calls for

HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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.

morrow and every day. If you meet him on the road he is a gentleman, if you go with him into society you will again meet the courteous refined gentleman, and if you follow him home, you once more encounter the same gentlemanly forbearing father, brother, husband or son.

Finally the ideal traveling man is a man who loves his family. If he is a son and lives at home, you will notice that he is gentle and gallant to his sister as to his sweetheart, you will see that he respects and reverences his father and mother, and thinks more of their welfare than of his own. If he is a husband, he thinks more of his wife than of any person in the world, is always proud of her, affectionately attentive, and solicitous as to her happiness and well being. If he is a father he never forgets that he was once a child himself and while he maintains the respect of his children by governing them with a firm hand, he tries to promote their pleasure and happiness and his greatest delight is to amuse and entertain them. Show me a man who loves his family and I will show you a good man! Here then are the features of the ideal traveling man. Have I overdrawn the picture? I think not, and yet I am aware he is seldom if ever met, because he is almost a perfect man.

Brother travelers, do you not think we would do well to imitate him? Are there not qualities in his make-up that we could take to ourselves? If so, let us make an effort to reach a higher level. The magnitude of influence exerted for good or evil by the traveling men is scarcely realized by themselves. It is wonderful; yet some of us plod along with no thought of anything but ourselves. Many of us have some higher aim—to accumulate money until we have our own little home and a business that will allow us to be with wife and children. A few there are who become large and successful merchants. He is a poor man indeed who is content with to-day, and possesses no ambition for to-morrow. Ours is a noble calling and we should improve it. We can, at least, be better every day, better salesmen, better men. If we examine ourselves we can remedy many errors and shortcomings. If we try daily to improve the past, looking with hopeful eyes into the future.

Members of the Michigan Knights of the Grip—how do you like the way Governor Bliss slapped you in the face by vetoing the sale-in-bulk bill which you discussed so intelligently at your last convention and worked so energetically and effectively to get through the Legislature? Looks as though His Excellency went out of his way to incur the disgust and dislike of every traveling man.

J. H. Ford, dealer in drugs and groceries, Eaton Rapids: Can not keep house without the Tradesman.

All's well that ends well, but it is well to begin right.

Enjoyable Visit to the City of the Straits.

Grand Rapids, May 18—About fifty U. C. T's. and their wives and sweethearts left Grand Rapids on the Grand Trunk special promptly on time, 9 o'clock, last Friday. Passenger Agent Justin was on the train and ordered the engineer to run. He did run like a rabbit that had been shot at by Brother Byron Davenport. We arrived in Detroit at 12:35, making the time in three hours and thirty-five minutes. All faces looked alike to us, that is, along the line of travel, as a part of the distance we made as high as seventy miles an hour. We were met at Detroit by a committee and were escorted to the headquarters of the Grand Council of the U. C. T. The ladies of Detroit had provided a trolley ride to Grosse Point and a luncheon for their lady guests. The closed cars provided by the railroad company were a little warm, but at the same time they prevented the wind from being disagreeable in the way of disheveled tresses, etc., and avoided a re-making of the toilet when the ladies returned in the evening to attend the grand ball held at the Masonic Temple.

At the business session of the Grand Council, the following officers were elected:

- Grand Counselor—J. C. Emery
- Grand Past Counselor—L. Williams.
- Grand Past Counselor—F. A. Scott.
- Grand Secretary—W. F. Tracy.
- Treasurer—E. M. Edelman.
- Grand Conductor—W. S. Watkins.
- Grand Page—M. Howarn.
- Grand Sentinel—Frank Gainerd.
- Executive Committee for two years—Geo. Randall, F. W. Thompson, F. D. Paige.

The grand ball and banquet held in the Masonic Temple was the society event of the season, about 600 persons being in attendance. Brother Frank Pierce lost his voice buzzing the ladies. Saturday morning was given to sight-seeing. The ball game between Saginaw and Detroit was a tie game; score, three each in the

seventh inning, at which time the boys lost their wind and the game was called. A theater party was also organized, composed of Mr. and Mrs. Henry Snitseler, E. Kortenhoff, Miss Bouier, Hull Freeman and wife, E. P. Andrew and wife, Senior Counselor and wife, Harry Gregory and wife, F. A. Simonds and wife, A. T. Driggs, John Watson and wife, Frank Pierce and wife, A. C. Rockwell and wife, W. H. Caulfield and wife, W. R. Compton and wife, Past Counselor Kolb, George Alexander and wife, Arthur Zibb and wife, G. W. Chappel and wife and W. S. Burns and wife. Besides the above mentioned who attended the theater the following Grand Rapids members enjoyed themselves at the Grand Council meeting: J. D. Martin and wife, G. H. Snyder, John Dorndorph and A. H. Davidson. On Sunday, some of the party went to Belle Isle. The home coming was one of the most enjoyable of times, as the party had the exclusive use of the parlor car on the fast train and each person was obliged to either sing a song or tell a story. The talent that was exhibited was something amazing. Miss Jennings favored us with a few solos and all decided that they had never had a better time. The next Grand Council meeting will be held at Jackson. W. S. Burns.

Petoskey Independent-Democrat: The Petoskey traveling salesmen met Saturday night at the Cushman House to mature the plans of council organization, instituted the previous week. Ten of the brotherhood were present and appointed George B. Crow President of the meeting. John M. Shields was Secretary. The members to sign the application for charter were: R. L. Baker, of the R. L. Baker paper house; A. E. Copping, of the Deering division International Harvesting Machinery Co.; Flint B. Aniba, of the G. J. Johnson Cigar Co.; Al. L. Lovelace, of the Petoskey Cigar Co.; L. F. Bertram, of the McCormick division International Harvesting Machinery Co.;

Guy R. Hankey, of the Hankey Milling Co.; A. D. Cox, D. A. Walsh and F. A. Smith, of the Petoskey Grocery Co.; B. L. King and M. E. Brackett, of the Brackett Hardware Co.; H. S. Purvis, of the E. Bement's Sons Co.; B. H. Cook, of the National Maple Flooring Association; Gust Jaurenick, of the Cornwell Beef Co. In addition to the ten applicants, who as yet were members of no U. C. T. council, there are three local salesmen already members of the order who will enter the local council as charter members: Geo. B. Crow, with the Vinkemulder Co., who is a member of No. 131; J. M. Shields, with the Lemon & Wheeler Co., of No. 131; and Asmus Petersen, of No. 228, with the Petoskey Grocery Co. The inaugural meeting of the local council is planned for Saturday, May 30, should the charter be received by that time.

B. Frank Parmenter (Durand & Kasper Co.) has been laid up for three weeks by a sprained wrist and dislocated knee cap which he sustained in getting off a street car. He is out on the warpath again this week.

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.

The Latest and Best Light Out

Can be had by using a **Safety Incandescent Gas Machine**

The brilliancy of this light, its safety while in use, its great economy and simplicity in operation, make it the most wonderful system of illumination ever offered to the public.



Write for prices before purchasing. You miss it if you don't buy this machine.

Strongest testimonials of any machine on the market.

Our large catalogue is free.

FRANK B. SHAFFER & CO., State Agents

P. O. Box No. 69 NORTHVILLE, MICHIGAN

AGENTS WANTED EVERYWHERE.

Drugs--Chemicals

Michigan State Board of Pharmacy

WIRT P. DOTY, Detroit	Term expires 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 HEIM, Saginaw	Dec. 31, 1907

President, HENRY HEIM, Saginaw.
Secretary, JOHN D. MUIR, Grand Rapids.
Treasurer, W. F. 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.

Abuse of the Dispensary System.

"No wonder the drug business is going to the dogs nowadays," remarked the apothecary of one of Philadelphia's big hospitals recently. "The number of people who come to the dispensaries to get free medicine under one pretense or another must certainly be making big inroads in the prescription business. Why, when I was clerking in a drug store near by we used to get from forty to sixty prescriptions a day; now the proprietor tells me that twenty is a big day's average. And the kind of people who 'sponge' on the dispensaries, folks well able to pay for any prescriptions they may need, it is a shame that nothing is being done! One day not so long ago a man came in to get a prescription filled that had at least \$600 worth of diamonds on him; another man who handed in his order for a bottle of cod-liver oil in a sort of shame-faced way I found out later was a police lieutenant in a down-town district; another man gave me a pressing invitation to visit his summer home in the suburbs after I had been putting up medicine for him for a week or so; and so it goes. I know of one woman who drives up in her carriage to the corner and then gets out and walks around to the 'Outdoor Department' and sits in line to wait for free treatment and medicine, and her husband is rich! People who do this do not seem to think that they are swindling the poor people for whom the free dispensaries are conducted, the doctors who should be called in to attend them, and the druggists who ought to supply their medicines, and I am glad to see that the State associations are going to take up this abuse seriously. If they do, I can tell them some very interesting stories, and I guess it is the same in all big cities. So long, I have got to put up a bottle of cough syrup for the child of the man who owns the house my family lives in—he is too poor to pay the druggist at the corner for it, or too mean, which?"—Pharmaceutical Era.

How To Increase the Soda Water Sales.

One of the best ways of getting your soda water trade started is to give away free tickets. I do not mean that you should go out and scatter tickets around broadcast, but if you had a number of neatly printed cards saying that the bearer was entitled to a complimentary drink of anything served at your soda fountain, and then you got out a neat little in-

itation, telling people about your soda fountain and inviting them to come and sample your soda, you could keep a package both of the invitations and the tickets on your desk, and as you thought of different people in the town you had not seen drinking at your fountain, you could put the invitations and tickets out. You might not mail more than ten or fifteen of these invitations per day, but if you kept at it both among your men acquaintances and lady customers, you would get your soda water trade started in god shape. Of course, there would be a great many people who would not take advantage of this offer, but you could afford to give every person in your locality a free drink at your fountain, providing you serve good drinks, for then, during all the spring and summer, that person would feel inclined to come back to your store whenever he wanted soda water and was convenient to your place. The free sample business has made a fortune for many a man in many different lines of business, and there is no reason why the druggist can not make a success of it also in connection with his soda fountain.

M. E. Gould.

Making Simple Syrup.

In a recent paper on syrups, A. E. Hiss impresses upon his readers the fact that strong heat must be avoided in the manufacture of simple syrup. The water should first be heated to boiling and then the sugar stirred in. Almost immediately solution takes place, the vessel should at once be withdrawn from the source of heat. If the sugar and water be mixed before heat is applied the sugar is practically subjected to the direct action of heat, and by the time the sugar is all dissolved the syrup is probably boiling. Some chemical change certainly does take place, as is evidenced by the brownish tint of the solution and a certain marked taste. Simple syrup properly made should have a pure sweet taste and be entirely colorless, unless bluing be present in the sugar, when upon standing for a few days the blue will subside and leave practically colorless syrup. To avoid this, use either pure granulated sugar free from the ultra marine contamination, or rock candy.

How Malt Extract Is Made.

There are two kinds on the market; one is a thick, heavy liquid prepared by the careful evaporation of a concentrated solution of malt. This is the real thing. The other is a product of the breweries, a dark heavy beer with a little more than the usual proportion of alcohol, so that it will keep better. If you wish to put a special brand of either on the market, we can give you the name of a house that makes the extract, and any good brewery could get up the other kind for you. Malt extract is often combined with cod liver oil and other remedies. The dark beer kind might contain small quantities of some drugs, which could be added in the process of manufacturing, but as a matter of fact they are rarely, if ever, medicated in any way.

P. F. Miller.

Build Up Confidence.

A druggist should labor, in season and out of season, to build up confidence—in himself, in his drugs, in his service—upon the part of the patronizing physicians and general public. If he has this confidence, it is his most valuable asset; if he has it not, he is a bankrupt in all that makes the profession a self-respecting and honorable one. Secretary Daggett, of the Rhode Island Association, cites the case of a reputable (so-called) pharmacist, who does a large business and yet never had an ounce of phenacetin in his store, being in the habit of dispensing acetanilid in its place. This is a surprising statement, there is enough reason for believing that there are isolated cases of this sort in the retail trade.

An analysis of the contents of boxes purchased in the open market at different times shows that acetanilid is sold by druggists as phenacetin, and also as trional and sulfonal; that acetanilid is mixed with either phenacetin, trional, or sulfonal in proportions up to 50 per cent., and sold as the genuine article. A mixture containing caustic soda, a large percentage of organic bodies insoluble in ether, etc., is sold as aristol. As is well known, caustic soda is in itself a pronounced irritant, and when in combination with an iodine containing compound, it acts even more injuriously by liberating the iodine much more rapidly and in larger quantities than occur when pure aristol comes in contact with the secretions of a wound. The large amount of iodine thus given off acts not only as a local irritant, but also as a systemic poison.

Truly, the druggist's reputation and the welfare of the community are at stake in this matter of substitution. We have been writing of exceedingly dangerous substitutions, but all substitutions are of one nature. Dishonesty in little things inevitably lead to dishonesty in greater things. The issues may at first appear to be harmless, but the practice, if continued, is bound to result in injury to the public, to say nothing of the moral deterioration of the druggist which sets in at once.

The Drug Market.

Opium—Report of damage to crop by drought has been confirmed. Prices are steadily advancing. It is now conceded that the spring sowing will be a failure, although it is too early to predict what the extent of the shortage will be. It is expected that this will be a strong year for opium.

Morphine—Is unchanged. No doubt it will be advanced soon.

Quinine—Is weak but unchanged in price.

Cocaine—Is very firm on account of higher price for crude.

Cod Liver Oil—Has reached extreme price of \$150 per barrel or \$5 per gallon. There is no prospect of any lower price.

Cut Soap Bark—Continues scarce and high.

Sassafras Bark—Is in light supply and advancing.

Bayberry Bark and Prickly Ash

Bark—Are nearly out of market and very high in price.

Oil Wintergreen, Natural—Is rather weak, but not quotably changed.

Oil Peppermint—Is firm and advances from growing crop would indicate higher prices.

Oil Cassia—Is very firm, both here and in primary markets. It is tending higher.

Senega Root—Has advanced and extreme prices are reached.

Celery Seed—Is very firm and advancing.

Linseed Oil—Is firm at the advance noted last week.

Cucumber Cream Collapses.

A fraud order has been issued by the government against the Crystal Novelty Co., of Chicago, manufacturers of a facial preparation which they call Cucumber Cream, retailing at 50 cents. They advertised that they would pay all purchasers \$12 a thousand for letters of recommendation and furnish the stationery, etc., but must have failed to keep up with their promises.

FIREWORKS



Torpedo Canes, Flags,

and all

Celebration Goods

The largest line in Michigan

Wait for salesman. He will call soon with a complete line of samples.

We make a specialty of

Public Exhibitions

and can supply on short notice displays for any amount.

LET US FIGURE WITH YOU

FRED BRUNDAGE

Wholesale Druggist

32-34 Western Ave. Muskegon, Mich.

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.

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Opium, Senega Root. Declined—

Table listing various drugs and chemicals with prices, organized into columns such as Acidum, Ammonia, Aniline, Balsamum, Potassium, Radix, Semen, Spiritus, Syrupus, and Oils. Includes sub-sections like Paints and Varnishes.

Seasonable

PARIS GREEN
LONDON PURPLE
INSECT POWDER
NAPHTHALINE BALLS
NAPHTHALINE FLAKES
PO. WHITE HELLEBORE
CARBOLIC ACID ALL GRADES
SLUG SHOT

WE OFFER AT BEST MARKET PRICE

Hazeltine & Perkins
Drug Co.

Wholesale Druggists Grand Rapids, Mich

GROCERY PRICE CURRENT

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

ADVANCED

- Sugars
Baskets
Tomatoes
No. 1 Whitefish

DECLINED

- Domestic Cheese
Lard
Clear Back Pork.

Index to Markets

By Columns

Table listing various goods under columns A through Y, including items like Axle Grease, Candles, Dried Fruits, etc.

AXLE GREASE

Table listing Axle Grease products like Aurora, Castor Oil, Diamond, etc.

BATH BRICK

Table listing Bath Brick products like American, English.

BROOMS

Table listing Brooms products like No. 1 Carpet, No. 2 Carpet, etc.

BRUSHES

Table listing Brushes products like Scrub, Solid Back, etc.

SHOE

Table listing Shoe products like No. 8, No. 7, No. 4, No. 3.

BUTTER COLOR

Table listing Butter Color products like W. R. & Co's, 15c size, etc.

CANDLES

Table listing Candles products like Electric Light, Paraffine, etc.

CANNED GOODS

Table listing Canned Goods products like Apples, Blackberries, Beans, etc.

CHEESE

Table listing Cheese products like Aoms, Amboy, Carson City, etc.

CHOCOLATE

Table listing Chocolate products like Walter Baker & Co's, German Sweet, etc.

CLOTHES LINES

Table listing Clothes Lines products like Sisal, 60 ft, 3 thread, extra, etc.

3

Table listing items under section 3: Jute, Cotton Victor, Cotton Windsor, Cotton Braided, Galvanized Wire, COCOA, COCOANUT, COCOA SHELLS, COFFEE.

4

Table listing items under section 4: Marshmallow Creams, Marshmallow Walnuts, Mary Ann, Mixed Plenic, Milk Biscuit, Molasses Cake, etc.

5

Table listing items under section 5: Dressed Pork, Loin, Boston Butts, Leaf Lard, Mutton, Carcass, Lamb, Veal, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, Wheat, Winter Wheat Flour, etc.

Main table listing various goods under sections 3, 4, and 5, including items like Baker's, Cleveland, Colonial, etc.

Main table listing various goods under sections 3, 4, and 5, including items like Dried Fruits, Apples, California Prunes, etc.

Main table listing various goods under sections 3, 4, and 5, including items like Beans, Farina, Hominy, Pearl, etc.

6

METAL POLISH, SALAD DRESSING, SODA, SNUFF, SPICES, STARCH, SUGAR, SYRUPS, CORN, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, OYSTERS, HIDES AND PELTS, PEANUTS, etc.

7

Wool, CANDIES, Stick Candy, Mixed Candy, Fancy-In Pails, Window Cleaners, Wood Bowls, FRESH FISH, FRUITS, Foreign Dried, Dates, NUTS, Whole, Almonds, Tarragons, etc.

8

adillac, Fine Cut, Red Cross, Plug, Smoking, TWINE, WICKING, WOODENWARE, BASKETS, BUTTER PLATES, CHURNS, CLOTHES, EGGS, etc.

9

2-hoop Standard, 3-hoop Standard, 2-wire, Cable, Cedar, all red, brass bound, Paper, Eureka, Fibre, Hardwood, Softwood, Banquet, Ideal, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Bat, wood, Rat, spring, 20-inch Standard, No. 1, 18-inch Standard, No. 2, 18-inch Standard, No. 3, 20-inch Cable, No. 1, 18-inch Cable, No. 2, 18-inch Cable, No. 3, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, 12 in., 14 in., 16 in., 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 15-17, Assorted 17-19, WRAPPING PAPER, Common Straw, Fiber Manila, white, Fiber Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short count, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Cream, 3 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, White fish, Trout, Black Bass, Halibut, Clisces or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel, Cans, F. H. Counts, Extra Selects, Selects, Perfection Standards, Anchors, Standards, HIDES AND PELTS, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer hides 50 lbs. or over, Cow hides 60 lbs. or over, Pelts, Old Wool, Lamb, Shearings, Tallow, No. 1 cake, No. 2, PEANUTS, Fancy, H. P., Suns, Roasted, Choice, H. P., Jumbo, Choice, H. P., Jumbo, Roasted

10

Wool, CANDIES, Stick Candy, Mixed Candy, Fancy-In Pails, Window Cleaners, Wood Bowls, FRESH FISH, FRUITS, Foreign Dried, Dates, NUTS, Whole, Almonds, Tarragons, etc.

11

Wool, CANDIES, Stick Candy, Mixed Candy, Fancy-In Pails, Window Cleaners, Wood Bowls, FRESH FISH, FRUITS, Foreign Dried, Dates, NUTS, Whole, Almonds, Tarragons, etc.


SPECIAL PRICE CURRENT

AXLE GREASE


 Mica, 10 lbs. cases..... 75 2 00
 Paragon..... 50 2 00

BAKING POWDER

 1/2 lb. cases, 4 doz. cases..... 65
 1 lb. cases, 4 doz. cases..... 85
 1 lb. cases, 2 doz. cases..... 1 80

ROYAL

 1 lb. size..... 80
 1/2 lb. cases 1 85
 5 lb. cases 1 80
 1/2 lb. cases 2 80
 1 lb. cases 3 75
 5 lb. cases 15 00
 5 lb. cases 21 80

BLUING
 Arctic, 4 oz. ozals, per gross 4 00
 Arctic, 8 oz. ozals, per gross 7 00
 Arctic 16 oz. round per gross 9 00

JENNINGS

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

BREAKFAST FOOD

Mutro-Crisp
 The Ready Cooked Granular Wheat Food
 A Delightful Cereal Surprise
 Cases, 24 1 lb. packages..... 2 70


Oxford Flakes.
 No. 1 A, per case..... 5 70
 No. 2 B, per case..... 6 00
 No. 3 C, per case..... 5 00
 No. 1 D, per case..... 5 60
 No. 2 D, per case..... 5 70
 No. 3 D, per case..... 5 00
 No. 1 E, per case..... 5 85
 No. 2 E, per case..... 5 85
 No. 1 F, per case..... 5 75
 No. 2 F, per case..... 5 75


Plymouth Wheat Flakes
 Case of 36 cartons..... 4 00
 each carton contains 1 1/2 lb.

TRYABITA
 Peptonized Oatley Food, 3 doz. in case..... 4 00
 Hulled Corn, per doz..... 85

Wash-De-Roo Co.'s Brand


 Cases, 24 2 lb. packages..... 2 00

CAN RUBBERS
 Schaefer Handy Box Brand.

 1 to 35 gross lots..... @75c
 35 to 50 gross lots..... @70c
 50 to 100 gross lots..... @65c

CIGARS
 G. J. Johnson Cigar Co.'s Brand.

 Less than 500..... 55 00
 500 or more..... 50 00

CLEANER & POLISHER

 5 oz. can, per doz..... 1 85
 Quart can, per doz..... 2 50
 Gallon can, per doz..... 7 80


COFFEE
 Roasted
 Dettell-Wright Co.'s Brands.

 White House, 1 lb. cases.....
 White House, 2 lb. cases.....
 Excelsior, M. & J., 1 lb. cases
 Excelsior, M. & J., 2 lb. cases
 Tip Top, M. & J., 1 lb. cases
 Royal Java
 Royal Java and Mocha
 Java and Mocha Blend
 Boston Combination

Distributed by Judson Grocer Co., Grand Rapids; National Grocer Co., Detroit and Jackson; B. Desenberg & Co., Kalamazoo; Symons Bros. & Co., Saginaw; Messel & Goeschel, Bay City; Fielhuch Co., Toledo.
CONDENSED MILK
 4 doz in case.



 Gail Borden Eagle..... 6 40
 Crown..... 5 00
 Dairy..... 4 70
 Champion..... 4 25
 Magnolia..... 4 00
 Challenge..... 4 00
 Olive..... 3 85
 Peerless Evaporated Cream..... 4 00

CRACKERS
 E. J. Kruec & 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 Biscuit 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 & JENK'S

 Highest Grade Extracts.
 Vanilla..... Lemon.....
 1 oz full m. 1 20 1 oz full m. 80
 1/2 oz full m. 2 10 3/4 oz full m. 1 25
 No. 5 Pan. 1 15 No. 5 Pan. 1 75

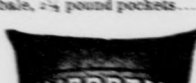
COLEMAN'S
 HIGH FOOTE & JENK'S CLASS
 EXTRACTS
 Vanilla..... Lemon.....
 2 oz panel. 1 30 2 oz panel. 75
 3 oz taper. 2 00 4 oz taper. 1 50

JENNINGS

FLAVORING EXTRACTS
Folding Boxes
 D. C. Lemon..... D. C. Vanilla.....
 2 oz..... 75 2 oz..... 1 30
 4 oz..... 1 50 4 oz..... 2 00
 6 oz..... 2 00 6 oz..... 2 50

Taper Bottles
 D. C. Lemon..... D. C. Vanilla.....
 2 oz..... 75 2 oz..... 1 25
 3 oz..... 1 25 3 oz..... 2 30
 4 oz..... 1 50 4 oz..... 2 40

Full Measure
 D. C. Lemon..... D. C. Vanilla.....
 1 oz..... 85 1 oz..... 85
 2 oz..... 1 30 2 oz..... 1 80
 4 oz..... 2 00 4 oz..... 2 50


Tropical Extracts
 2 oz. full measure, Lemon..... 75
 4 oz. full measure, Lemon..... 1 30
 2 oz. full measure, Vanilla..... 80
 4 oz. full measure, Vanilla..... 1 30

RICE

 Sutton's Table Rice, 40 to the bale, 2 1/2 pound pockets..... 7 4

IMPORTED


O.S. JAPAN RICE

Best grade Imported Japan, 5 pound pockets, 85 to the bale..... 8 00
 Cost of packing in cotton pockets only 1/4c more than bulk.

SOAP
 Beaver Soap Co. brands

WONDER SOAP

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..... 8 10
 5 box lots, delivered..... 3 05
 10 box lots, delivered..... 3 00


TABLE SAUCES
LEA & PERRIN'S 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

Our Catalogue is "Our Drummer"
 It lists the largest line of general merchandise in the world.
 It is the only representative of one of the six largest commercial establishments in the United States.
 It sells more goods than any four hundred salesmen on the road—and at 1/5 the cost.
 It has but one price and that is the lowest.
 Its prices are guaranteed and do not change until another catalogue is issued. No discount sheets to bother you.
 It tells the truth, the whole truth and nothing but the truth.
 It never wastes your time or urges you to overload your stock.
 It enables you to select your goods according to your own best judgment and with freedom from undue influence.
 It will be sent to any merchant upon request. Ask for catalogue.]

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

Our Traveler

 will call on you with a full line of our justly famous STANDARD D CRACKERS and sweet goods if you will let us know that you wish it.
 We are an independent factory and manufacture the highest grade of baked goods on the market.
E. J. Kruec & Co.
 Detroit, Mich.

Fans For Warm Weather

 Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on two hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company,
 Grand Rapids.

Where Job Lot Buyers Fail.

"Dickerers" are rarely the most successful men in merchandising.

Pick out the successful merchants in each town of any size in the Northwest. Are they men who are continually hunting for job lots or sticking for hours to get a lower price, or are they the men who buy at what they consider a fair price and then bring their best abilities into play to move the goods?

At a recent meeting of merchants in an Eastern city, one of them stated a truth when he said that no really great business was ever built on bargain soil entirely.

It is make the successful business man. Of course they must be guided in execution by good judgment.

Job lots are a good thing occasionally.

Every store needs leaders and "snaps." But the man who is constantly dickering for them is putting in time buying while his more up-to-date competitor is hustling his goods into the hands of the consumer.

In other words, the man who buys at a fair price and puts in more time getting rid of them will have his stock turned into profit before the "dickerer" has started.

There are many contradictions in this world, and this represents one of them.

We have long heard that goods well bought are half sold. That is true if it does not take too long to buy them.

Again many merchants think so much of stock they have bought way down that they are unwilling to part with it. They hang to it until their competitors have filled the whole community up on it at a higher price than they could sell for and still realize a profit.

The editor of this department received a letter from an old friend in North Dakota a few days ago asking where he could get a job lot in a certain kind of goods. Said he had been hunting for it for some time.

The chances are he has been hunting too long. He has been giving the hunt so much attention that he has lost sales which would have been made had he bought the goods in the regular way.

There is a certain time for trade in certain lines. While the people are always willing to accept bargains most of the time, they will pay a fair price when they really want the goods without regard to job lots.

It is always easy to pick out the job lot store in a town. It is usually the least prosperous in the place.

The proprietor will take you into the back room and show you a lay out which he bought at a low price. While he is doing that his competitors are selling goods.

Frequently the "close buyer" is nothing more than a putterer. He fiddles away for a lower price while golden selling opportunities are passing by.

But it is his nature and he will go on in that direction to the end of his career.

Nine times out of ten a well kept stock, bright clerks, good advertising, good profit, and a few good lead-

ers, will be doing a good business while things in the "dickerer's" store are dull.—Commercial Bulletin.

New Law Regulating the Sale of Corn Syrup.

The full text of the new law regulating the sale of corn syrup, which was signed by the Governor last Friday and went into immediate effect, is as follows:

Section 1. No person shall offer or expose for sale, have in his possession with intent to sell, or sell, any cane syrup, beet syrup, or glucose, unless the barrel, cask, keg, can, pail or package containing the same be distinctly branded or labeled; nor shall any person offer or expose for sale, have in his possession with intent to sell or sell any cane syrup or beet syrup mixed with glucose unless the barrel, cask, keg, can, pail or package containing the same be distinctly branded or labeled "Glucose mixture" or "Corn syrup" in plain Gothic type not less than three-eighths of an inch square, with the name and percentage by weight of each ingredient contained therein plainly stamped, branded or stenciled on each package in plain Gothic letters not less than one-quarter of an inch square. Each and every package of syrup either simple or mixed shall bear the name and address of the manufacturer. Such mixtures or syrups shall have no other designation or brand than herein required that represents or is the name of any article which contains a saccharine substance; and all brands or labels required shall be an inseparable part of the general or distinguishing label, and that the general or distinguishing label shall be that principal and conspicuous sign under which it is sold.

Sec. 2. Whoever shall do any of the acts or things prohibited, or neglect or refuse to do any of the acts or things required by this act, or in any way violate any of the provisions shall be deemed guilty of a misdemeanor and shall be punished by a fine not less than twenty-five dollars nor more than one hundred dollars, or by imprisonment in the county jail for a period of not less than thirty nor more than ninety days, or by both such fine and imprisonment in the discretion of the court.

Some Linen Goods Up.

Manufacturers have closed a record breaking season in dress linens. The retail trade is lively and appears to be good for some time to come. Some jobbers report that in placing supplementary orders for fall they had to pay higher prices. Union and cotton goods are up about 5 per cent for forward delivery. Crashes and turkey red cotton damasks have not shown any advance. The all-linen Barnsley crashes in heavy weights are firm.

Reducing the Drink Habit.

"That's a great temperance move up in Sandusky."

"Not in Sandusky?"

"Yes. The brewers' union demands 20 quarts of beer a day for each employe, and the brewers want to cut them down to 10 quarts."

PEAT PEAT PEAT

Great Profits

WILL BE MADE ON THIS NEW ENTERPRISE

We offer a guaranteed investment that will pay at the rate of 20 per cent a year.

We own 2,000 acres of the best peat lands in America and have many millions of tons of peat actually in sight. It lies on the surface of the ground, where it can be seen and measured, and only has to be dug up, dried and compressed into briquettes so be ready for the market.

The whole operation is very inexpensive, the profit is large, and we have already secured sale for all the peat we can produce.

We estimate we can produce at the rate of 600 tons per day, which, on the most conservative basis, will yield a net profit of \$2.50 a ton.

This is about \$1,500 a day or \$450,000 a year.

This estimate is based upon two peat beds only, but we can operate ten.

Fuel is a necessity.

The coal mines are controlled by a few men, who demand a high price for it—because the people must have the coal.

Peat is a modern substitute for coal. It is really coal in its first stages; vegetable matter that is becoming oxidized and carbonized.

The compressing process that nature requires years to accomplish is done quickly and cheaply by our machinery.

It burns as long as coal, produces as much heat, and is much cleaner and cheaper in every way.

There will be a tremendous demand for peat, because it will be cheaper and better than coal.

No smoke, no soot, no dust.

We will supply a great portion of this demand.

We want the names of persons who have \$100 they would like to invest in a guaranteed enterprise of this nature.

All we want is a chance to write, or talk to them personally.

We don't ask them to invest a dollar, until we have fully demonstrated our proposition.

We can prove to them how and why this is a guaranteed investment, and how we can guarantee all money invested will return 100 per cent. in dividends before 5 years.

The Trust Company which holds the money in trust is an additional protection for investors. There is absolutely no risk in it; it is sure and safe.

If you will write us you will place yourself in the way to make your money earn big dividends.

We know we can prove all we claim, if you will give us a chance to have a personal talk with you.

Write us at once.

There is only a small block of stock offered for sale, and when this is sold, it will all be withdrawn from the market.

It costs you nothing to investigate.

We give as references the Old National bank and the Grand Rapids Savings bank, Grand Rapids, Mich.

MICHIGAN PEAT & MARL CO., LTD.
GRAND RAPIDS, MICH.

Ludwick & Ludwick, Sales Agents for Stock
401, 402, 403 Fourth National Bank Bldg.
Grand Rapids, Mich.

Agents Wanted

PEAT PEAT PEAT



Received Highest Award **GOLD MEDAL** Pan-American Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

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

Grand Rapids Pure Food Co.
Limited
Grand Rapids, Michigan

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.

Money

Are You Looking For a Bargain?



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, 11 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,

ELI RUNNELS, Corning, Mich.

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.

HELD FOR IMMEDIATE SALE, A LIMITED number of shares of stock in a well-established company doing large and rapidly increasing business; value promises to double within six months; great opportunity for investor. Address at once 510-11 Majestic Bldg., Detroit, Mich. 383

BARGAIN, IF TAKEN NOW, BAZAAR goods, ladies' and gent's furnishings; small stock, good location; must sell on account of sickness. A. E. Weaver, Grand Lodge, Mich. 384

FOR SALE—NEW CLEAN STOCK OF DRY goods, furnishings and groceries; invoices about \$2,000; best little town in Lenawee county; must sell at once. Address No. 385, care Michigan Tradesman. 385

WANTED—A SECOND-HAND CASH CARRIER in good condition with four stations. Height of ceiling, 13 feet; want the station posts about 6 feet two inches down from ceiling. W. W. Kresmer, Sunfield, Michigan. 377

FOR SALE—SMALL STOCK DRUGS AND groceries cheap; would rent brick store; best town in Michigan. Address Lock Box 257, Chesaning, Mich. 376

WANTED—TO RENT A STORE IN SOME hustling town of 1,000 or 1,500 for a shoe stock. Address No. 381, care Michigan Tradesman. 381

I HAVE SOME CITY REALTY. WILL trade for stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

\$1,200 TAKES BEST PAYING GROCERY and meat market in Detroit; select trade; good prices; taking in \$300 cash weekly; cleared \$800 last year; owner going into manufacturing business. Address B, 135 Michigan Ave., Detroit. 382

FOR SALE FOR CASH—CLEAN HARD-WARE stocks enjoying a lucrative patronage located in one of the best towns in Northern Michigan. Town is tributary to farming and hard-wood 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. No one 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, boiler and cut-off saws, gummer, drag saw, endless log chain, elevator all good belts, four good shingle saws, everything first-class. Address A. R. 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

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 \$3,000 to \$6,000 cash, with good security for balance, will buy it. For further information address or come and see me. A. E. Poulsen, Battie Creek, Mich. 363

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—A SMALL STOCK OF DRUGS, also fixtures. Must be sold soon. Address J. G., care Michigan Tradesman. 377

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—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, 568, Bay City, Mich. 375

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—STOCK OF DRY GOODS AND groceries; will rent building very reasonable. Address F. Redeker, Arlington Heights, Ill. 341

FOR SALE—NEW DRUG STOCK IN BERLIN 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—\$1,000 GENERAL STOCK AND \$2,000 store and residence, all for \$2,000 if taken at once. Address No. 377, care Michigan Tradesman. 377

FOR RENT—BEST LOCATION IN STATE for hazy or department stock; store brick; modern conveniences; two floors; very large show window. Box 492, Howell, Mich. 367

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. 391

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 Walhausen, 1345 Johnson St., Bay City, Mich. 311

\$5,000 WILL BUY LOT 34, COMMERCE ST., opposite Union Depot, only \$300 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. 358

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. Fairbanks scales. Good paying business, mostly cash. Reason for selling, owner has other business. Address No. 338, care Michigan Tradesman. 338

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

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. 30

CHANCE OF A LIFETIME—WELL ESTABLISHED general store, carrying lines of dry goods, carpets, furs, cloaks, clothing, hazaar 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. 347, care Michigan Tradesman. 347

MISCELLANEOUS

WANTED—FIRST-CLASS CLOTHING salesman and experienced stock-keeper as head salesman and assistant manager for children's department in a large retail store. Must be thorough stock-keeper, as well as salesman who understands the requirements of this department. Salary, \$18 to \$20 per week; must be reliable and steady. Mail references to C. E., care J. Black & Sons, 1912-1914 First Ave., Birmingham, Ala. 373

WANTED AT ONCE—DRUG CLERK, registered or registered assistant. J. J. VanHaften, care Yore Block Pharmacy, Benton Harbor, Mich. 353

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. 399

WANTED—A YOUNG MAN WHO THOROUGHLY 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

THE HOOSIER HUSTLER, NOTED MERCHANDISE Auctioneer, carries the best book of reference of any living man in the business. For reference book and terms, address Box 478, Omaha, Neb. 379

E. E. JETER & CO., 609, 175 DEARBORN St., Chicago, Ill., conduct special and closing out sales by their new methods and guarantee the merchant a profit above all expenses connected with the sale. Write them for terms. 380

EXPERTS—HAMILTON, JOHNSTON & Co., Auctioneers, do not call themselves "Experts," but they have the testimonials to show that they have closed out entire more stocks in more states than any other auctioneer firm. They do not ask you to sign contract. Now selling stocks at Hartman, Tenn., and Hart, Mich. Hamilton, Johnston & Co., 306 Main St., Galesburg, Ill. 343

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 personal and 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.

TRADESMAN COMPANY
Grand Rapids, Mich.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 100 pages..... \$2 00
3 Quires, 240 pages..... 2 50
4 Quires, 320 pages..... 3 00
5 Quires, 400 pages..... 3 50
6 Quires, 480 pages..... 4 00

INVOICE RECORD OR BILL BOOK

No double pages, registers 2,850
invoices..... \$2 00

Tradesman Company
Grand Rapids, Mich.

COUPON BOOKS

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ♣ ♣ ♣

Four kinds of coupon are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application. ♣ ♣ ♣ ♣ ♣

TRADESMAN
COMPANY
GRAND RAPIDS, MICH.

Oxford Flakes

BEAUTIFUL PACKAGES

3 SIZES

READY

TO

SERVE



CRISP

WHEAT

FLAKES

Retail at 10c, 15c and 25c per package.

Maintains your profit. Mr. Retailer, buy them.

Oxford Pure Food Co.,
Limited

Detroit, Mich., U. S. A.

MILLS AT OXFORD, OAKLAND CO., MICH.

MICA AXLE GREASE

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

ILLUMINATING AND
LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.



Our Motto:

The Best in the Market at Lowest Prices

Royal Gas Light Co.

Manufacturers of

Gas Lighting Systems and Lamps

of every description.

Systems from \$20 up

We can save you money on anything in the Lighting line.

Royal Gas Light Co., 210 E. Kinzie St., Chicago

The Famous "Belding" and "National"
Roll Top Refrigerators



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.

Belding-Hall Manufacturing Co.

Factories Belding, Michigan

Offices New York, Chicago, Philadelphia, Boston