

## 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.

## Gold Bonds--

These are a conservative, well secured form of investment—paying usually 5 per cent.—they are safe as you can wish—and that's a prime consideration—we offer only the best.

### E. M. Deane Co., Ltd.

Municipal, Railway and Corporation Bonds

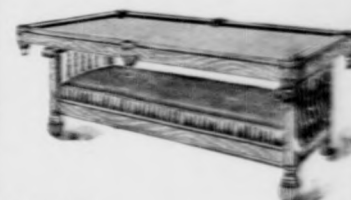
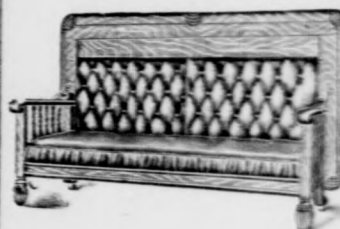
211-213-215 Michigan Trust Bldg., Grand Rapids

References: Old National Bank, Commercial Savings Bank.

### The Balke Manufacturing Company.

Sole Manufacturers of the

## BALKE Combined Davenport, Pool and Billiard Tables.



#### FOR THE HOME.

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

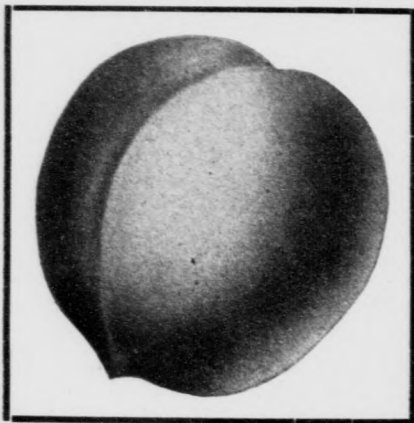
We have overcome all obstacles. We offer you a perfect and complete Pool or Billiard Table, with full equipment, at an extremely moderate cost, while at the same time giving you a magnificent full length couch, suitable for the best room in any house, and adapted to be used in a moderate sized room,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

We have a large line of children's tables for \$10 to \$25, and regular tables at \$30 to \$500. Catalogue on application.

The Balke Manufacturing Company, 1 W. Bridge Street.

# Mr. Grocer

How is your stock of



## Peach Flakes

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

**Globe Food Co., Limited**

318 Houseman Bldg. Grand Rapids, Mich.

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

## Does This Attract Your Attention?



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

**W. H. SCHAEFER**

771 Spitzer Building, TOLEDO, OHIO

## Sunlight

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

**Walsh-DeRoo Milling Co.**  
Holland, Michigan

# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, MAY 27, 1903.

Number 1027

## 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. McCORR, 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 applica-  
tion 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 de-  
sire 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 de-  
mand letters. Send all other  
accounts to our offices for collec-  
tion.

## William Connor Co.

Wholesale Ready-Made Clothing

Men's, Boys', Children's

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.

## IMPORTANT FEATURES.

- |       |                             |
|-------|-----------------------------|
| Page. |                             |
| 2.    | Keeping Cool.               |
| 4.    | Around the State.           |
| 5.    | Grand Rapids Gossip.        |
| 6.    | Mail Order Houses.          |
| 7.    | Premium Goods.              |
| 8.    | Editorial.                  |
| 9.    | Editorial.                  |
| 10.   | Dry Goods.                  |
| 12.   | Like Boy, Like Man.         |
| 15.   | Hank Spreet.                |
| 16.   | Clothing.                   |
| 19.   | Dealer Helps Himself.       |
| 20.   | Shoes and Rubbers.          |
| 23.   | The Buyer.                  |
| 24.   | Woman's World.              |
| 26.   | Hardware.                   |
| 28.   | Love at First Sight.        |
| 31.   | Hampton Institute.          |
| 32.   | Men of Mark.                |
| 33.   | Sinister Motives.           |
| 35.   | Some Essentials to Success. |
| 36.   | Fruits and Produce.         |
| 37.   | Poultry Profits.            |
| 39.   | The New York Market.        |
| 40.   | Commercial Travelers.       |
| 42.   | Drugs and Chemicals.        |
| 44.   | Grocery Price Current.      |
| 46.   | Special Price List.         |
| 47.   | The Vacant Store.           |

## INDIRECT RESULTS.

The introduction of new things in one line often has an influence in many others. It is not always the influence that was expected. For example, it was thought by many that the multiplication of trolley lines and the introduction of automobiles would put the horse out of business to an extent that would make horse flesh very cheap, a sort of drug on the market. That, however, has failed to prove itself true. Horses are still in active demand at higher prices than ruled some years since. A leather journal, however, is authority for the statement that the greatly increased number of trolley cars has had a very perceptible influence on the shoe trade. The connection is not apparent at first glance and yet the periodical referred to asserts it as a fact and gives the reasons.

It is said that there has been a perceptible falling off in the sale of shoes and heavy rubbers. The fact is explained by saying that nowadays anybody can ride all over a city for five cents. Formerly people were obliged to walk from their homes to their places of business and back again, through snow and slush and mud. For this purpose they provided themselves with heavy shoes or thick and high rubbers. Since electric cars have made all parts of the cities and their suburbs easily and cheaply accessible the trade has demanded lighter shoes and lighter rubbers. The needs of the people are not what they were formerly and the trade has to accommodate itself to the changed conditions. On the same theory it ought to follow that shoes will wear longer than formerly, because people do less walking. The saving in shoe leather can never be big enough to offset the aggregate of nickels paid to the street car companies, so that there is really no economy in the change but great

convenience. As a rule lighter shoes cost more than heavier ones, so the manufacturers and dealers will have no cause for complaint and certainly their customers are satisfied.

## CURBING THE TRUST EVIL.

We hear much nowadays of legislation against trusts and combinations, of efforts to curb the power of the monopolies and other acts hostile to the whole fabric of industrial trusts and combinations, yet the results actually achieved are extremely small. It should not be assumed, from these failures that the average trust is impregnable, for it is not by any means. It is true that for a time the trust monopolizes the particular business in which it is engaged, and does this by absorbing all the smaller establishments in the industry. To do this enormous issues of securities are necessary. These securities must be floated and dividends and interest must be earned.

The very prosperity enjoyed by the trusts creates the desire on the part of new people to enter the field in competition. Where there is money to be made, people with ample means will always be found to take advantage of such opportunities. The trusts must either put up with this competition or buy out competitors. This constant buying-out process necessitates the issue of new capital and bonds, with the result that the trust in time becomes top-heavy and is either forced to the wall or has to reorganize.

While it is proper that legislation should keep the trusts and monopolies within bounds and protect the rights of the people, time generally works a cure in a very great majority of cases. Although the trusts may be able to buy up competitors and brush aside attempts at competition on a small scale, they are certainly forced in the end to encounter formidable competition, as the more successful the trust, the greater the incentive to share in such profits by other interests.

One of the cities in which strikers have gone to what seems to be the limit is New Haven. The hack drivers' union has been making a lot of trouble in an unusual way. Several occasions have been reported where funeral processions have been stopped because there were two or three non-union carriages in line. On one occasion, after the procession had started, it was discovered that the hearse was non-union, and the union compelled all proceedings to stop until a union hearse could be secured and the corpse removed thereto, the mourners meanwhile having their distress aggravated by the interruption. Now the grave diggers' union of New Haven has joined forces and

endorsed the strike of the hack drivers, refusing to dig graves for funerals where non-union carriages are employed. Thus indignities are heaped upon the dead because of something for which the deceased was in no way responsible. Under this ruling, if as rigidly enforced as promised, the corpse brought to the cemetery in a non-union hearse or followed by a non-union carriage, must remain unburied until in some way the difficulty can be adjusted. There is a general feeling that the dead are always entitled to decent treatment and that mourners burying their dead are to be accorded special courtesy. The cause of labor is hindered more than it is helped by such proceedings.

The fortune of Benjamin F. Jones, the Pittsburg manufacturer, who has just died, was largely augmented by an incident for which one of his workmen was responsible. This workman got his tongs, weighing about 30 pounds, fast to a bar of red hot iron; the bar was already in the jaws of the rapidly whirling rolls, the workman could not release them, and they went through the rolls under enormous pressure. Instead of being crushed and broken, they came out flattened, of no more use as tongs, but a mass of iron of high polish and changed texture. This phenomenon led to experiments, the result of which was the discovery of a method whereby iron could be rolled cold; in due time a patent was procured and an enormous amount of money was made, Jones becoming a millionaire ten times over. The workman who let his tongs go through the roller received a present of \$20,000.

Here is a pretty little story illustrating the kindness that prevades American life even in the rushing throngs in busy cities. A little boy went up Chestnut street, in Philadelphia, carrying a bag containing 3,500 pennies from a bank to his employer's office. The bag burst, the coppers were strewn about the street, and the boy set up a wail for help. Traffic was suspended in that block. Scores of people stopped to help the boy find the pennies, and motormen checked their cars to aid. A good many must have gone into their own pockets rather than search the pavement. When the boy finally delivered his charge he had not only the 3,500 pennies with which he started, but 168 more.

West Grand Marus—The Walker Veneer & Panel Works has been organized with a capital stock of \$100,000. The principal stockholders are Jas. C. Walker, 9,046 shares; Wm. Green, 240 shares; C. C. Smith, 200 shares; Minnie S. Schneider, 85 shares, and E. J. Ostrander, 30 shares.

## KEEPING COOL.

## Simple Rules By Which It Can Be Done.

How to keep cool on a hot day without carrying about a refrigerant plant is a problem of practical importance. When Sydney Smith was in India he expressed the desire to take off his flesh and sit in his bones as a means of keeping cool. This is not convenient at present. It is the hot day that causes the man or woman interested in the anti-fat cure to think seriously of that extra 100 pounds of panniculus adiposus distributed in a layer two inches thick over the body.

When it is 90 degrees in the shade one is forcibly reminded that he has 2,500,000 sweat pores, all pouring, and nearly twenty miles of sweat channels in a state of overflow.

One of the first essentials to keeping cool physically is to be calm. A calm, tranquil mind equalizes the physiological forces of the body and evenly distributes the blood. It is surprising how wonderfully uncomfortable a little anger on a hot day will make one feel.

There is a rush of blood to the head and one physiologically becomes "hot under the collar," which makes it easy to say hot things. Anger, worry, excitement are all incompatible with a hot day. "Let your sweetness of disposition be known unto all men" is a beautiful motto to practice when you are sweltering in a hot department store or listening to a Fourth of July oration.

If you would be cool avoid hurry. Avoid rushing for the train, the street car, the cab. Such exertion excites a copious flow of perspiration; then you sit in a window to get cool. Sitting in a draught while perspiring and with garments moist with perspiration is a prolific cause of colds, bronchitis, pneumonia and rheumatism.

Violent exercise on a hot day is exceedingly dangerous. Eighty per cent. of the heat of the body is produced in the muscles, hence immoderate exercise may cause the temperature to rise several degrees. Such use of the muscles produces free perspiration, the fatigue calls for rest and relaxation, and, this being usually taken sitting on the ground or in draughts, sickness often follows. It is a wise rule not to "put on airs" when perspiring.

The fact that such a large portion of body heat is produced in the muscles is a physiological reason why great physical exertion should be avoided during the heat of the day. The best and most natural time for physical outdoor work on a hot day is during the early morning hours and in the evening. In order to be cool it is highly important that particular attention be given to the diet, inasmuch as 80 per cent. of the energy of food is converted into heat. The oxidation and burning of food gives rise to heat. In cold weather there is an immense radiation of heat from the seventeen square feet of skin of the average individual, hence the importance of abundance of food material of heat producing quality. But in summer, with the surrounding temperature approaching that of the body

less fuel is required, and of a quality intended not so much for heat in maintaining the vital fires as to produce energy. The quality of the food should be regulated from day to day according to the temperature indications. In a recognition of this principle lies to a large extent the secret of being comfortable on hot days.

The man who sits down to breakfast on a hot morning and eats freely of ham and eggs, fried potatoes, hot biscuit, or perchance griddle cakes, and washes it down with one or more cups of strong hot coffee, alternating with ice water, is not beginning the day with the prospect of being cool. Long before the noon hour he is a veritable conflagration. With electric fans operating all around him, he is neither cool, comfortable nor amiable. Such a breakfast produces an insatiable thirst that is not assuaged by ice water, beer or iced teas. These even seem to be converted into combustible materials and intensify the heat.

A flesh diet is incompatible with a hot day. Flesh foods are not only heat producing, but the poisonous wastes retained in the tissue are exciting and irritating to heart and nerve centers. Meats, and especially when highly seasoned, create an intense thirst, and the excessive drinking of any fluid is not one of the means of keeping cool.

When the day is hot the diet should be light. Fruits, cereals and nuts, the latter eaten sparingly, constitute by far the best diet for hot weather. The fact that fruits are so abundant during the hot season is a strong indication that they were intended to form a part of man's diet during the Dog Star period. The popular notion that fruits are unwholesome during hot weather is absolutely unscientific, and due to false ideas. Overripe fruit should not be eaten at any time, and fruit that is picked green for the early market is unfit for food. Only the sun and the process of ripening can bring out the flavor and the quality of the fruit. If care is exercised in selecting ripe fruit, always remembering that fruit is perishable, and if it is properly combined, there is no occasion for its causing the least digestive disturbance.

Strawberries are the first of the fresh fruits to appear in the market and to greet the eye at the table. There is a saying, "Doubtless God could have made a better berry than the strawberry, but He never did." An English writer has said, "The strawberry is an unalloyed and unimpaired mouthful of deliciousness; it has neither rind nor stem to mar the perfect pleasure of the palate, and it is so healthful that you can eat it till you are tired." An ideal hot weather breakfast would be a dish of strawberries, a dish of one of the numerous cereal flaked foods, together with toast or bread and butter. Strawberries are richer than most fruits in potash and lime salts, and especially soda salts, together with some iron, and so are recommended for gout and rheumatism.

The acid of the strawberry and the acids of other fruits are cooling and refrigerant and have a most whole-

some action upon all the eliminative organs. Unless the tastes are seriously perverted there is during the hot weather a natural craving of the system for the acids and mineral salts of fruits. The value to be derived from fruits is often counteracted by the quantity of sugar and cream used with them. If any harm comes from eating ripe fruit it is due to this combination and not to the fruit.

A light breakfast on a hot day as suggested above gives one a wonderfully comfortable feeling, unknown to the gastronomic epicure, who for a time makes a sepulchre out of his stomach. For dinner it is necessary to partake of more substantial food. However it is safe to say that one would not starve to death before the next morning if little but fruit were eaten, and the majority of mankind would be far better off for the occasional self-denial. On a hot day fats, tried foods and condiments should be avoided, for all increase the susceptibility to heat.

Following the strawberry in May and June we have a rapid succession of the most delicious and delicately flavored fruits of sufficient variety to satisfy the most fastidious taste. In fever, when the body is being consumed by vital fires, there is a natural craving for acid, juicy fruits and in most cases nothing is better. The same principle applies to the sultry days of summer.

The strawberry has not disappeared from our tables before raspberries, huckleberries and cherries are in season. Then follow blackberries,

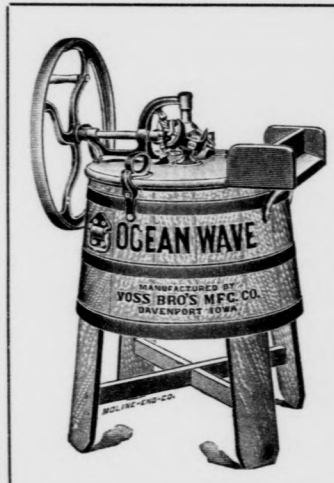
peaches, plums, grapes, apples, water-melons, all cooling and refreshing, each possessing a peculiar flavor and appealing to the senses of sight, smell and taste.

While the diet sustains a closer relation to the comfort or discomfort of individuals in hot weather than any other one thing, yet there are other matters to which it is necessary to give attention in order to enjoy the maximum of physical happiness. It is a delusion and a snare to think that drinking ice water, iced tea, beer and other cold drinks will cool the body when it is 90 or more in the shade. In fact, it is dangerous to drink several glasses of cold fluids when one is very hot and in a state of perspiration. It is far better to drink moderately cool water in small quantities and frequently than to deluge the body with a quart or more within a few minutes. Fluids are quickly passed from the stomach into the intestines, where they are absorbed, and if the quantity is large the volume of the blood is greatly increased. As a self-protection the blood vessels under the skin are enlarged, the sweat glands are stimulated to increased activity, 2,500,000 sweat pores get busy, and copious perspiration will continue until the equilibrium in the blood is again established. A leaky skin on a hot day does not furnish one with the maximum amount of happiness. Drink moderately and only of cool water, fruit juice without sugar or oat meal water, and a hot day can be shorn of its discomfort. Children especially

## The Popular Ocean Wave Washers

Once Sold, They NEVER Come Back,  
Because  
THEY WASH CLEAN

Light  
Running  
Hand-  
some  
Durable



Adjust-  
able  
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

should not be given iced drinks in hot weather.

The free use of beer and other alcoholic drinks on a hot day with the idea of keeping cool has brought unexpected disaster to many and discomfort to thousands. These drinks relax the blood vessels of the head, causing a large amount of blood to remain in the brain, hence increasing the susceptibility to sun stroke and heat exhaustion. To keep the feet warm and the head cool is a physical beatitude applicable to all seasons of the year.

An excellent way to begin the day, and especially the hot day, is to take a cool sponge plunge or shower spray, and to follow it with a vigorous rub, using a coarse towel in order to secure a good reaction. This is the best tonic known to science. It gives a new zest to life, it brightens the mental horizon, it gives a feeling of freshness and vigor, so that what seemed an insurmountable morning task is now easily accomplished.

If you awaken in the morning unrefreshed after a night of tossing and sweltering in a hot room be sure to take a cold bath of some sort. It hath virtue. It will soothe the nerves and calm the mind. The horrors of the day before you will evaporate like dew escaping the sun. For that "tired feeling" on a summer morning take a cold bath, rub yourself, even though it be the wrong way, and you will feel as if you had swallowed a draught of the elixir of life.

The morning cold bath is incompatible with a sluggish circulation, a torpid liver, a depressed nervous system. This cutaneous gymnastics is most beneficent in its influence. The cold bath is to a man what starch is to a linen collar. It makes him stand straighter.

For fatigue, and as an aid to keeping cool on a hot night, take a warm bath, a tepid sponge bath, or, if this is not convenient, even a cold sponge.

Frederick M. Rossiter, M. D.

#### The News Value of Advertising.

When you bring new goods into your store—that is important news to the people who are apt to need such goods. When you decide to cut prices on a particular stock of goods—that is real news to the folks who might not have been quite induced to purchase these things at the old price. You should realize that your store is an actual news center in these respects; and your advertising should tell this news without under-rating its importance to the people.

Let your shop news ever be up to date. Newsy, readable advertisements are sure of bright, interested readers—sympathetic customers.

#### Ribbons Running Rampant.

Retailers that have a good stock of ribbons on hand are not likely to lose any money on them, according to the tenor of all reports. This is to be the season of ribbons; ribbons for sashes, ribbons for garnitures, ribbons for neckwear and ribbons for all purposes which they were ever used for.

One thorn of experience is worth a whole wilderness of warning.

#### The Banner Town of Missaukee County.

Lake City, May 26—Those who have predicted that Lake City would be one of the Northern Michigan villages which would never recover from the loss of its extensive lumbering industries of former days are surprised when they visit this handsome and prosperous county seat village. The town has some time since recovered from the business depression caused by the removal of its big sawmills and, although scattering lumbering operations still contribute somewhat to its business, the town now largely depends upon the rapidly-developing agricultural industry in its adjacent territory. Postoffice and banking receipts never in the history of the village showed the prosperity of to-day and the village has scarcely a vacant dwelling house or store building within its corporate limits. Since the town has reached its more permanent business basis, many improvements, both public and private, have been made and it is safe to say that no town of its size in the State can boast of more handsome and comfortable dwellings, more substantial business institutions, or better streets and walks, than Lake City.

In the year 1884, pine lumbering was at its height in many of the counties in the northern part of the Lower Peninsula and was a very important industry in Missaukee. In the sixteen years following that time, Missaukee county has gained 200 per cent. in population. With much of its best hardwood lands still unoccupied and the utilization of its "plains" lands for grazing purposes only fairly beginning, it is not unreasonable to confidently expect for Lake City, the county's capital and business center, a continued substantial growth and improvement.

Lake City's splendid location on the east shores of Lake Missaukee, one of the most beautiful inland lakes in the State, bids fair to hereafter contribute considerably to its business, as it has to the health and enjoyment of its citizens in past years. A new resort, Missaukee Park, has been platted two miles southwest, across the lake, on its south shore. It is already a popular place for those who desire a healthful and economical summer home, away alike from the business cares and heat of their home towns and cities, and the fashionable crowded resorts to the north. It has the advantages of fine bathing and fishing, good train and launch service, and, in short, is an ideal place for a family to spend the summer months.

Orville Dennis.

#### He'd Go Further.

"If I were to leave you a dollar," said the charitable visitor, "what assurance have I that you won't spend it in the nearest saloon?"

"Because, ma'am," replied the father of the deserving family, "if I took a dollar in there I wouldn't get any change. There's too much on the slate agin me."

Any man who lives for himself alone is apt to be troubled with indigestion.

## Shot Guns, Rifles and Ammunition

We are offering the most desirable line of guns ever shown in Michigan by any one house, including Stevens' single and double barrel shot guns and rifles; imported double barrel guns and Flobert rifles; L. C. Smith, Balti-



more and Baker Hammerless, Winchester and Marlin repeating shot guns; Winchester and Savage repeating rifles; Winchester and U. M. C. shot gun and rifle ammunition. 4th of July Revolvers, Pistols, Blanks, etc. Our prices are eye openers. Write us.

### W. B. Jarvis Co., Limited

Wholesale Sporting Goods of All Kinds  
45 Monroe St., Grand Rapids, Mich.

**After All** It is largely a question of demonstrating to the better class of grocers that a jobber can fill an order promptly and completely and that prices are with the market. A look at our stock convinces you that all orders can be filled AT ONCE.

### WORDEN GROCER COMPANY

Grand Rapids, Mich.

In the process of manufacture, this **delicious breakfast food** is never touched by human hands, but from wheat to cream flake it is handled by automatic machines only. Thus it is **pure**.

**VOIGT CREAM FLAKES**

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

Use Tradesman Coupons

## Around the State

### Movements of Merchants.

Cadillac—The Cadillac Pharmacy succeeds the Eaton Drug Co.

Jasper—Wm. M. DeLano succeeds Robert Jordan in the confectionery business.

West Bay City—Kusch Bros. continue the harness business of Paul R. T. Kusch.

Detroit—Geo. E. Doyle has purchased the drug stock of the Elliott Pharmacy.

Eaton Rapids—Silas Godfrey has purchased the E. B. Mowers boot and shoe stock.

Gagetown—Freeman & Tiffany succeed H. G. Thorndale in the general merchandise business.

Detroit—Price & Sullivan have purchased the shoe stock in the E. & W. store at 170 Griswold street.

Grand Ledge—Hoover & Smart, dealers in agricultural implements, have sold out to Fay DePuy.

Saginaw—The Banner Mercantile Co. succeeds P. McMannon & Co. in the feed mill, grain and bean business.

Onaway—Harman Bros. have opened a general warehouse here and will handle hay, grain, seeds and farm machinery.

Alpena—O. J. Lynch, of Metz, has opened a store at this place for the sale of teas, coffees, spices, extracts and baking powders.

Bangor—C. A. Whitbeck has sold his interest in the grocery and meat firm of Grills & Whitbeck to T. J. Powell. The new firm will be known as Grills & Powell.

Quincy—J. D. VanOrthwick, who recently sold his interest in his grocery business at Coldwater to his partner, has engaged in the grocery business at this place.

Saginaw—Leo. M. Kenney & Co. have purchased the general merchandise stock of F. H. Jerome, who becomes sales manager and secretary of the Saginaw Show Case Co.

Escanaba—The Delta Hardware Co. has opened a branch retail store at 903 Ludington street. It will be conducted under the style of the Delta Hardware Store and will be in charge of George A. Lemieux.

Lansing—The Lansing Cold Storage Co. has awarded the contract for the erection of its new cold storage warehouse at a figure approximating \$15,000. The building will be 55x124 feet in dimensions and four stories high.

Lyons—J. Hale & Sons will shortly erect a warehouse in which to store flour and grain. It will be located on the Grand Trunk right of way at Muir, one block East of the depot, and will be 24x60 feet in dimensions.

Gagetown—A. Frutchey, H. Frutchey, J. Frutchey, E. A. McGeorge, Cass City, have organized the Gagetown Grain Co., with capital stock of \$10,000. They have also organized the Cass City Grain Co., at Cass City, with a capital stock of \$15,000.

Traverse City—Peter Tonnellier, A. Tonnellier and Charles Brandenburg, all of Benton Harbor, have organized a stock company with a paid in capital stock of \$2,000 to engage in the retail drug business at this

place under the style of the American Drug Co.

Fennville—A. G. Capen has sold his agricultural implement stock to Geo. B. Mechem, of this place, and N. A. Fuller, recently from Alaska. Under the style of Mechem & Fuller the business will be increased, hardware and farm implements being their specialties.

Algonac—Geo. W. & F. T. Moore have sold their banking business to Rev. W. F. Jerome. Wm. McFadden, the present cashier, will remain with the bank for the present, but will later on remove to Port Huron and accept a position with the St. Clair County Savings Bank.

Traverse City—Mrs. E. McEvoy has purchased the grocery stock of Michael Litney, at the corner Front and Cedar streets. Mrs. McEvoy has discontinued the store at the corner of Seventh and Union streets. Mr. McEvoy will remain in the drug department of the Hannah & Lay Mercantile Co.

Detroit—The dry goods stock of Marr & Taylor Co. has been purchased by Hugh Dillon, who has been in Detroit since last September, when he took over the firm's stock of cloaks and has since conducted that department. For 18 years he has conducted a general store at Merrill, which he will continue under charge of a manager.

Cadillac—Burke & Stocker have purchased the stock of the Eaton Drug Co. and will continue the business at the same location. W. A. Stecker is traveling representative for the A. H. Lyman Co., of Manistee. Eaton and his son—the latter made the sale—have both absconded, turning over to the creditors no portion of the proceeds of the sale. The Eatons should send a portion of the swag to Gov. Bliss, who made such swindles possible by vetoing the "sale in bulk" bill passed by the present Legislature.

### Manufacturing Matters.

Sherman City—Ladd Bros., of Saginaw, have opened the cheese factory at this place.

Jackson—S. M. Isbell & Co. have purchased the grist mill at Withington and will use it for the purpose of washing seeds, utilizing the water power to that end.

Hillsdale—The Steel Boot Co. is equipping its factory with new machinery and expects to begin operations next month. It is located temporarily on Railroad street.

Detroit—The Buick Motor Co. has filed articles of association. The capital stock of \$100,000 is all paid in. The company will manufacture power machines, automobiles, automobile equipment, etc.

Detroit—The Detroit Cream Cheese Co. has merged its business into a corporation with a capital stock of \$5,000, held as follows: S. VonKorn-gut, 480 shares; R. M. Connor, 10 shares, and W. V. Babett, 10 shares.

Cadillac—The Johnston & Milliken Co. has begun the manufacture of furniture in its new plant on Mitchell street. S. E. Johnston the senior member of the firm, has resided at this place for some time, while N. H. Milliken is from Shepherd.

Emmett—The Emmett Milling Co. is the style of a new enterprise recently organized at this place. It is capitalized at \$6,500 by the following persons: J. A. Heath, 100 shares; Michael McInerney, 100 shares; Patrick Tierney, 100 shares; H. P. McCabe, 100 shares, and Wm. Cogley, 50 shares.

Detroit—The Michigan Peat Fuel Co., Ltd., has filed articles of association. The company is capitalized at \$1,000,000, of which \$600,000 has been subscribed for. The lands and options are in Lapeer county. The officers are: Chairman, W. A. Waite; Vice-Chairman, Dr. A. D. Holmes; Secretary, G. W. Cooper.

Burr Oak—The Burr Oak Creamery Co. has been organized at this place with a capital stock of \$5,000. The stockholders are as follows, all of whom hold an equal amount of stock: Wm. Mallow, Bronson; Jay Lancaster, Burr Oak; F. P. Fry, Burr Oak; S. H. Hogle, Burr Oak, and Losey Robbins, Sturgis.

Detroit—The Wisteria Company has filed articles of association with a capital stock of \$5,000, of which \$1,000 is paid in. The business of manufacturing proprietary medicines will be carried on at 298 West Hancock avenue. The incorporators are Mrs. Florence A. Hunter, 300 shares; Hazel L. Hunter, 50; Harry Hunter, 150.

Hillsdale—The Hillsdale Wheel Co., manufacturer of truck wagons, has merged its business into a corporation under the same style. The authorized capital stock is \$15,000.

held as follows: Geo. F. Gardner, 450 shares; E. J. Watkins, 250 shares; Thomas M. Fant, 50 shares; Guy M. Chester, 50 shares, and F. A. Stewart, 50 shares.

Detroit—The Michigan Tobacco Co. is to be the name of the new company which John A. Gerow has been promoting. Incorporation was effected today, with George H. Russel, President; John A. Gerow, Secretary-Treasurer and general manager, and Jesse E. Saxton, the third member of the corporation. The factory at 316-322 River street will be ready to start within a few weeks.

Port Huron—The Port Huron Air Tool Co., one of the South Port Huron industries, has gotten into financial difficulties and filed a chattel mortgage for \$44,000 in favor of all its creditors. Poor management and the manufacture of unsaleable articles is given as the cause. The company's business will be taken over by the Lee Injector Co., which recently moved here from Detroit.

## Easy Selling Pure Foods

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

They are new and different from all other pure foods.

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

They are to be sold at popular prices.

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

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

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

**The M. B. Martin Co., Ltd.**

Grand Rapids, Mich.

# Grand Rapids Gossip

## The Grocery Market.

**Sugars**—The raw sugar market continues to present a quiet appearance, but in the absence of selling pressure no weakness is shown. Refiners are indifferent buyers, claiming to have their wants well protected for the present and immediate future. Importers, however, are equally determined in their views and, rather than sell below present quotations, store their holdings. Owing to the present large supplies in the hands of refiners, it is expected that the market will rule quiet on raws during the next ten days, but it is anticipated that higher prices will be paid during the next sixty days. There is nothing at the moment to indicate any setback. Business in refined sugar shows no change from last week. Prices remain unchanged and although orders at present are of a hand-to-mouth character, any material increase in the consumptive demand would undoubtedly cause an advance in prices. This increase in consumptive demand is beginning in a small way now, as it is nearing the fruit season, which always shows a greatly enlarged trade.

**Canned Goods**—There is very little change in the canned goods market. Prices remain unchanged and almost all lines continue good, with stocks being greatly reduced by the continual run of orders. In almost every instance, sales have been for fully standard goods, the cheap off-grade goods having been absorbed by previous sales. Complaints regarding the recent dry weather in the East and its effect on the new crops are constantly coming in and packers of tomatoes fear there will be a reduction in the acreage this year. Stocks of these goods on hand are so small that the market is very easily affected by any such reports. This is particularly true of Michigan packed tomatoes, of which there is known to be but one very small lot in packers' hands. Corn continues very firm, with practically no changes. Spot stocks are very light indeed. On account of the very low supplies of corn this year, the new pack will come on a very favorable market and it is expected rather high prices will rule the early part of the season at any rate. Considerable uneasiness is felt among corn packers on account of heavy business booked for future delivery and the uncertainty surrounding the seed corn proposition, particularly if crop conditions from now on are to be in any way unfavorable. Peas are scarce and being very firmly held. Very great interest in the outcome of this year's pack is manifested, on account of the very small stocks now held and the expectation that there will be a good pack of the finer grades this year. Peaches have shown another exceedingly active week and sales have cleaned up almost all desirable lots in the State, with enquiries still coming in for more. Buyers in other sections of the country are just beginning to appreciate the value of the Michigan packed peaches and many

repeat orders are noted. There continues a very good enquiry for gallon apples, but stocks are limited and prices are very firmly held. Salmon continues in very good demand, with prices firmly held and the outlook is for a very good trade during the next few weeks; in fact, up to the time the new packing comes in. Sardines are very firmly held and meet with a good demand.

**Dried Fruits**—Trade in the dried fruit line continues good, with the general tendency of the market toward higher prices. The stock of prunes is now getting down to very small proportions and there is still a good demand. Orders, as a rule, are not large, but keep the stock constantly moving. Reports from the coast are of a very encouraging nature, as all indications are for a large export demand this season. The total crop in France is estimated at 15,000,000 pounds, which is far below requirements. There is a moderate demand for raisins, but with no change in price. Orders, although not large, are quite satisfactory and about all that is expected at this season of the year, when trade is generally not very large. Very little can be said about the new crop as yet, as it is too early to state anything very definite, but it is believed now that the crop will be about an average one. Apricots are very firm, but no change in price is noted. Stocks in first hands are very small and reports on the new crop are discouraging. Peaches are in good supply, but sales of these goods are small and stocks are moving out very slowly. Currants continue to sell well at previous prices. Dates are in small supply, but trade on these goods at this season is usually small and what few goods are on hand have been put into cold storage. Enquiries for evaporated apples continue good and it is believed that very few, if any, will be carried over into next season. The cheap lots have been about all sold and what stock is on hand is good keeping stock that will go through the summer in good condition, so no anxiety regarding them is felt. It would be unusual to have another large apple crop this season after the heavy one of last year, so the general prospects for the evaporated apple business next season are considered bright, as with only a moderate crop and very few carried over, higher prices ought to rule.

**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 the growing crop is progressing very favorably, although rather later than usual.

**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 ex-

pected 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 at slightly reduced prices. 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. There is quite a little trade in shelled nuts of almost all descriptions at unchanged prices.

## The Produce Market.

**Apples**—Choice fruit, carefully sorted, command \$3@3.50 per bbl.

**Asparagus**—60c per doz. bunches.

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

**Beeswax**—Dealers pay 25c for prime yellow stock.

**Beets**—40c per doz.

**Bermuda Onions**—\$2.25 per crate.

**Butter**—Receipts are liberal, but there is no longer any accumulation of stock, due to the active shipping demand. 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. for home grown.

**Dates**—Hallowi, 5¼c; Sairs, 5¼c.

**Eggs**—The storage buyers are pulling out of the market, having secured enough stock to meet their requirements, in consequence of which the price has declined to 13c, although some buyers have been paying 13½c up to this time.

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

**Green Onions**—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 \$4.25 for 300s and \$4 for 360s per box. Messinas 300-360s fetch \$4@4.50.

**Lettuce**—Head commands 75c 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 fair demand at 75c 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. Floridas fetch \$3.75 per crate.

**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. 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, 22@25c.

**Radishes**—Long, 18c per doz.; round, 15c per doz.

**Spinach**—50c per bu. for spring stock.

**Strawberries**—Cincinnati's fetch \$3.20 per 32 qt. case. Indiana's and Benton Harbor's range from \$2@2.25 per 16 qt. case. Receipts are not equal to the demand at present, but if favorable weather continues a couple of days longer, it is expected that the receipts will be heavy by the end of the week.

**Tomatoes**—\$3 per 6 basket crate. Wax Beans—\$3 per bu. box.

## Hides, Pelts, Tallow and Wool.

There has been little profit to tanners of buff hides for some time. Prices have advanced materially on this grade on account of scarcity. A strike on in Milwaukee where this grade is largely used makes the market uncertain. Lighter stocks have declined and are likely to be dull property for some time. Packers have had an active market and are well sold up. A decline in price is looked for and a stagnant market.

Tallow has a steadier tone, with more enquiring. There is not enough trade to stiffen prices or hardly to stop the decline. There is still a wide range between asking prices and reported sales.

There are no wool pelts offering and shearings are well sold up.

Wools do not change in values East and prices in States are purely speculative. There are no large stocks on the market and manufacturers decline to pay any advance. One or two anxious buyers in the State make the price, which will not pay out by shipping East. Lots are held above their values.

Wm. T. Hess.

DeGraaf & Haan, grocers at the corner of Godfrey and Martha avenues, have dissolved partnership. The business is continued under the style of Haan & Decker.

F. S. Myers & Co. have opened a grocery store at Blanchard. The stock was furnished by the Clark-Jewell-Wells Co.

E. Ellens has engaged in the grocery business at Muskegon. The Clark-Jewell-Wells Co. furnished the stock.

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

The first life insurance society was started in London in 1698.

## PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

## MAIL ORDER HOUSES.

## Competing With Them on Rural Routes.

The dealer has found the rural routes a first class way to reach the farmers effectively and thoroughly with his advertising and to do it at a minimum expense. The sum charged by carriers is very nominal as it comes to them in addition to the regular remuneration from the Postoffice Department.

Another feature of the competition between local houses and the mail order concerns is the effort made by the catalogue houses not only to cultivate the friendship of the carriers, but to make the members of this branch of the postal service thoroughly familiar with the wares which they have for sale. The postman is always a welcome visitor and doubtless he will be made especially so by the people of the rural districts so that in the little two or three minute visits which he may pay to the farmer his influence can be very strong in favor of the house or the goods he likes.

Peterson & Co., of Stillwater, Minnesota, use the rural free delivery routes of which four radiate from that city to various parts of the country to distribute their advertisements and catalogues to the farmers along the way. The rulings of the Postoffice Department permit carriers to perform this service under certain restrictions.

These circulars, of course, can not be put into the regular mail boxes but nearly every mail box has an-

other box beside it into which small merchandise, packages and circulars may be placed and this is not objected to by the postal authorities. Where these boxes are not found circulars may be left in some other apparatus prepared to receive them. Most patrons of the route are glad to have such a place for their own use and many of them leave a box near by for that purpose.

It might be a good scheme for a merchant to buy and present some kind of a box to each farmer along the route, with the understanding that they were to be used in common by the merchant for his advertising matter and by the farmer for his needs.

Such boxes might bear the name of the farmer to whom presented and the name of the merchant supplying them. A light tin box with a tight fitting lid to exclude rain and wind would be greatly appreciated for this purpose.

Possibly a merchant could in that way establish a kind of auxiliary service, going so far even as to make it a well-known specially named route in which his store name would figure. If the rural free delivery is going to let in outside competition then the smaller dealer may as well go in for what benefit he can get.

In many respects the local dealer from his nearer situation and better acquaintance both with the carriers and the farmers and with the workings of each route should be able to make more use of it than the far away competitor. Anyway it ought to be worth while to meet the compet-

itor at his own game and give him as merry a time as possible.

Why won't the increased facilities for communication stimulates buying along a great many lines in which the sale of goods depends largely upon the mere showing of them, and making it possible for people to buy easily?

It is not hinted that the Government will tolerate any systematic work on the part of carriers either for or against any class of houses, but the fact remains that consciously or unconsciously they will exert a good deal of influence to promote the sale, not only of the goods they like, but of those with which they are acquainted. It should be possible even here for the local dealer who comes into contact with the carrier every day and who has possibly known him before he entered the service to win his friendship and be on better terms than any outsider can be.

It would be possible, also, for the local dealer to get from the farmer or from other sources copies of the catalogues and other advertising matter sent out by his competitors and to go them a little better on the prices and quality of goods offered to the trade. A little bit of good, hard fighting at the start will do more to maintain the reputation of the home merchant and discredit the newcomer than a much harder effort at a later period when the intruder has established a trade and made a good many friends. The first impression counts.

## How John Was Caught.

John Bruce and Clint Pease were chums. Their stores adjoined, and when business was dull the two young merchants visited back and forth. One cold, blustery day, when customers were few, Clint sat behind the stove in John's store. A young woman came in and John stepped forward to wait on her.

"I am selling subscriptions for an organ for our church," said she.

Now solicitors of this character were numerous in that town, and merchants used to try to dodge them, since it was not deemed good policy to refuse to contribute. So John was considerably pleased with himself when a happy way out of his present difficulty suggested itself to his quick mind.

"You will have to speak to the proprietor about that," said he, politely. "You will find him a very liberal man. He is back there by the stove."

John grinned as the young woman approached Clint and stated her case.

"How much are the merchants generally giving?" Clint asked, with grave interest in the cause.

"Some are giving as much as a dollar," she answered, "but we are grateful for any sum, however small."

"John," said Clint, with an air of authority, "give the young lady \$2 out of the drawer."

And John, of course, had to do it.

The opportunity of a lifetime must be seized during the lifetime of the opportunity.



## 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.

**PREMIUM GOODS.**

**Easy Way of Getting Much for Nothing.**

I am a great inventor, and those who know me will believe me when I say that I am bearing my honors with my usual becoming modesty.

Perhaps I should call myself a discoverer rather than an inventor. I have discovered—or invented, if you please a way to supply every want I can possibly conceive of without buying anything but the bare necessities of life.

My wife, who has opened my eyes to many things since I married her, opened my eyes to this scheme.

No, I did not say that one of the things my wife had opened my eyes to was the desirability of single life.

The other morning she braced me for a quarter to buy a new glass dish for the table. As I have made it a rule to dispense no sums in my family less than \$10, I rejected the request, politely, but firmly.

That night when I came home I was struck by the wild glitter of a new glass dish on the table. My youngest boy, who is in training for Secretary of State, pointed it out as the "dish we got for nuthin'."

I looked questioningly at my wife, who I could see was pluming herself with the consciousness of some good deed well done.

"I had to have the dish," she said, "and I got it with a pound of butter down at Smith's."

Smith is a chain-store cutter of the deepest dye.

Well, the incident opened my eyes to the possibilities of life, and I have told my wife to keep her nose to the premium scent night and day. She has standing orders to buy anything at all, good or bad, needed or not, provided it has a premium with it.

The butter that came with our dish had a genuine Sandow flavor, but what of that? A man who can't put up with trifling inconveniences like that is not a gentleman. The dish was beautiful. Some distance away—say, a mile—you'd swear it was cut glass.

A young married couple who are at present sojourning with the wife's parents came to me the other day, recognizing me as the chief successor of Solomon so far as real wisdom is concerned. The husband was earning \$10 a week and was hopeful of getting \$11 on his sixty-fifth birth day.

The couple wanted a home of their own, and they asked my advice as to the best way to get it on their income. They paid \$5 a week board and they had already acquired an umbrella stand toward the furniture necessary to open a house.

I made those dear young people so happy that they would do anything for me now. All I did was simply to tell them what kind of oats to eat. They had been eating another kind—a kind that you only got pictures with—and they thanked me for opening their eyes with overflowing tears.

With the oats I told them about you can get anything from a mustache comb to a baby carriage. If you eat enough of the oats you can

furnish your whole house without a cent.

I pointed out to the young couple that all they needed to do was to eat oats steadily three times a day for fifty-six years and they would have enough premiums to beautifully furnish their home. If they could each stow away an extra bowl before going to bed, they could reach the desired goal in only fifty years.

The dear things left me with a tearful gratitude that made them dumb. Since that they have eaten oats at every meal and before retiring and I understand that that dear little young wife rises at intervals during the night to eat oats.

I have two young boys, bright and healthful fellows, who show a disposition to help their mother and me all they can. I am going to start them into working for premiums this summer just as soon as school is over, and I calculate that by fall we'll have quite a lot of elegant things.

If some kind oats company would only offer a gentleman's wig as a premium, I'd call in the neighbor's children to eat.

Soap is a great thing to get premiums on. If I could use enough of it I could get a folding bed. From what I know of my two boys, however, I don't think I can look to them for much help there.

Blessed be the man who invented premiums—that easy and costless way of getting much for nothing.—Stroller in Grocery World.

**Point Out the Merits of High Grade Goods.**

Glittering generalities galore have been written on the subject of handling good goods instead of poor quality.

Some of these general sermons have sown healthy seed with merchants. Many of them have been read and considered much as a fable would be.

Merchants are human. While none of them want the earth exactly, they dislike to see any part of it slipping away from them.

A retail merchant may have a splendid trade in high grade canned goods, for instance. Monkeying with a little cheap trade may be a detriment to him, but he will take the chance.

It is in the nature of many merchants to see how cheaply they can sell. They are cheap merchants.

A customer comes in after a can of tomatoes. Without regard to who he or she may be or may want this merchant will invariably show the cheap article he is selling for ten cents.

He thinks the trade of his community is fixed at a certain cheap standard of goods and can not be changed. Therefore he makes no effort to change it.

What should he do?

Take the canned tomato. It toils not, neither does it spin. Nor has it the tongue of man. But the quality of canned tomato which the merchant sends into the home can talk

for him either in praise or the contrary.

A lady comes to the grocery counter for a can of tomatoes. She may have been a purchaser of the cheaper grade. Perhaps she is satisfied.

But the merchant wants to increase his trade of higher grade tomatoes. He gives a three-minute lecture on the comparative merits of the goods.

He assures her that the cheaper grade is well worth the money. That it is as good if not better than can be secured for that price in most places.

But for a little more, it may be five cents per can, he can give her a solid pack tomato canned in a factory which he knows to be as clean as her kitchen.

Here are two arguments; more tomato and a guarantee of clean packing.

It is true that this talk would "queer" some women on both kinds of tomatoes, but the merchant can tell which of his customers will take it.

Suppose in the course of a month he shifts five customers to the higher grade and adds two or three converts who are but occasional callers at his place.—Commercial Bulletin.

One who lives too much in the past—in reminiscences—has begun to fossilize; he will soon be on the shelf, unless he can break the spell of his nightmare and get awake to the stirring present, with his eyes open to the promising future.

Are you aware that Grand Rapids has one of the largest exclusive UMBRELLA and PARASOL stores, not alone in size but also in stock, barring no city east or west?

We manufacture, re-cover old frames in good black from 35 cents up, and also do repairing. We not only do business retail, but wholesale as well. If we have not been able to reach you through our agents, by writing us and stating what you want we think we can save you considerable money. You are not compelled to buy in large quantities, and goods are shipped the same day that orders are received. We give you the privilege of bringing goods back and exchanging them if they are not satisfactory, after 30 days. We have been established over 25 years exclusively in this line. Our long experience and attention



**J. P. Platte's Exclusive Umbrella and Parasol Store**

58 Monroe Street, Grand Rapids, Mich.

given to this line have made the success of our business.

If you will look over your line you may find some old stock you haven't been able to sell for years. If you had the opportunity to exchange these within 20 or 30 days, as we are doing with our trade, don't you think you would be the winner? You are invited to give us a call. Just glance at our line, you are welcome whether you buy or not.



Devoted to the Best Interests of Business Men

Published weekly by the  
TRADESMAN COMPANY  
Grand Rapids

#### Subscription Price

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

Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - - - MAY 27, 1903.

STATE OF MICHIGAN } ss.  
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of May 20, 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, the twenty-third day of May, 1903.

Henry B. Fairchild.

Notary Public in and for Kent county, Mich.

#### GENERAL TRADE REVIEW.

Aided by the increasing labor agitation and a few minor pretexts for conservatism, such as the continued outgo of gold, the long bear campaign in the Wall street stock market succeeded in scoring a sharp decline at what seems to be the close of their domination. The recovery is strong, as might be expected from the fact that the pressure of industrial activity continues undiminished. With stock prices at the lowest and wages and prices of commodities at the highest presents an anomaly never before seen in this country. It is not to be expected that a boom in stock prices will promptly set in, but that the low level so long maintained in the face of record breaking business and prosperity is to say the least highly improbable.

The matter of most imminent interest in the business world continues to be the labor situation. Organization of employees goes on apace and issues are being tested in retaliation by the tactics which the unions have so long employed. To what extent this will develop is a matter of much concern. In some of the larger cities the numbers on strike and under lock-outs are becoming a considerable portion of the union membership, but of course a small percentage of the sum total of labor. It is an interesting question as to the degree in which the contest that is unquestionably assuming serious proportions may be permitted to interfere with the present overflowing industrial tide.

The textile situation has been complicated by the continued increase in the cost of raw materials as well as

high labor. This was forced to a climax in which cotton reached 12.15 cents per pound. The reaction from this is sharp and it is to be hoped the staples will be taken out of the hands of speculation until it assumes its normal position in the industry. Footwear continues its story of activity both east and west and fall business is being pushed at good prices.

#### ROOM FOR GROWTH.

It is now a good many years since William H. Seward prophesied that the battle for commercial supremacy among the nations of the world would be fought on the Pacific. That was in 1869, and a few years ago, in 1903, President Roosevelt declared that in the century that has just opened, the progress and commerce of the Pacific will be factors of incalculable moment in the history of the world. In 1869 the Pacific ocean was comparatively free from the merchant marine. During the last few years it has borne more ships and better ones than ever before in its history. Pacific ocean ports are annually growing in importance, and as they grow the country at their back it is very likely to keep pace in the progress. The growth of population in Washington, Oregon and California has been tremendous in recent years and shows no signs of stopping. Once manufacturing industries get a firm foothold their advance will be even more rapid.

The Census Bureau gives it as its estimate that in 1935 the population of the United States will be over 155,000,000. The cities of the East are growing and will continue to grow, but the most noticeable increase is liable to be west of the Mississippi river. That practical business men take this view of it as well as scientific calculators, is evidenced by the fact that the great railroad companies are increasing their facilities and extending their lines in these localities. It is only two or three years ago that the Rock Island system had about 3,000 miles of tracks, and now it has nearly 15,000. It is seeking to get desirable openings in the places to which trade will naturally tend. It is entrenching itself at those cities which may be called gateways to rich and prosperous regions beyond. Business men are not theorists. They base their operations on what they believe to be sound and sober judgment. Railroad expansion in the Western country is born only of the firmly fixed belief that the prospective business will warrant and repay the outlay. Unquestionably the next quarter of a century will see hundreds of thousands of acres now unoccupied, thickly settled. The people must go somewhere, and the United States has territory enough to accommodate them for years and years to come.

The Tradesman reprints an article from the National Druggist this week which sets forth in plain statements the motives which inspire most of the pure food legislation enacted by state legislatures.

It is impossible for a great man to prevent his greatness from cropping out.

#### EDUCATION BY MAIL.

The idea of extending educational advantages to pupils unable to leave their homes and enjoy the privileges of schools and colleges, was first put into practical operation by the Home Education Society of Boston, an organization of benevolent and cultured women. The Chautauqua Association undoubtedly took its cue from the Home Education Society, but was less classical in its aims, less rigid in its exactions. Its broader object was to leaven country communities with a love for good reading and to stimulate the organization of societies on this basis. The remarkable success it scored would seem to prove the wisdom of its plan.

The thought of conducting on a business basis and for the mutual profit of instructor and pupil the work hitherto confined to these and kindred organizations, was first put into practical application twelve years ago. Since then "correspondence schools" have sprung up thick and fast. Some of these are mere make-believes, attracting patronage merely through the close resemblance of their titles to institutions of established standing. The entire correspondence system of education must, of necessity, have its drawbacks and demerits, but the public at large can no longer ignore it, when one of these institutions alone annually enrolls more than twice as many pupils as all of the universities and colleges in this country, includes in its faculty eminent scientific and technical specialists, receives the open indorsement of the older universities, publishes text-books of such practical value that they are adopted as reference works in other colleges and is now completing the largest and finest printing plant in the world outside of the Government plant at Washington.

The plan of the conservative university is to bring the student to the school. The plan of the correspondence institute is to send education to the student. Its one great advantage over the university, to which must be attributed a large measure of its success, is that, while the former has to deal with a large percentage of idle and indifferent students, urged forward by ambitious relatives or friends, the student applying to the correspondence school is an earnest seeker after knowledge. Nor is it at all marvelous that the method should achieve practical results, when it is remembered that a majority of the most practical men of this country, in every walk of life, have been self-educated, often acquiring knowledge with few books at their command and no intelligent adviser, on lonely farms. How much easier the uphill climb of these men had they received intelligent guidance, a faithful supervision, had a library of valuable books placed at their command, phonographs taught them the correct pronunciation of foreign tongues and recorded their own blundering utterances for correction, a laboratory equipment been furnished them in the study of chemistry, testing and demonstrating apparatus helped them on in their study of electricity. The plan of these schools is nothing if not practical.

In connection with a course in locomotive running and the air brake, one of them keeps constantly in the field eighteen demonstrating railroad cars, fitted with elaborate apparatus, which are sent throughout the country, accompanied by lecturers and instructors, and in recognition of its practical efforts has the co-operation of eighty railroad systems, controlling one-third of the mileage of the country.

This new plan of education is so sensible and far-reaching and is so manifestly the only method by which a large majority of the men and women of this country can receive intellectual training, that its scope will be more and more extended as the years go by. Already some of the older universities are seriously agitating the establishment of correspondence courses. State universities would seem to have an especial duty in this respect. Maintained by taxation, in whose payment the poorest farmer on the farthest hilltop shares, it would seem to be their duty to extend their benefits to the uttermost corners of the country. Extension courses must, of necessity, be limited to a narrow field, and it is only by taking advantage of the mails that justice can be done to remote districts.

The student who receives his mental pabulum by mail will miss the quickening atmosphere, the stimulating contact of college life. These things may be valuable in the development of the man, but are they essentials of education?

A gentleman high in the social, religious and business circles of Grand Rapids recently had occasion to call on Governor Bliss in the interest of a measure which was pending before the present Legislature. On his return to Grand Rapids, the gentleman reported to his friends to this effect: "The Governor sat in his chair and told me things which I knew were false and which he knew were false at the time they were told me." Comment is unnecessary.

Surprise is expressed at the discovery of a New York policeman who knows not the taste of beer. The officer had arrested a saloonkeeper for selling after hours. When he came to testify in court as to the beverage served he was uncertain. It looked like beer, but not being familiar with the taste he could make no positive statement. The saloonkeeper was discharged. The incident shows there are cases where men are too good for their business.

Andrew Carnegie is making pretty good progress in the reduction of his fortune to such proportions as will enable him to die without disgrace. His benefactions thus far amount to \$85,000,000, embraced in more than 500 separate gifts. Not all his money has been given for libraries. He has given \$690,000 for negro education and \$26,019,500 for general education and research, besides millions for miscellaneous objects.

A Chicago bank has organized a fire drill for its employees.

AMERICAN WORKINGMEN.

The Mosely Industrial Commission, which visited the United States for the purpose of investigating and reporting to British workmen the condition of labor in the United States, has published its conclusions, and, as might have been expected, they are not altogether acceptable to the people of the United Kingdom. Despite the great quantity of criticism to which the British have recently subjected themselves, there is indication of decided disrelish for the plain truth, as told by the investigators, and in some instances their stories have been set down as travelers' tales, and, therefore, to be received with incredulity. Many are disposed to take the report seriously and quote the opinions expressed with respect.

The Mosely Commission consisted of workmen representing twenty-one different trades, and their previous training abundantly qualified them to answer the many mooted questions respecting the alleged fact that the American worker had a greater productive capacity than his British rival. This had been asserted by such observers as J. Stephen Jeans and other qualified investigators, but what they said on the subject failed to meet general acceptance. It was assumed that their bias had caused them to present the case against the British worker in an injurious fashion in order to bring the influence of trades unionism into discredit. So much stress was laid upon the American propensity to accept labor-saving machinery, without opposition and to make the best use of it when once installed, that the charge was openly made that their efforts were directed to strengthening public sentiment against the alleged prevalent British habit of making as many jobs as possible.

The testimony of the Mosely Commission, however, fully substantiates all that has been said by Jeans and the writers in the London Times, who pointed out the drawbacks to which industry was subjected in the United Kingdom through the failure of British workmen to keep abreast of the best efforts of the day. But the Commission did not stop short at this. It showed also that employers in Great Britain work on less enlightened lines in dealing with their employes than do the large employers of labor in this country. On this point the Commission speaks with emphasis. In most of the industries they declare that they found American factories better equipped for production than English. They also discovered that in this country suggestions of improvement, made by workers, are welcomed and rewarded by employers, and that employers are generally more accessible to their men in the United States than in England. It is the opinion of the Commission that the effect of the policy outlined in these three particulars is to greatly increase efficiency, as the tendency of men to do their best is encouraged when the opportunity to carry out their own ideas is afforded them. Indeed, one of the Commissioners expressed the view

that the natural desire of the worker to improve was as much gratified by the acceptance of an ingenious suggestion as by the reward which he received for his ingenuity.

The assumption of certain writers that the interference of trades unions with labor-saving machinery in the United Kingdom is general enough to interfere with production, or at least to make it less effective than in the United States, is not entirely borne out by the Commission's discoveries, for they found that in many industries American workers do not attend a larger number of machines than in the British factories. The Commissioners, however, found that suggestions of improvements by employers and the introduction of labor-saving machines were generally welcomed by the men in this country, while in England they are as generally opposed or objected to by union men. The Commission noted in this connection that employers generally in the United States are always ready to increase the wages of men when they are induced by extra exertion to increase the output. In Great Britain it is averred that the practice is directly the opposite, and that the antagonism to devices to enlarge production is justified on the ground that all the benefits of the increase are absorbed by the employer.

Regarding the character of the American workman, the Commission speaks in no uncertain tones. It says he is "better equipped by early training and education for his work than the English lad," and that "the average workman in this country does more work on the average than his British fellow." There is an implication that this latter result is due to better supervision in the United States than in England, for the claim is made that the American worker requires as much, and in some cases more, overlooking than the British.

That the rewards of labor in this country are much better than in England is agreed by the Commission, which declares that "the careful, sober, steady man, while keeping himself efficient, saves more in the United States than in Great Britain." The American workman is pronounced more sober, as a rule, than the British, due to the fact that comparatively few American workers are union men and are not exposed to the temptations which the union constantly exerts, through the walking delegate, to keep its adherents in a maudlin condition. He is also less addicted to horse racing and other forms of gambling than the workers of the United Kingdom. But while admitting all these things—that wages are higher and that the worker may save more in the United States—the Commission is divided on the question of whether the general conditions of life of the workmen are better in America than in England. The fact that several of the Commissioners thought that the worker is better off with lower wages in the United Kingdom than he would be in the United States conclusively establishes the honesty of the opinions expressed, as it shows that there was

no undue bias in favor of this country, which gets by far the best end of the report.

GENTLEMANLY COURTESY.

There are but few gentlemen who do not recognize a lady at a glance. It is quite generally admitted that all women are not ladies any more than all men are gentlemen. Hence the assertion that there are few gentlemen who do not recognize a lady at a glance. There is an unmistakable something about a real lady which distinguishes her from the coarser of her sex. When a gentleman meets one of this class his natural and gentlemanly instincts prompt him to acknowledge her presence by raising his hat or by making such other demonstrations as may be in place, and fitting to the occasion. The lady thus saluted loses nothing in the estimation of the gentleman if she acknowledges the courtesy. She merely acknowledges the courtesy, not necessarily acknowledging an acquaintance with the man. Not to acknowledge a simple gentlemanly courtesy might be construed as an act of discourtesy upon the part of the lady. The writer has never read of a better illustration of this thought than the published incident of Washington and the colored man. As the story goes, President Washington and an intimate friend were passing along Pennsylvania avenue when they met an old colored man. The colored man recognized the President and raised his hat in a respectful manner. President Washington acknowledged the salutation by rais-

ing his own hat. The friend resented this by saying, "Mr. President, do you salute negroes?" The President effectually replied by saying, "Sir, I do not allow myself to be outdone in the matter of politeness by a negro." There is a whole lesson in the remark.

The Japanese tradesmen of Tokio are becoming very fond of hanging out English signs. In one street appears the notice: "Restaurant shop; European nourishing cakes." Another shopkeeper has in large letters over his doorway the words: "Photographer executed." The principal barber of the town calls himself a "headcutter," and has taken to wearing a long white gown of approved nightshirt pattern.

There is no law to prevent a man from scattering money in the street if he is pleased to do so. So declares Magistrate Mayo of New York in the case of John Walsh, of Chicago, who amused himself by throwing nickels and dimes among a crowd on Broadway. Walsh was arrested by the police as a disorderly person. He was merely generous.

Get out in the sunshine as much as you can. Nothing does more to ward health than sunlight. People who are seldom warmed by the sun are subject to many ills. In Germany a fatal disease has developed among 20,000 miners who work underground and rarely see the great orb of day.

When a man can't make both ends meet he has become a vegetarian.

This Space

(6 inch double column)

For Sale

at a

Bargain

Address

Perfection Biscuit Co.

Fort Wayne, Indiana

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Four yard sheetings have shown very slight irregularities, but the majority of brands are being held firmly. Denims, ticks, plaids, chevrons, etc., are strongly situated, but deliveries are slow, although some improvement has been noted. Ducks are stronger and have shown some advances in wide goods. Bleached goods are finding fair-sized orders. Although transactions are not increasing much, they are in excess of those indicated in our report of last week.

**Prints and Gingham**—There are a good many lines of gingham, shirtings and other woven fabrics shown for next spring, and there have also been a good many orders placed in spite of the fact that sellers have not been anxious to put a price on the lines everywhere they have been shown and the operating is not by any means becoming general. Some of this business has been taken subject to prices to be named later. There are, however, quite a number of lines that are not found on the market yet and will not be, it is stated, for some time. There is considerable uncertainty in regard to shirtings and the shirt manufacturers have been reticent about business. Probably by the first of the month they will know their wants better and prepare for the new season. The styles indicated so far follow those of this spring to a considerable extent, dark grounds with fine light stripes.

**Wool Dress Goods**—It is a period of suspended animation in the fall dress goods market at first hands. It is a period of deliveries rather than one of orders, and until the jobber and the cutter-up get their fall season under way the amount of heavy-weight business that will find its way into the initial market will be small. There is a steady demand of modest proportions for spring goods for immediate delivery with which to partially make good the inroads made on retailers' stocks. Mohairs, Scotch mixtures, sheer fabrics, staples, etc., are represented in the end of the season orders.

**Underwear**—Balbriggans are as scarce as the proverbial "hens' teeth." It is stated that some lines are being held out of the market, pending higher prices, but just what the lines are is hardly well defined. From the jobbing end of the business there has been some good buying by the retailers owing to the warmer weather, but it has not sent jobbers to the primary market to any extent, for although their stocks are not large, they say they do not want to increase them just yet. They want to wait a little longer and decide a little more definitely what the proper prices are and just what they mean. The demand has as a rule so far in the jobbing districts been confined to narrow limits. Balbriggans have been the biggest sellers as has been the case for several seasons past and there are others lines that have scarcely been touched. Owing to the scarcity of

balbriggans, mesh goods have benefited. It is almost time for duplicate fall business to make its appearance. Some little of this has been received, but not near enough to be considered a general beginning. This will occur very shortly, however. Among the lines that have been called for so far fleeces probably lead, although mills are not ready to declare prices on duplicates yet. Buyers, however, seem to realize that advances must positively come and at the same time that they are likely to experience difficulty in getting deliveries. This accounts for the duplicate orders that have already been placed and the fact that this end of the business is increasing. They want to get in on the ground floor both for prices and deliveries. The question of goods being delivered off sample is again coming up and buyers are making some kicks already about the initial lines. It may come to pass that they may be glad to get anything, but just now they feel like being supersensitive on this subject.

**Hosiery**—The spring business is practically closed and the manufacturers are waiting for fall trading to begin. In the reorder line meantime there is considerable interest evinced in the spring lines of 1904. Naturally the market for raw cotton is a serious factor in considering this and no one feels like committing himself. The majority of agents have their samples for next year's goods, but have shown them only to a favored few.

**Carpets**—The new carpet season has fairly opened and manufacturers are now in a position to take what orders come their way. The rates posted last week by the "factors" at the opening in New York were in accordance with the views of carpet weavers in general from the most conservative to the most pessimistic individuals of the trade. While a majority of the trade believed that a very material advance was needed to straighten out the difficulties that the manufacturers had to contend with, there is no question that the greater part of them had but little confidence that such good advances would be made as have been declared. In fact, the results of the New York opening were received as a very pleasant surprise and weavers now can look forward to doing business on a basis that is fair to themselves as well as to their customers. The advances made, which range from 2½¢@10¢, are said to be greater than any advance made during the past fifteen years. Proof of the unexpected high prices on the part of the buyers is shown from the fact that nearly all of those in New York last week telegraphed the price lists to their respective houses asking advice as to whether it would be advisable for them to place orders at the new values. This has rarely been done in the past as the advances have been of a minor character and have been anticipated from time to time by the buyers. Notwithstanding the hesitancy of buyers because of the high prices, the business transacted during the first week of the new season was fully up to records of previous openings. It is

# Muslin Night Shirts



are a staple article that every dry goods and general merchant ought to carry in stock at this time of the year. We are offering two exceptionally good numbers, one at \$4.50, the other at \$9.00 per dozen.

**Grand Rapids Dry Goods Co.**

Grand Rapids, Mich.

Exclusively Wholesale

## Hot Weather Goods Fans!

We carry a complete line of fans in all shades and styles. We have them to retail at 1c, 2c, 3c, 5c, 10c, 15c, 25c, 50c, 75c, \$1, \$1.50 and \$2. Send us your order for sample dozen. We will give it prompt attention and make a good selection for you.

**P. Steketee & Sons**

Wholesale Dry Goods

Grand Rapids, Mich.

## 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.

an undisputed question that everybody is in need of carpets and more emphatically the Western buyers must have them at any price, i. e., any reasonable figure. The absorption of goods the past year in the West is unprecedented. Nearly every retailer will be well cleaned out of stock when the present spring demand is at an end, and it is the Western jobber's object at this time to contract for a very heavy supply of goods in order that the retailers may be stocked up early in the fall. Some talk is heard about the trade of trouble brewing in different localities of the country over the large advances made, but it is not thought that it will in any way affect business. Some manufacturers hear that the buyers in some sections contemplate holding off their orders until the last moment to see what the effect will be, but it is doubtful if any good can come through that course. Now that the prices are satisfactory to the trade in general there is no question that they will be left untouched regardless of what happens. The Philadelphia ingrain weaver should now feel more jubilant over the future prospects of the carpet market than he did a week or two ago, but even so there are things on his mind other than values which are very weighty and must be given careful consideration. The advance of 2½¢ on all supers brings the price up to a basis where a fair chance is given to earn a profit on what orders are taken. Manufacturers are willing to take business large or small, but they

can not guarantee to deliver the goods at a certain date because of the threatening labor troubles. By June 1 it is believed that an understanding between the employees and the employers will have been brought about, at which date it will be known what is in store for carpets and the carpet industry.

**Rugs**—Rug weavers have been able to secure a very material advance on values, as has the carpet trade. On Wilton and Brussels rugs of the carpet size, prices have advanced from \$1 to \$2. On the small, cheap Smyrna rugs the advances range about on the basis with the advances on carpets. Rug weavers on the whole are very busy.

**Curtains**—Lace curtain manufacturers are starting out on their fall business, which is of a very fair order thus early. The cheap and medium-priced goods are the heavy sellers. In tapestry goods there seems to be a fair call for the very cheap lines. Chenille goods are improving both in curtains and covers.

#### Some Tricks Practiced by Horse Dealers.

"There are tricks in every trade, but I think that men who deal in horseflesh have a few more than those engaged in other occupations," remarked a veteran horse dealer. "One of the directions in which the grafter in this line turns his attention is to making horses appear younger than they are, and there are scores of methods for accomplishing this purpose. The usual way of telling the

age of an equine is to examine its teeth. A horse has a full set when five years old, and this consists of forty teeth. Six months later the nippers, or front teeth, become marked by a natural cavity, and it is the presence or absence of these markings that demonstrate the exact age of the horse. As it gets older the cavities begin to wear away, and it is then that the faker gets busy. In order to reproduce the markings the surface of the teeth is cut with a steel tool, and the requisite black lining of the groove burned in with nitrate of silver. In this way the animals that have passed their tenth birthday are palmed off as five-year-olds. If so desired, a three-year-old may be made two years older by chiselling away the side milk teeth, which are naturally present until the fifth year.

"It is not in that line alone, however, that the faker operates, for there are other things which call the attention of a close observer to the advanced age of a horse. One of these is a hollow which invariably appears on the forehead directly over the eyes. If a sale is in prospect the cunning agent introduces a fine pointed blowpipe through the skin, and blows gently through this until the skin is perfectly level. Skill is also required to conceal the fact that a horse is broken winded, and drugs and chemicals of various kinds are used in doing this. Another graft is to conceal the fact that a horse is lame. This is often done by inserting something in the shoe so as to make the other hind, or fore foot, as the case may be,

lame also, and while this gives the horse a peculiar gait it makes the feet work alike. These are, of course, only a few of the more common forms of trickery with which horse dealers have to contend."

#### For Every Merchant.

The following "prose poem" is by an Atchison merchant, who was warm under the collar:

"There are some shoppers in this town who think they know it all. But they never buy in Atchison—O, no, this town's too small. They shop, and shop, and shop, and on clerks here have no pity. But when they have a cent to spend, they go to Kansas City. In Atchison they're treated the most respectful way. While down in Kansas City the clerks all call them 'Say.' And to each other when they're gone, in most sarcastic manner, remark, 'there goes a farmer—I'll bet her name is Hanner.' But the human nature's much the same no matter where you go. And while our dear friends here think our stores so very slow, in Kansas City, her sister or cousin, to say the least, can't find a thing to suit her there, so goes farther East. In Chicago, that big city that is ruled by men from Cork, her sister's sister fails to find anything this side of New York. While in New York another sister—and there are many more than three—can't find a thing to suit her there, and she goes across the sea. In London and in Paris where still other sisters dwell, I really don't know where they go, I hope they go to h—."

## HOW CAN I BUILD UP A CASH TRADE?

Hundreds of merchants have solved this knotty problem to their utmost satisfaction by adopting our splendid "PREMIUM DINNER SET PLAN," the latest and best proposition offered, that will not only GET but HOLD your trade as well. The cost is very slight and will never be more than 2 cents on the dollar, and you get the dollar first.



**\$10.85**

Is the amount for which you receive everything necessary to start this very inexpensive yet most profitable and successful advertising scheme, viz.: 1st. A beautifully decorated, gold stippled, fine semi-porcelain Dinner Set of 100 pieces, worth \$15.00 in any retail store. 2d. 5,000 gummed tickets to give with each CASH SALE of 10 cents or more. 3d. A set of handsome placards, printed in colors, advertising your plan of giving away a Dinner Set ABSOLUTELY FREE. 4th. 500 circulars to be distributed among your own and your competitors' customers. Any information desired will be cheerfully given. Write us today.

N. B.—Our large Summer Catalogue is ready for distribution. Ask for it.

H. LEONARD & SONS, Grand Rapids, Michigan

## LIKE BOY, LIKE MAN.

## Early Days of a Leading Local Business Man.

"It was quite-a-spell-ago," mused the Old Settler while in a reminiscental mood, and he had been telling the Tradesman of the time when, wishing to haul a load to a point on Bridge street near Ransom street, he had driven from Sweet's old mill, by way of Canal, Monroe, Fulton and Ransom streets.

"Go up Bridge street!" he echoed in answer to an enquiry. "Why bless your soul, boy, it was 'no thoroughfare' on that street above Division street in those days. Pearl street had not been opened from the foot of Monroe street to Ottawa street, while Lyon street was a closed door from Bostwick to Barclay streets. Hills! Why they were regular parapets down which we boys used to slide on great sections of turf torn from the verge of the bluffs."

And so the old stone school house, the Union School-on-the-Hill, was brought to mind and in that way, by regular sequence, came the story of the boy who carried the responsibility and performed the duty of ringing the bell that called all the other boys and the girls to that school house.

"He was somewhat of a quiet, studious nature, with just enough of the 'boy' in him to make him a desirable companion and yet with so much of the 'man' in him that at times it was somewhat doubtful whether he was exactly eligible to participate in the games of 'Guard-the-Ship' or 'Pom-pom-peel-away' as the case happened to be.

"His mother, a sweet and gentle soul and a most enthusiastic and successful cultivator of flowers, was at the same time an ideal wife and mother, so that the boy enjoyed from infancy the better influences that make for the building up of aesthetic tastes; while his father, sedate, almost gloomy, but very far seeing and forceful as a business man, was most exacting in the cultivation of habits of industry, caution and thrift, all for the benefit of the boy.

"Naturally enough the boy developed a dual nature. He was fond of handiwork and many a triumphant water-mill did he put in operation in the rapidly running creek that flowed across Commerce street at the point where, now, it is intersected by Island street. He knew much about gardening and was something of a botanist; he became interested in geology and chased all over the hills with his little hammer and with conglomerates as his game; he developed a fondness for music and acquired some proficiency as a performer on the flute. Withal, however, even as a boy, he possessed the business instinct.

"And that reminds me about his ringing the bell," said the old-timer as he packed the burning tobacco more tightly into his pipe. "You see Charley got the job—yes, Charley was his name. What's that? Oh, well, if you must know, it is Char-

ley Leonard—Chas. H. Leonard of to-day, I am talking about.

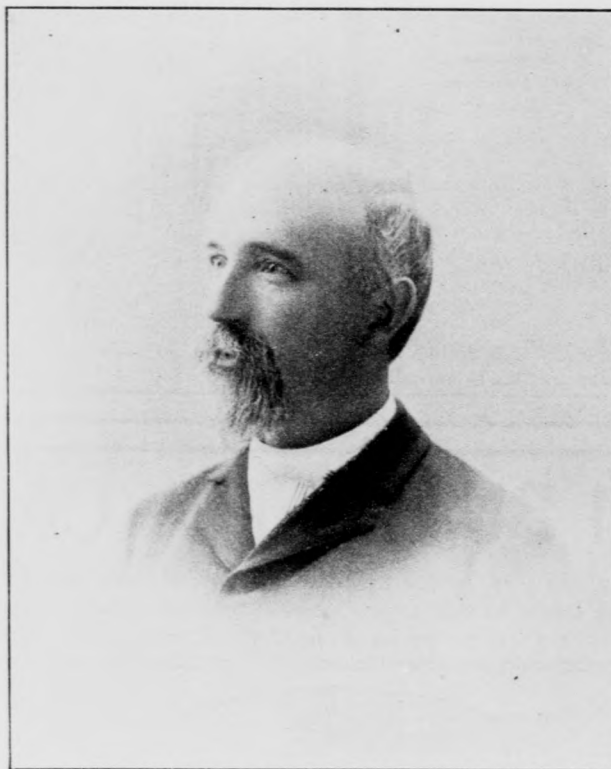
"Well he got the job somehow, I don't know how, and he held it for a long time. It seemed as though he rang the bell for three or four years, but I don't suppose it was so long as that. Anyway he held the job and he held on to the pay he got until he had saved enough money to buy himself a watch. Well, say! He was envied by every boy in school all the time he was the bell-ringer; but when he got that watch, really I suspect that some of us were so jealous that we actually hated him. It was not hate exactly, merely a boyish vagary, a crotchet which disappeared as suddenly as it came, as was illustrated in a memorable episode when the watch played a leading part.

"In those days Ionia street did not extend south of Lyon street. Where

ing case sending back a notice that was fairly fiendish as it flew through the air to finally sink beneath the muddy flood. Charles was no more horror stricken than were the other boys—because in those days one could not buy a good watch for a few dollars.

"What yer goin' to do?" asked one of the boys as Charlie began taking off his boots—we wore boots then—and stockings.

"I'm going to get hold of that limb my watch caught fast upon," was the reply. And he did get hold of the limb, but the watch did not come back with it. Charlie tried to 'fish' for it with his hands, but it was useless. We boys were dismayed, but Charlie at once declared himself. He was going to recover that watch. He had a plan and he asked for help. He was calm, determined and diplo-



now that street passes from Pearl street to Lyon street was a marshy swail—a half-acre that provided a skating park in winter and a frog pond in summer. Shortly after Charley got his watch, Mr. Perkins—father of Gaius W. Perkins—trimmed the fruit trees in his backyard and as there were several boys playing near at hand, Mr. Perkins asked them to carry the tree trimmings across Pearl street and throw them into the swail. The idea caught the fancy of the boys and a racing frolic followed, each boy striving to carry the biggest limb and throw his load the greatest distance out into the water. Leonard got a good big branch across and, exerting every ounce of power he could command, he heaved his load a trifle beyond all previous efforts—but with the bush went his beloved watch, the glisten-

ing case sending back a notice that was fairly fiendish as it flew through the air to finally sink beneath the muddy flood. Charles was no more horror stricken than were the other boys—because in those days one could not buy a good watch for a few dollars. "What yer goin' to do?" asked one of the boys as Charlie began taking off his boots—we wore boots then—and stockings. "I'm going to get hold of that limb my watch caught fast upon," was the reply. And he did get hold of the limb, but the watch did not come back with it. Charlie tried to 'fish' for it with his hands, but it was useless. We boys were dismayed, but Charlie at once declared himself. He was going to recover that watch. He had a plan and he asked for help. He was calm, determined and diplo-

matic about it and so certain of success that presently the half dozen boys, barefooted and with trousers rolled up, were busy building a sort of cofferdam across that portion of the pond where the watch was hidden. Shovels and spades and pails and pans and dippers were brought from neighboring houses and after awhile—a good long while, too—the section of pond that had been dyked, was bailed out and the lost treasure was restored.

was peculiar in this at school. He made a similar record when he began work in his father's store and has continued it from the time he assumed charge of the business begun by his father. His achievement as the head and front, the creator of the present vast enterprise so widely known, is but the fulfillment of the promise of his youth.

"You will recall that I spoke of his interest in handiwork. It was genuine, too. He knew tools and how to handle them. Good at mathematics, he also acquired a working knowledge as to mechanics in general; studied up considerably on architecture, stored away rules and formulae as to strains, stresses and other exigencies in construction; informed himself as to heating, ventilation, drainage and the like. In fact, he has been, always, of a studious nature and so intense was he in this respect that, upon graduation from the high school, he began at once to prepare himself for admission to the University of Michigan, there to complete his equipment for following one of the learned professions. Such a career had been the chief ambition of his mother for her son and it would have been fulfilled had it not been that he overstudied. A long and critical contest with typhoid fever, greatly depleted strength, a very slow recovery and the development, meanwhile, of great need of his services in the conduct of his father's business, combined to divert the young man's efforts and thus he began the business career he has so successfully carried out.

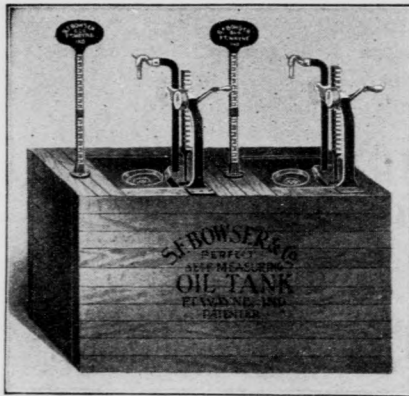
"By the way, did you ever hear the story as to Mr. Leonard's getting into the refrigerator business? No, well it happened this way: In fitting out his home after marriage, he bought a refrigerator—made somewhere down in Indiana. After a time his wife was informed by her servant that it was an absolute impossibility to clean the cold storage arrangement perfectly, and so the problem was put before the husband.

"If there is anything that delights the soul of Charles H. Leonard, it is a problem; a condition dominated by an unknown quantity sends a thrill through his very being and the vibration does not cease until a solution—his own solution—has provided the sedative. And it is always an anodyne to tie to, so far as Charles H. Leonard is concerned. He rarely yields, once he has reached a conclusion.

"And so he tackled the refrigerator problem. Presently he discovered that the ventilating passage or the waste water pipe or both could not be got at for cleaning. They were fitted and nailed and soldered so tightly together into the mechanical entity that servants were entitled to use outre expressions in their efforts to produce cleanliness throughout. It is tradition that when Mr. Leonard realized the nature of the problem and simultaneously its simple solution, he laughed so boisterously and so continuously that grave alarm filled the minds of the household.

"Whether or not this is true is of

## The Loss of a Gallon of Oil



DOUBLE TANK

### BOWSER OIL TANKS

ARE A  
POSITIVE ECONOMY

THEY SAVE OIL, MONEY, TIME AND LABOR. THEY PUMP GALLONS, HALF GALLONS AND QUARTS AT A STROKE. THEY ARE NEAT, CLEAN, HANDY, AND ENFORCE ECONOMY WHETHER YOU WILL OR NO. LET US TELL YOU MORE. IT WILL COST YOU BUT A CENT. Ask for Catalogue "M."

**S. F. BOWSER & CO.**  
Fort Wayne, Ind.

Will not make you poor, but it is equivalent to losing the interest on a dollar for a year. Many lucky people who live in "Easy Street" are enabled to live there because they look carefully after the six or eight cents of interest each dollar brings yearly. Can you afford to look less carefully after your interest money than the inhabitant of "Easy Street?" You may not have money to lend, but you have oil to save, and when you have saved a gallon of oil that would otherwise have been wasted, you have as surely collected your interest as though some one had paid you six or eight cents for the use of a "Daddy Dollar" for a year.

## Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

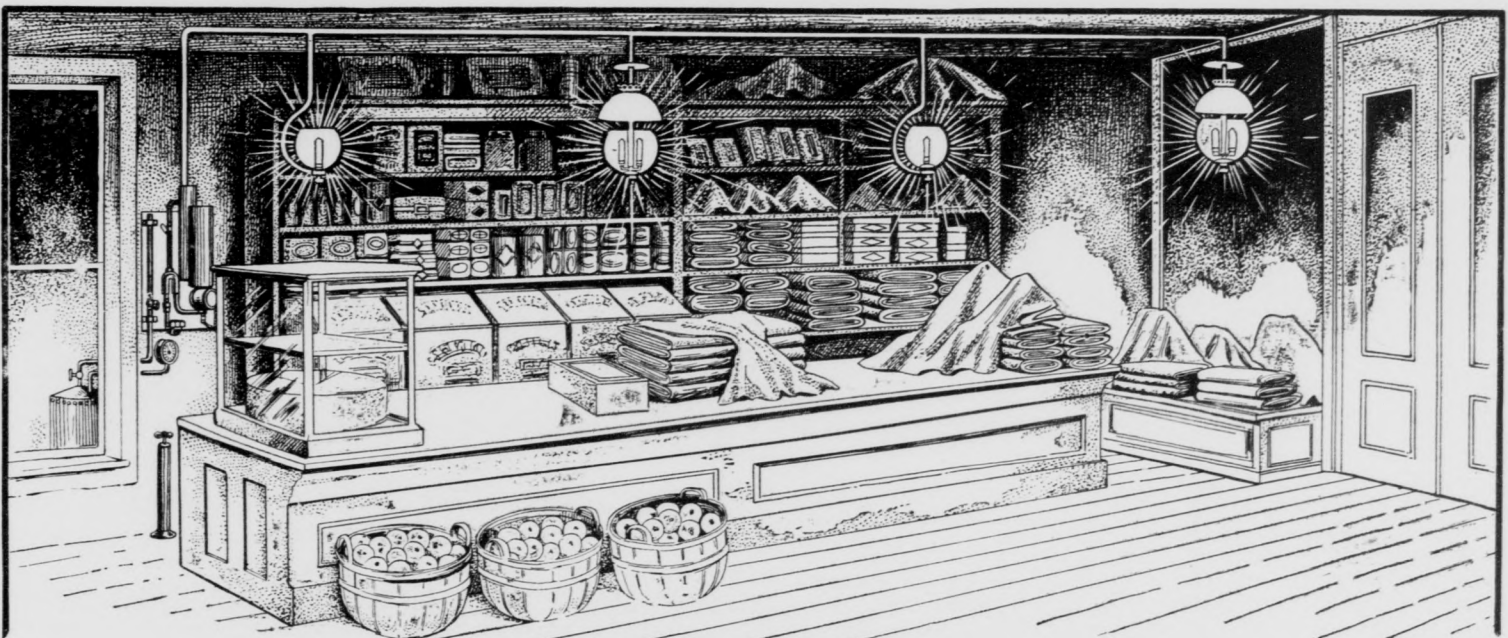
### WHY?

They Are Scientifically  
**PERFECT**

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Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

# 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.

**Perfection Lighting & Heating Co.**  
25 Michigan St., CHICAGO, ILL.

F. F. HUNT, Michigan Agent,  
17 South Division Street, GRAND RAPIDS, MICH.

little moment, but certain it is that within less than a week Mr. Leonard had given an order for the construction of a refrigerator according to plans and specifications of his own, wherein movable, adjustable chambers, pipes, shelves and all the rest, were prominent. And from this beginning has been evolved the great factory and its superb business, that have proved so profitable to their originator.

"A native of Grand Rapids, Charles H. Leonard is a most loyal citizen and his faith in the future of his birth town is absolute. That he is a valuable citizen is evidenced by the several very large enterprises of which he is the head. That he is respected and trusted by his fellow citizens has been demonstrated over and over again where, as an enthusiastic leader in some public measure or as the originator and supporter of some needed step forward in the interests of the city, his record has been, invariably, one of honor and excellence."

#### Positions Hungry For Good Men.

Has there ever been a time when opportunities hunted so hard for someone to grasp them? Was greatness ever trying harder to thrust herself upon the right man or the right woman, than to-day? What is the import of these meetings and dinners held by these large business houses, which we chronicle in every issue? Is it charity? Is it because the world has advanced so far that each man is living for others? Is it not, perhaps, that the competitive spirit of this strenuous age is drawing men more together for their mutual protection and the advancement of their common interests?

We hear that competition was never so keen as it is to-day. Is this a fact? In some lines there is no question that margins are closer and competition more insistent and unrelenting than ever before. But this is what makes the opportunity for good men. Virile men grow strong through the obstacles with which they contend. Great strife makes great opportunity and develops the forces which dominate the world.

In talking with the head of one of the departments in a large city store, he told us that one of the hardest parts of the business was to get good men. What we need to make a success of our business is men willing to devote some time and thought to what they are doing. It would seem as if the great bulk of people are only thinking of amusement, or how money can be made without work. Mention any line you wish and name the successful men in that line, and you will find that their one thought is to make a success of whatever they are trying to do. They gather around them people who are interested by the mere enthusiasm they display in their work. It is not work, they make it pleasure.

It makes no matter whether we are learning to be prize fighters, lawyers or merchants, whatever line we choose we must give ourselves up to that work. The day of learning a little of everything and not much of

anything is past. To know one thing well is to be assured of success, the greatness of the success being measured by the brilliancy of the individual, but no matter whether brilliant or not, if whatever he does he thoroughly understands he is assured of a certain amount of success.

Employers are watching every move and endeavoring to raise up men capable of filling responsible positions which every business has to offer. Competition is just keen enough to stimulate this want of good men.

#### Elements of Success.

The following extracts were taken from an informal talk to young men given by John G. Shedd, head of Marshall Field & Co.'s wholesale store:

"The dry goods and department stores of the present day require more than a stock of goods and wares to sell. Character is the best commodity a merchant can carry in stock. Three other things—I always think of them as the three P's:—Patience, Punctuality and Perseverance, should be a part of every merchant's stock in trade.

"Truthfulness is another strong factor of success in the mercantile world. The young man entering upon a career of this kind as well as any other should shun bad companions, bad habits and bad language. His aim should be high and nothing should deter him from the highest effort toward that aim. For a young man of character, energy and push, the mercantile world offers an excellent field.

"The modern wholesale dry goods house is the highest point in merchandizing. It is to the business world what the college is to the educational world. It requires a specialist at the head of every department, and in reality these department heads direct the business. The majority of these men began at the bottom and by earnest effort have risen to the heads of their respective departments. The success of a wholesale house depends mostly upon thoroughness and to insure results there must be an expert at the head of every line.

"The mercantile business is a profession, and while it may not bring to its followers the same amount of fame and glory that other professions sometimes do, in a financial way its rewards are greater. Among the qualities tending to help a young man onward in this field may be mentioned loyalty to his employer. The man who believes in his employer's judgment and ability and uses every effort to further his employer's ends is on the high road to success. If he can not believe in his employer he should waste no time in finding one in whom he can believe."

#### A Calling Clock.

A new calling device is being introduced in hotels, where guests require to be awakened at special times to catch more or less early trains. A clock is set up in the office, and is so constructed that it can be made to give a calling ring in any room at any time; it can be set to the required times, and it will do its duty faithfully, without oversleeping itself, as porters and others sometimes do.

## If Suffering

From headache, neuralgia, toothache, sleeplessness, mental fatigue, rheumatism, gout, biliousness, bowel trouble, cancer or paralysis, you should try a

### WIRELESS SUN GLOW BATTERY



It will cure you or we will refund you the money.

Our introductory offer to subscribers and friends of the Michigan Tradesman: Send us \$5.00 and mention the Tradesman, and we will send you, express free, one of our Wireless Sun Glow Batteries, regular price \$7.50.

This offer is only good for 15 days from date. Act now, not tomorrow.

Remember, we guarantee it to cure you or refund money paid. Order one or write for our booklet of testimonials and full information. It is free.

References as to our responsibility and integrity: Bradstreet's Commercial Agency, Old Detroit National Bank, Peninsular Savings Bank, Commercial Credit Co., all of Detroit; also Commercial Credit Co., of Grand Rapids, Mich.

If in doubt, write them.

**The Wireless Sun Glow Battery Co., Ltd.**  
603-5 Majestic Bldg., Detroit, Michigan.

Reliable Agents Wanted Everywhere---Good Inducements

## 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

USE  
THE CELEBRATED

# Sweet Loma

FINE  
CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

**HANK SPREET.**

**How He Learned Patriotism in the Store.**

"Are you going to shut up shop Memorial day?" asked Eli Grasslot.

"Yes, during the exercises at the burying ground," replied Hank Spreet.

"You hain't overly patriotic, are you Hank," put in Bill Blivens, "or you'd shut up all day."

"To shut up all day, Bill, would pretty near kill some people and maybe you think that I'm that way; but that ain't the reason this store will be open Memorial day. Heaven knows I'd be glad enough to take a day off, seeing as how I haven't had one in thirty years, and then I would be willing to shut up, too, for patriotic reasons, because there ain't no man that loves the good old flag any better than your humble servant; but the fact of the matter is the people of Kelly Center are so blamed improvident, as the minister calls it, that if I should shut up this shop on a Friday night and let her stay shut until Monday morning, half the people in Kelly Center would be starving to death. They never seem to think to lay in a supply ahead."

"You may love the good old flag all right," sneered Bill Blivens, "because you can sell that muslin kind at about 30 per cent. profit on the dozen, but I never seen your patriotism working over time. Where was you when the war was going on, anyhow, Hank?"

"I was running this here grocery."

"Well, a grocery ain't much of a place to learn patriotism."

"Oh, I don't know," replied Hank, shifting to an easy position and beginning what proved to be the longest discourse he had ever delivered to the Kelly Center Debating Club, "I don't know. It seems to me I learned a little patriotism 'round this place. Father, you know, raised the first company that went from this section to fight in the great rebellion. That was in '61, and I guess there wasn't any company got down to the firing line any quicker or was more willing to go."

The grocer's voice dropped as he fell into a reminiscent mood.

"Seems to me it was only yesterday, though I was nothing more than a kid then, and I have only got to shut my eyes to see father there in the kitchen with his arm round mother bidding her good-bye, with tears in the eyes of both of them and father never saying a word about hating to go and mother never saying a word that he ought to stay. And then when they marched away with father at the head of the company how mother stood at the gate and I could see the pride in her eyes trying to crowd the sorrow out of her heart. Kid as I was, I knew what it was for a wife to give up her husband in a time like that. I guess I learned a little patriotism in them days."

"And then came the news from Champion Hill. Why, that's just about forty years ago to-day—the battle, it seems to me, was on the 16th of May in '63—and the news came that father had fallen in that struggle."

First came the rumor and mother prayed and hoped that it wasn't so and then came the Tribune with his name among the dead and we thought it must be so, for Spreet is a most uncommon name. I guess I learned some patriotism then, when mother used to take me on her lap and tell me and try to explain in just as gentle a way as she could what it really meant. Then came the word that it was a man named Henry Spreet in another company that had died in that battle and that they had mixed it with the name of the captain of Company M.

"And we had no more'n got the news that father was safe and our hearts got to beatin' regular agin when father wrote that letter that his time was up and asked mother's advice as to what he should do, and when I saw mother with the tears in her eyes write back, 'If they need you, re-enlist,' I guess I learned a little patriotism then."

"And the homecoming! To see father limping in with only one leg and just a ghost of what he used to be when he left us here with the little grocery, I tell you that was something that I won't forget. I thought I had had a hard row to hoe for a kid helping mother run this store all through those years of wartime—and running a store in those days was no picnic with men to war and the times hard and money scarce—but to see father just shattered by what he had been through, well, I guess that learned me a little patriotism, especially when I never heard him complain a word."

"Then in '70, when we laid him away up there all worn out and laid his sword beside him just as he had told us to do, I guess I learned what patriotism meant again."

The grocer sighed and a silence fell on the entire assemblage until Eli Grasslot, whose sympathies had been aroused by Bill's attack on Hank and the latter's feeling response, turned to the blacksmith and enquired:

"Say, Bill, what was you doing in war time?"

Hank brightened up and in a more cheerful tone interposed:

"Don't ask embarrassing questions, Eli, and I'll save Bill the trouble of an answer."

"What do you know about where I was in war times," asked Bill sullenly, "you was only a kid, you say?"

"I know, but I have found on the old books here under some time in '63 in mother's writing these words:

"As pa wished in his letter, lent Bill Blivens \$300 to escape the draft."

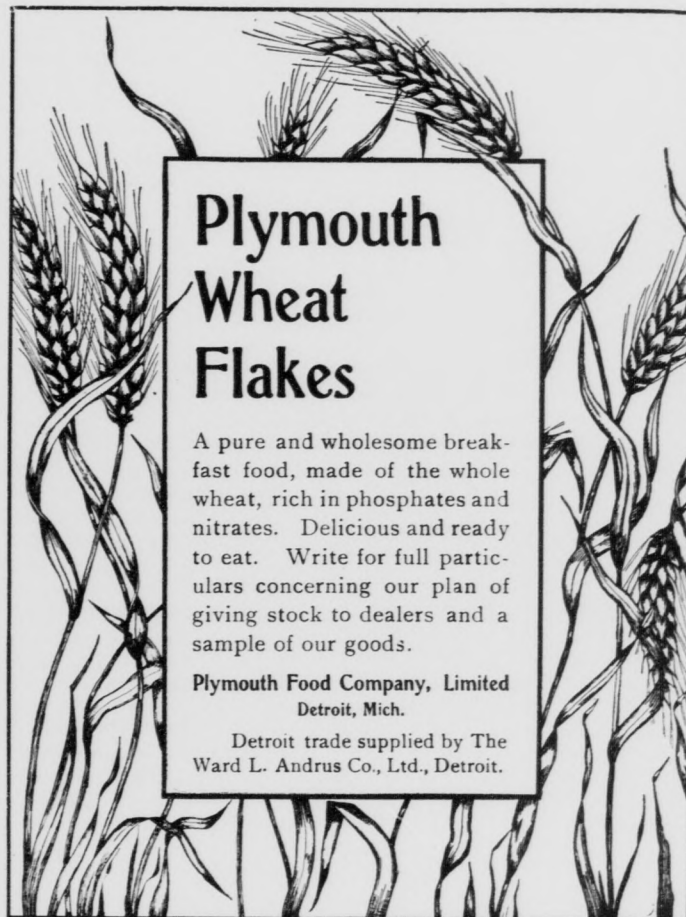
Douglas Malloch.

**Quite Impartial.**

Mrs. Hiram Offen—I understand you to say you're a good, all-round cook; but, of course, you must have some favorite dishes?

Applicant—No, ma'am. They're all wan to me. Oi'm not the koind to be considerin' whether a dish is chape or expinsive whin Oi'm breakin' it.

One swallow doesn't make a summer any more than it makes a drink in Kentucky.



**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.



**The Latest and Best Light Out**

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

Manufactured by the  
**Safety Incandescent Gas Machine Co., Detroit, Mich.**

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**  
AGENTS WANTED EVERYWHERE.

P. O. Box No. 69  
NORTHVILLE, MICHIGAN

## Clothing

### New Neckwear in Gotham.

Amusing oddities in dress are oftentimes seen on the streets, and sometimes on the best dressed of men. On Fifth Avenue the other day a gentleman wearing a black barathra four-in-hand of the broad style attracted not a little attention. Not that there is anything conspicuous about a black cravat, but this was worn over a negligee shirt without a waistcoat, and the conspicuous feature about the cravat was in its beautifully embroidered ends. The writer felt obliged to retrace his steps for a second view of the novelty, as such a tie leaves a great deal to the imagination of its startled beholder on first impression, for the figures standing out in bold relief were in brilliant colors representing Chinese characters. One can readily, in his mind's eye, see a man who is so careless or absent-minded that he has to thus carry his laundry ticket on his neckwear. And yet, as wonders never cease and competition in the laundry business is very keen, some enterprising celestial may have had his laundry tickets embroidered on cravats and presented them to his customers to insure against loss and the oft repeated argument, "no tickie, no shirtie."

The three-toned weaves, without patterns, are coming in, and are shown as exclusive and the latest foreign importations by a few of the smart shops. They are in dark warps illuminated with shot colors peeping up between the ribs and make up very rich in the tied scarf. With a view to learning if the ribbed weaves in iridescent colorings were coming in for a certainty enquiry was made among the domestic mill men, and the assurance was given that this style of cravatings was being ordered for fall manufacture.

A return to Persian, Syrian and other oriental effects in cravatings is likewise indicated by the appearance in the swell shops of fine crepe de chine cravats in printed Persian and oriental patterns and colorings.

The Fifth Avenue furnishing stores are also showing a pretty collection of ottoman as well as various other cordlike weaves in their latest novelties. These, it is said, are only shown now to customers who desire to place their orders before leaving for Europe or the seaside for the summer months, so that they will have the newest creations when they return in September.

### Women Wearing Men's Styles.

There is nothing apparently new in the fact that women are wearing men's wear fabrics and that this season the sturdier materials, designed and fabricated principally for men, have entered into women's apparel in greater quantities and variety than formerly. The fair sex have taken to Irish and Scotch homespuns, tweeds and coverts, and are wearing them in full street costumes and jackets. Yet, not satisfied with adopting men's materials, they are simulating their fashions, and the well-dressed miss of the metropolis

may be seen daily upon Broadway or Fifth Avenue, or in the shopping district, attired in top coat of covert, the cut, shape and fit of which are exactly similar to men's. We have not in mind the tight-fitting jackets, with their multiple strap seams crowding each other on the back of a short form-fitting jacket or coat, but the tulle English box top coat, so much the vogue for men this spring. For women they are cut equally full, 32 inches in length, strap-seamed or plain sewn, as the case may be, with several rows of stitching about the bottom and the sleeves. They are very full in the back and front, falling loose from the shoulders. Now that the weather has become warmer these top coats are being laid aside and milady appears in an English cutaway or morning coat fashioned and made just as the men's are, three-buttoned cutaway in the front from the waist seam to the bottom and rounding to the side. They have narrow collar, long-roll narrow lapels and two side pockets with flaps and a breast pocket. The fabrics are homespuns and tweeds with a skirt to match and a fancy shirtwaist.

Does the appropriation of coverts, homespuns and tweeds by women in garments so closely following men's fashions indicate that they will be less favored by men next spring? Seeing these materials so conspicuous, if not common, in women's apparel is likely to leave its impression upon the masculine mind, which will certainly not sanction anything in his apparel which is likely to be popularized to the point of effeminacy. It is a matter worthy of consideration and will undoubtedly carry weight in planning for next spring.

### Popular Trinkets.

With the coral and turquoise bead chains, which are the privileges of youth, are some short neck chains in thin gold, whose finely woven strands and locket pendants imitate the charming styles of long ago. The prettiest of the lockets, which are flat and thin and round in shape, are merely engraved. The chain upon which they are worn is the merest thread, and so big is the ornament that it often suggests a watch which has been ironed out. Again, you think the girl must have inherited her grandmother's jewel box, for upon examination some of these quaint lockets prove to be genuine antiques. Pendants more popular and more numerous than these are small gold and turquoise heart lockets and crystal and jade medallions. A charming oval jade pendant was set in a green enamelled rim. Links of enamelled and plain gold formed the neck chain.

### Supplants Postage Stamps.

A French postal clerk has evolved a simple apparatus for dispensing with the postage stamp, and enabling any one to get his letter franked after office hours. The apparatus can be affixed to any pillar box; a coin is dropped into a slot, the corner of the letter inserted, and the machine stamps the envelope with the amount paid. All you have to do, then, is to drop the letter into the pillar box for collection.

This cut represents our

## Dickey Kersey Coat

of which we are large manufacturers



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

### Some New Things in Underwear and Hosiery.

Although the consumptive demand for summer underwear has been held back by the weather and the sales have not been as large as they would have been had the past month been warmer, yet there are conditions in the market which indicate that it would be the wisest course for the retailer to hold on to the stocks he has and not sacrifice merchandise to force business. Stocks of light-weight underwear in the hands of jobbers, manufacturers and importers are not large. The domestic mills are not accumulating any goods, as most of them are behind in their deliveries to jobbers, claiming that they have not been able to get supplies of yarns fast enough to keep up production.

Yarns remain stiff in price, and, according to the largest manufacturers of underwear, will materially affect spring values. The mills are not yet showing their new lines, and it is doubted if they have them ready, having been handicapped on their present season's production. Agents announce that prices for next spring will be higher by from 5 to 15 per cent., according to quality. They say it will be easy to get more money on fine goods, but the difficulty they are trying to meet at the mills is the making of balbriggans to job for \$2.25, which will be equal in quality to those made for the present season, and how the mills are going to turn out 6-pound combed Egyptian garments to sell at \$3.50, with the price of Egyptian cotton so well maintained, is a poser.

The foregoing condition of the primary market shows that merchandise for the spring season has a good value. Jobbers are complaining of their present inability to pick up jobs in seconds to sell at low prices, and in this connection it is worth noting that the bargain sales of men's underwear, held this season by the big department stores, have been made up of small quantities of broken lots and seconds. Buyers say they can not get any jobs.

All of this augurs well for next season, and the retailer should feel no apprehension about carrying over any of this stock, as it will not shrink in value. The same argument will apply to fleeces. Any carried over

from last season will be good value next fall. Jobbers are now being called upon to pay advances on duplicate orders.

Jobbers report a very satisfactory amount of business already booked for fall. Balbriggans have taken the general lead, as formerly, and derby knit goods are in a somewhat improved position. Full-fashioned wool underwear is steadily increasing in favor, and the sellers report that they are considering their stocks incomplete without an assortment of full-fashioned underwear, especially in popular and medium-price grades. In cotton goods solid colors and mixtures are taking fairly well, but natural shade balbriggan continues the best.

Domestic lines of underwear are showing marked improvement in trimmings and make, notwithstanding the higher value of yarns. Manufacturers have the fact brought to their attention more and more every season that the merchandise made up in an attractive way requires less talk to effect a sale than plain, unembellished garments. Retailers say that men are getting almost as particular as women regarding their underclothing, and that a little embellishment in the way of trimmings or color seems to take best.

The combination garment is gaining ground with furnishers. There is less prejudice against it than heretofore, and wholesalers inform us that customers who have taken hold of it in the right spirit and properly presented it to the public have found profitable business resulting from such effort. "Retailers should know that every different style of garment they can introduce, that will arouse the interest of their trade and tie additional customers to them, can be pushed with profit," said a wholesaler who has had considerable experience with all kinds of underwear. Continuing he said: "Retailers who are wide awake to their own interests find that some people can be induced to adopt the union suit through its comfort-giving qualities, others through its economy. The summer is a good time to push combination suits. Good quality garments can now be had to retail at a dollar and a trifle less. Why, here is one of your largest outfitters, with several stores in New

York City, who takes one of the windows of his Broadway store and makes a big display of combination suits, one dressed on a full figure. He offers them in a choice of colors and two styles, at less than a dollar, and enters an effective argument, through his window card, by calling public attention to the fact that one comfortable, durable garment can be had for less than the price of two of the other kind. That is what I call good retailing. To many consumers the combination garment is new, and the fact that it might effect a saving induces them to buy."

The season in hand bids fair to become a record one. It is already long drawn out, yet supplementary business continues to grow in volume. There is an interrupted demand for grays and neat effects in clocks and embroidered fronts. Open-work continues in good request for the South, but is not in much demand by trade in and about New York. Black, however, has not been supplanted, and plain black in "veil" lisle and also in silk and lisle and in all-silk grades is in excellent demand in grades to retail from half a dollar up.

Some new things in embroidered effects are being brought out, and have just been introduced to the trade. They consist of medallions, set figures in groups, initials, and even monograms, embroidered on the front of the hose, some just above the instep, and others higher up on the leg. They are novelties, however, and sellers do not consider

### Ellsworth & Thayer Mnf. 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

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.

## PAN-AMERICAN GUARANTEED CLOTHING



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

stands the light  
—it bears critical inspection.

It's all wool and well made, good substantial trimmings, haircloth, linen canvas, every seam stayed—and it's guaranteed.

"A New Suit for Every Unsatisfactory One." We've put the union label on it, too—we can sell better finished clothing now for our old prices.

Men's Suits and Overcoats

\$3.75 to \$13.50.

Boy's and Children's Clothing—a full line from lowest to highest grade.

Every line with a little extra profit to the dealer.

Detroit office at 19 Kanter Building has samples—salesmen have them, too.

And, we're all ready to tell you about our Retailers' Help Department.



that they will in any way cause the trend of demand to swerve from neat ideas in half-hose.

It was thought some weeks ago that the appearance of grays and embroidered fronts and clocks in cheap domestic hosiery would affect the incoming styles of fine footwear, and that there would be a change to "loud" things for fall. But the initial buying shows that grays, blacks and neat embroiderings and clocks remain the choice.

Plaids, large and small squares and novelty vertical and horizontal effects have been brought out for fall, but they are not promising very well as yet.

Fancy cashmeres, in neat effects, with front embroideries and clocks are selling, also cashmeres in leathery shades.

Mixed silk and wool half-hose, in the latest Parisian colors, including wood and leather shades, Scotch mixtures and neat effects generally, are finding favor with the fine trade.

Golf half-hose and long hose with fancy tops are selling for fall in quiet patterns, neat color mixtures being the choice.

Exceptionally good business for fall has been done in sweaters, jerseys and vests. The styles shown include fancy knit effects, solid and mixed colors, there being an unusually wide range of colors for the new season. Novelties in stripes and fancy effects in mercerized patterns have taken well in the West.

Sales of tamo'shanter square and round knit hats for golfing and children's wear have been a feature of the season's business.

Wool gloves for men are doing well, quiet patterns and oxford and black being the best sellers.—Apparel Gazette.

#### Matrimonial Bargain Counters.

Socialists and sentimentalists with a predilection of marrying and giving in marriage are respectfully advised to turn their attention to the department stores, because there is a big lot of that kind of business going on there.

Men clerks and women clerks have the matrimonial habit. They do not say so when they accept a situation, and they go into a shop for the ostensible purpose of selling ribbons and lace and notions instead of getting married, but they are pretty sure to do the latter thing before they get out. Romance is in the air and they can not help themselves. Long hours, carping customers and hurried orders can not dispel it; in fact, they thicken it. What young man with real blood in his veins can look up from a box of suspenders and see the young woman who sells gloves across the way shrinking under the sharp criticism of an irate purchaser without yearning to protect her? Nine times out of ten he does so yearn, and the consequence is he marries her. That does not mean that he quits selling suspenders or that she quits selling gloves. They do not quit. They keep right on at the same occupation, and then by and by they are promoted and live happy ever after.

All things considered, the matrimonial counter of a big store is the most interesting institution in the establishment. Rare bargains are found there, but nothing has ever been marked down below cost price. Such a thing as a reduction of 25 per cent. because of uncertain hair, false teeth or a perishable complexion is unheard of. Everything on that counter is genuine, and the joys accruing to those who select bargains therefrom are immeasurable.

#### Many Neckwear Novelties.

Novelties are constantly appearing in summer neckwear and the demand seems to keep up with the supply of new things. The continued call for broad lace collars and stoles, pelerines and cape ruffs is surprising some dealers. Broad lace collars are maintaining their popularity and a still larger business is anticipated. Washable stocks and ties of all kinds are expected to have a large sale soon. Most of the new models in neckwear have the long jabot ends in various shapes. Embroidery is still popular and bids fair to continue so.

#### Undermuslins Selling Well.

Most retailers now report spring sales of undermuslins well under way. In the garments displayed in the big shop windows there is a noticeable absence of fussiness and elaborateness in the trimmings used. Lace is used on almost all of the garments, but it is put on with little fulling, and has a very neat and attractive effect, which seems to find the favor of the purchasers.

#### Acknowledged It.

Spinks—What made him so mad?  
Winks—He told his wife she had no judgment, and she just looked him over critically from head to foot and said she was beginning to realize it.



### "The Kady"

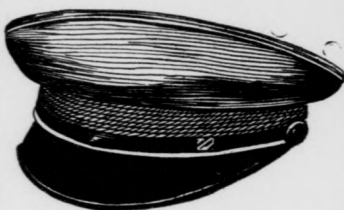
is not only good to look at, but so are Ethelyn, Dorothy, Marie and Maud, "All Queens," and any one ready to come to you with an order of "KADY SUSPENDERS." They are attractive and so is "THE KADY." Send us your orders direct, or through our salesmen, and get high grade "Union Made" goods. A handsome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

The Ohio Suspender Co.  
Mansfield, Ohio

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

## 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.

Michigan



Petoskey  
Bay View  
Wequetonsing  
Harbor Point  
Oden

## 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:

Mackinac Island  
Traverse City  
Neahtawanta  
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.

## "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

## 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.

## SOMETHING NEW

### Coffee Almonds

EVERYBODY EATS THEM

PUTNAM FACTORY  
NATIONAL CANDY CO.

GRAND RAPIDS, MICH

**DEALER HELPS HIMSELF.****In Aiding the Clerk He Advances His Own Interests.**

In recent numbers of the Tradesman, the writer has had something to say about the opportunity ordinarily presented to the tradesman and the clerk, the ambition of the first being to succeed in business and of the latter to succeed in his profession. While the opportunity of the clerk lies largely within himself there are circumstances which he cannot always combat successfully and one such circumstance is the employer who is of no assistance to him but rather a positive handicap in his desire to better his condition.

The opportunity of the dealer is more than simply an opportunity to better his own business and he has not only an opportunity but a responsibility, for the success of the clerk is in a measure dependent upon his treatment of him. He thus has in his hands the fate not only of his own business but of the young man in his employ.

The best way to help a young man under such circumstances is not to help him. The greater responsibility that an employer can throw upon an employee who is competent to discharge it, the more he is helping that young man to fit himself for even greater responsibility. A young man who has been in a dealer's employ for five or six years ought to be able to do things himself. If he does not, he would be a proper man to discharge; for, if after five or six years' familiarity with the dealer's business, he is not intimate enough with its details and not interested enough in its success to be able to share some of the dealer's burdens in the administration of the store, he is a failure as a clerk and a proper man to turn loose to try some other profession or some other dealer.

There are men who, when they leave their store in charge of a man who has been in their employ for years, will take the precaution to lock their safe. It is a little thing, but I have seen it done. No self-respecting man could take this as anything but an insult and if a dealer has had a man in his employ for half a dozen years and in that time has not learned enough of his character to trust him, there has been something serious the matter with that dealer. If he has studied the young man's character and cannot trust him, then he is a very poor man to have doing business with his customers. You want your clerks to treat the public just as honestly and just as fairly as you do yourself; and the man you cannot trust to do you right, you cannot expect to treat the public with courtesy and honesty.

If there is a young man in your store who shows a desire and an aptitude to develop some specialty, that ambition should not be discouraged and not smothered. It may be that his success lies in some particular line of goods or some particular kind of employment in your store. Do not be so foolish as to be afraid of a good employee. There are dealers who are. It is not jealousy that inspires them, but they seem to be

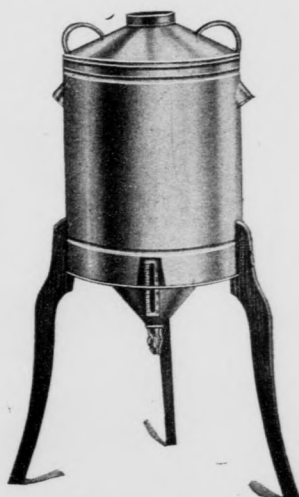
afraid that the young man will get the upper hand and will use his power to increase his own advantage. There are dealers who fear that the clerk will build up a clientele of his own which he will use as a lever to advance his own position and use as a boomerang in case they do not treat him just as they should. That might be true in some cases, but you need not be afraid of it as a general rule.

Very few men expect more than they are worth. When they do you will have no difficulty in detecting the fact and the remedy for you is easy. As a rule it is a self-sufficient man who expects more than he is capable of earning and he is a good man for you to loose.

The clerk's opportunity is your opportunity and just so much as you help him you help yourself. Some man has said that honesty is the best policy, and in those words he has destroyed a beautiful illusion. We had supposed that honesty is its own reward and by that we thought was meant that the consciousness of having done the right thing was in itself sufficient reason for having done it, but the man who says honesty is the best policy, has put a material construction upon a great truth and robbed it of its sentiment.

Yet this is true. Everything that you do to help the man behind your counter increases the profits of your business. Everything you do to make the clerk not the slave of his salary check but an element in the success of your store is helping your case as much as his. The clerk who receives no encouragement, who is trusted with no responsibility, and who is not urged to better himself, is little more than a machine which you pay every Saturday night just as you wind your clock. The clerk who has your assistance and encouragement is contributing to your success because he is interested in his own.

Are you making the most of this golden opportunity, Mr. Dealer? Think it over. Charles Frederick.

**Cream Separators.**

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



## Why Put a Guard over your Cash Drawer? And Not Over Your Bulk Goods?

Can you tell us why some merchants employ a cashier, buy a \$300 cash register and an expensive safe to protect their cash, and then refuse to guard their bins and barrels that hold this money in another form? Just realize this point: The bulk goods in your store were cash yesterday and will be to-morrow. Your success depends on the difference between these two amounts—what you had and what you can get. Now don't you need protection right at this point more than after it is all over and the profit is either lost or made?

A Dayton Moneyweight Scale is the link that fits in right here; it gets all the profit so that your register, your cashier, your safe may have something to hold.

It will *Save three Pennies*  
A postal card brings our 1903 catalogue.  
Ask Department K for catalogue.

**The Computing Scale Co.,**  
Dayton, Ohio  
Makers

**The Moneyweight Scale Co.,**  
Chicago, Illinois  
Distributors



## Shoes and Rubbers

### Sensible Suggestions for Shoe Clerks.

So many clerks are heard to say, "I can't do this, or can't do that," but if they would only try they would find that they could do it just as well as the other clerks. The trouble with so many is that they are afraid to tackle what they think is a hard proposition, when they get hold of a customer who seems a little cranky. They get nervous and go to look for a turn over. The other fellow comes along and in a very short space of time makes a sale. Why is this?

It is because the second clerk has some confidence in himself. If the first clerk had been possessed of that quality he could have made the sale as well as the other. But some are afraid. They fear the customer would go out.

No customer is going to get up and run away if you treat him decently.

Some clerks understand their own ability. Do not get into the habit of fooling yourself, because just as soon as you do you will fool the boss as well. He will begin to think the same as you do, that you are not capable of handling the trade, and pretty soon you will be looking for a job. Just take account of stock of yourself, a sizing up order, as it were, and see how you stand; what you lack, where your faults are and how you make mistakes. Then sit down and think it over. You will soon find that in many ways you can make improvements.

Be yourself, be a man as the Lord intended you should, hold up your head and go at your work with a will. Whenever there is a job entrusted to you don't do it as you please, but as you would expect to see some of the more experienced hands do it. No matter how hard it may seem to you, go after it in a confident way. Any obstacle can be overcome if you go at it in the right spirit; but if you only half try and do not succeed and the boss puts some other clerk onto the job and he goes after it and finishes it up in good shape how are you going to feel? Like eleven cents.

There is not a shoe clerk in the business that can do things any better than you can if you will only put your mind to it and go at your work with a will.

There are so many clerks who underestimate their powers just to save themselves a little work. If the boss asks you to fix up some shoes for the window or try your hand at trimming it, do not growl and say, "I'm no window trimmer," but jump at the offer. You are supposed to work just so long any way, and the more you have to do the quicker and more pleasant will the time fly. Not only that, you are learning something all the time. Your present boss may not always be in business and when you go to a new place you will be obliged to show what you can do, so the more you know the better you

will get along and the more pay you will get.

You will often find in stores that hire a number of clerks that, although some may have been with the firm for several years, they are not getting as much pay as some who have only been lately engaged. The reason is simply this: These clerks who command the larger pay are boys who are not afraid to take hold of any proposition that comes up. They go after a thing with a will and when once they conquer a thing it is easy, and every job of every kind that they master is just so much more assets to their ability. Noticed a case only the other day in a store where a man came in to buy a pair of shoes for his wife. He wanted an extreme French heel and must be patent leather. One of the clerks was serving him, showed him just exactly what he wanted, but the price was five dollars, and the man only wanted to pay three. Well, Mr. Clerk was stuck, so he asked for a turnover. Another clerk was called, and in this case there was no earthly use to show a lot of other shoes, as that man was instructed to get just that style of shoe, so the second clerk found out that the man only had three dollars with him to pay for the shoes and immediately suggested delivering the shoes C. O. D., which struck the customer all right, so he paid down three dollars and the shoes were sent C. O. D. two dollars.

Now, this is only a simple little thing and many clerks who read this will say anybody could do that. No doubt they could if they only would use their think tank. That is what the people said when Columbus discovered America, but why didn't they do it? But this is only one of a hundred little things that happen in



### A Safe Place for your money

No matter where you live you can keep your money safe in our bank, and you can get it

immediately and easily when you want to use it.

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

Our financial responsibility is

**\$1,960,000**

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

**3% interest**

Your dealings with us are perfectly confidential.

**"Banking by Mail"**

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

**Old National Bank,**

Grand Rapids, Mich.



We 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.

## LAST CALL

On the first day of June Bostons, as well as other makes of rubber footwear, advance five per cent. If you have not already placed your order you should do so at once, for you cannot afford not to own your rubbers as cheaply as your competitor.

Bostons satisfy because they fit, look well, and are durable.

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



## Mayer's

### Men's Fine Shoes

Are nobby and up-to-date in style. They are made on perfect fitting lasts. Increase your Men's Shoe trade by adding a line of shoes that will bring satisfied customers back to you.

Write for prices.

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

a shoe store. A clerk to be a success and who wants to be able to command a decent salary has got to be resourceful. Do not let the boss have to tell you what to do every time there is anything to be done.

While out in a suburban town last week I was talking to a shoe merchant in his store. He only had one clerk and the clerk was standing near the door with his hands in his pockets listening to what we had to say. Of course, if this young man had an idea that what we were talking about would do him any good he was perfectly justified in paying close attention, but the point is this: The boss called to him to go put down the awning as the sun was shining on the shoes. Now, why could not this clerk put down that awning without being told? He was nearer to the door than we were, and certainly ought to have been more able to notice the sun.

Some clerks will say, we can't tell just when the sun is going to strike the window. If we could we would not be selling shoes, we would be in the Weather Bureau; but that is only an excuse.

There is no doubt but what that same expression, "Let the awning down," has been repeated in this United States over a million times every summer. Why is it? It is because those shoes belong to the boss, and his mind is on them, while on the other hand, the clerks have other things on their minds and work like automatic machines or one of those Waterbury watches. You have to keep winding them up.

I worked for a very successful business man at one time and he told me that if he had to furnish the brains for his clerks it would not be necessary to pay any salaries. He said he could get a few automatic machines and just pull the string. I guess he was pretty near right.

If you have got brains, ability or know-how-to-do-it ideas and keep these things locked in your cranium, they are not worth two cents. Get them into circulation. Let the people see that you are onto your job. Don't be afraid that some of the other boys will steal your thunder. They may see that you are wise and try and copy after your ideas. Let them do it. When once you get people copying after you it will be unnecessary to worry any more. You can think up other things better than the first. If you conceived the first good ideas you can easily improve on them. Just like a man I personally know who was elected to the State Legislature of Missouri. He framed a law and had it passed to prohibit gambling. This bill put the gamblers in terror. Now, this man was a smart lawyer and when he got through his term in the Legislature he got fees from these gamblers that came in four figures. What did he do? Why he just went into court and showed where there were enough loop-holes in that law to drive a load of hay through. He was onto his job. The idea and points in that act emanated in his brain and he knew where the weak spots were.

It is the same with a shoe clerk. If you spring a new idea and some of the other boys grab it, don't get mad; feel proud and think up another one that will put the other in the shade. Be a good fellow, keep a good front, hold up your head and don't be afraid to tackle anything that comes up in the store, and you will succeed.—Shoe Trade Journal.

#### Experience of a Shoe Dealer Who Changed Base.

I am a retail shoe dealer in a city of 12,000 population. There are six exclusive shoe stores, including my own, with a number of clothing and dry goods stores carrying shoes as a side line. We have a fairly good country trade, but not so large as some cities with the same population. Without attempting to boast, I will say I consider I have the best store in the town; by the best store I mean I have the most attractive, and that I have always kept the best line of goods, and cater for the better class of trade. There are stores in my city which carry a larger stock than I do, but it is more of a miscellaneous order, going into cheaper goods. Some years ago I used to carry a stock similar, but I came to the conclusion some radical changes had to be made if I expected to make a dollar. It seems to me I must have been carrying at least a hundred different styles of men's shoes, possibly more, the same in women's, and an endless variety of boys', youths', misses' and children's shoes; with salesmen who visited my store with a line of goods that appeared attractive, so far as style and prices were concerned, I would place an order, and use my best efforts to dispose of them, but I saw a day of reckoning was coming, and I knew if I were forced to close up my business I could not realize anywhere near what the goods cost me.

How to effect a change was a puzzle to me for a long time until I finally hit upon a plan: First, I inspected the different styles of men's shoes that could be retailed at \$3, \$3.50 and \$4; women's shoes at \$2.50,

#### A Business House Should be Business Like

It certainly is not business like to write business letters with a pen. Nearly every business firm of any magnitude has discovered this some time ago. There are a few, however, who continue to plod along in the old rut.

A Fox Typewriter will change all this for you. It is a very easy thing to learn to operate the machine, and soon becomes a pleasure. The Fox Typewriter is simple, durable,

easy to operate and is the embodiment of more practical features in typewriter construction than any writing machine yet produced. It will last you a lifetime. Our free trial plan enables anyone to try the typewriter for ten days. Let us acquaint you with it. New 1903 catalog free on request.

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



## 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



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.

## The Lacy Shoe Co.

Laro, Mich.

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

## Advertised Shoes

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

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

## REEDER'S WHALEBONE BRAND



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

## A NEW LINE

Made of  
The Purest of Gum

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

Exclusive Sale Given.

Our Men have it on the  
road.

GEO. H. REEDER  
& CO.

Grand Rapids, Mich.

\$3 and \$3.50; these lines I intended to make my leaders. After finding just what I wanted I placed my order for a complete line of each, and then commenced a sale to clear out every pair of shoes I had in stock. I was moderately successful, as this sale was in operation for about two months before my goods arrived. In the meantime, upon the arrival of my new goods, I took every pair of shoes, with the exception of slippers and rubbers, out of my store, to a vacant store I hired temporarily, where I inaugurated a special sale, and closed out every pair. On some of the goods, I made a slight profit; some I sold at cost, and some were sold at a loss. Taken all in all, I might say this branch sale netted me a loss, for the reason I had an extra expense in the way of rent, clerk hire, advertising, and little profit on the goods, but I considered it a good investment.

After removing these goods from my present location, I had my store repainted and fixed up in good shape, and inaugurated a specialty line, selling only men's goods at \$3, \$3.50 and \$4, and women's at \$2.50, \$3 and \$3.50. I kept a few boys' and misses' shoes of the above lines, and an ordinary line of children's shoes, together with men's and women's slippers, rubbers, etc., but I brought 75 per cent. of my stock down to six lines—three for men and three for women. Some of my friends predicted failure, and I must confess I felt a little nervous over the change I was making, but as you will observe, my new departure proved a success. In selecting these special lines, I realized the fact that the matter of profit must be taken into consideration; therefore, it was some time before I could find just the line of goods I wanted which were suitable for my trade at a price which would pay me a fair profit, but at last I succeeded, and the price paid for goods I put in stock was as follows:

Men's shoes, which I sold at \$3 were all Goodyear welts, and cost me \$2 per pair, netting \$1 per pair profit.

Men's shoes, which sold at \$3.50 were Goodyear welts, and cost me \$2.25, netting me \$1.25 per pair profit.

Men's shoes, which sold at \$4 were Goodyear welts, and cost me \$2.50 per pair, netting me \$1.50 per pair profit.

Women's shoes, which sold at \$2.50, cost me \$1.60 per pair, netting me 90 cents per pair profit.

Women's shoes, which sold at \$3, cost me \$2 per pair, netting me \$1 per pair profit.

Women's shoes, which sold at \$3.50, cost me \$2.25 per pair, netting me \$1.25 per pair profit.

I have two show windows, and one I dressed up artistically with men's goods, dividing the styles among the \$3, \$3.50 and \$4 goods, and the other window was dressed up with women's shoes, dividing the styles between the \$2.50, \$3 and \$3.50 goods. The men's window contained a large show card, about 2x4 feet, in a neat, two-inch black frame, on

which was inscribed the following:

#### MEN'S DEPARTMENT.

Three Prices Only

\$3.00, \$3.50 and \$4.00

Goodyear Welt, Up-to-Date Styles

The women's window contained a similar card, bearing the following:

#### WOMEN'S DEPARTMENT

Three Prices Only

\$2.50, \$3.00 and \$3.50

Newest Creations in High Cuts and Oxfords

As I am a liberal advertiser, I used my space drawing attention to the fact that my store was devoted to these specialty lines, and my success was assured almost immediately. I found among my men customers, those who had previously been buying shoes for \$2 and \$2.50 were willing to pay \$3 for a well-made, attractive article, and the same thing applied to women who had previously been buying shoes at \$2, and to whom I found no trouble in selling my \$2.50 line; consequently, I was able to keep a better assortment, a more up-to-date stock, and do business on less capital, avoiding many miscellaneous accounts. The first year, I made an actual increase of over 20 per cent. in my profits; the second year showed a still greater increase, and as I am now on my third year, and my business is growing, I have every reason to congratulate myself on my departure in this direction.

My experience may be rather interesting, especially on account of the size of the city where I am located, and what would apply to a city of much larger population would hardly be a success in a place of 12,000 population, yet I believe if conducted on broad and liberal lines, more money can be made in the manner I am now conducting my store than previously, for I know I can give my customers better value and better satisfaction than with a general miscellaneous stock.—Peegro G. Mantup in Boot and Shoe Recorder.

The roulette wheel is always doing a turn for the better.

## 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

## Looking For a Good Line of Women's Shoes To Retail at \$1.50?

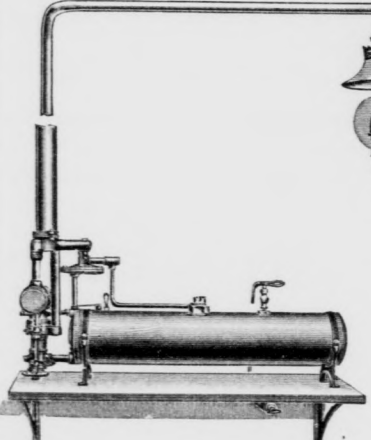
If so, order sample dozens of following:

- |          |  |
|----------|--|
| No. 754  | Women's Dongola Lace, Patent Tip, Fair stitch, 2½ to 8, \$1.10             |
| No. 750  | Women's Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 2½ to 6..... 1.10 |
| No. 754½ | Women's Dongola Lace, Patent Tip, Single Sole, 2½ to 8..... 1.10           |
| No. 2440 | Misses' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 12½ to 2..... .90 |
| No. 2340 | Child's Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 8½ to 12..... .80 |
| No. 2240 | Infants' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 6 to 8..... .70  |
| No. 2448 | Misses' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 12½ to 2..... .80 |
| No. 2348 | Child's Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 8½ to 12..... .70 |
| No. 2248 | Infants' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 6 to 8..... .60  |



**Hirth, Krause & Co., Grand Rapids, Michigan**

## 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.

### THE BUYER.

#### His Duties Are Manifold and Arduous.

It is needless to say that the duties of a buyer are arduous. There are details and countless other things which require his attention almost every minute of the day. His time and attention are diverted from one thing to another, only to be interrupted by trivial matters, which could be well performed by others; yet as the recognized head of his department, he is always sought after.

Upon his arrival at the office in the morning the mail usually occupies his first attention, requiring careful perusing and proper classification, and consisting mostly of invoices, letters, etc., notifying him of the rise or fall in prices, or of some good drives that an anxious house has to dispose of. Then there are answers to correspondence, which at times require quick and decisive action, for the loss of a day on an agreed price which has just been accepted may mean a loss to the firm if not taken immediate advantage of. Then there are the trade journals to be looked through, which I claim is very essential to successful buying, for it puts the buyer in touch with the latest novelties and newest creations, as well as the general happenings in all lines.

There are other matters in the mail too numerous to mention which also require the attention of the buyer, and after these are disposed of there is the arrangement of stock and samples, which must be conspicuously arrayed so as to catch the eye of the purchaser, for upon the proper display and the careful arrangements of goods largely depends the sales. Many a prospective purchaser passes an article which might be of interest simply because the sample is in a dilapidated or stock-worn condition.

The buyer's attention is also called to the customer who requires at times the most careful handling, and if the clerk who happens to be waiting on him notices that the buyer is interested in this particular customer he is that much more careful that the utmost attention is given. Then again I have noticed that big customers usually request the attention of the head of a department, feeling that his best interests are served in that way, without disparaging the clerk, who may be ever anxious to serve him to the best of his ability.

Again the buyer's time is devoted to the ordering of goods by mail which requires the utmost consideration as to quantity and number of styles, etc. Many a buyer's position is jeopardized by his lack of judgment in not buying enough of "Overstocking."

Now comes the drummer with his new numbers, which he is anxious to show the buyer, and it is very important for him to see them, for many a good thing slips by due to the impression that it is often in a buyer's mind, "I haven't got time." A successful buyer may not have the time but he will find it. There is a time for everything. A correct system is one of the foundations of success. If you have no system, things be-

come demoralized and it is impossible to make headway.

One of the most important features of a department is the executive ability shown in handling people in subordinate positions. Make them feel that you have their interests at stake, consult with them, get their opinions. Many a good idea I have known to originate from an idle remark of the office boy. Show your subordinates that you respect them and they are bound to respect you and render every assistance that is required for you to make a successful showing. Gilbert Friendlich.

#### Collecting a Mailing List.

Advertise that on a certain day you will give a card, free of cost, to every caller in your store, entitling him to a chance for some prize; make it strong that everybody in your town who comes in, whether he buys anything or not, will get a card. When the people come take down the address of each when you hand out the card; no one will object to this if you tell them it is to identify the winner of the prize. You will then have a pretty good directory of addresses, against each of which you can note the appearance, etc., of the parties. As a further aid to trade, offer, say, a bottle of perfume as the prize, then ask each caller his preference in perfumes. That will give you a mighty valuable list of individual preferences if you work it up.

A minute's silence has brought brought greater rewards than an hour's talking.

### Everybody Enjoys Eating Mother's Bread



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Made at the

#### Hill Domestic Bakery

249-251 S. Division St.,  
Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

We ship bread within a radius of 150 miles of Grand Rapids.

A. B. Wilkink

### "BEST OF ALL"

Is what thousands of people are finding out and saying of

### DR. PRICE'S TRYABITA FOOD

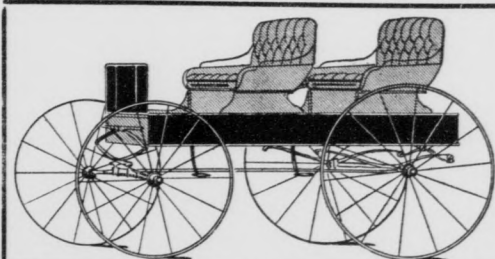
The Only Wheat Flake Celery Food



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

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

Price Cereal Food Co., Battle Creek, Mich.



### WHEN IN NEED OF VEHICLES

OF ANY KIND

Investigate our line before going elsewhere. They are built on the principle that it

is better to have merit than cheapness in price.

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

Write for our illustrated Catalogue and Price List—A pleasure to send you one, so write.

ARTHUR WOOD CARRIAGE CO.,

Grand Rapids, Mich.



### THE IDEAL 5c CIGAR.

Highest in price because of its quality.

G. J. JOHNSON CIGAR CO., M'F'RS, Grand Rapids, Mich.

### Cheap as Dirt, Almost

50,000

DUPLICATE ORDER SLIPS

### Only 25 Cents per Thousand

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

### THE SIMPLE ACCOUNT FILE CO.

500 Whittlesey St., Fremont, Ohio

## Woman's World

### Rawness and Unripeness of Sweet Seventeen.

By some strange tradition of the poets romance has always circled about the age of sweet seventeen. Various epochs have, of course, held various ideals of beauty, but nothing is more remarkable than the variation in the age of attractiveness in women, which has risen and fallen with every tide of history. It has been every nubile year that is possible, from the maiden of bashful fifteen to Cleopatra, ripe and rare, of forty summers. Scarcely three generations ago, to have passed into the twenties without securing a husband was to have confessed yourself a failure whereas now the proper age of wedlock seems bent on shifting to the farther side of thirty.

Mr. Ruskin used to encourage young men in marrying as hurriedly as possible, in which case, of course, the youthful maiden would necessarily be in request, but the tendency of modern times is against the habit, and, while men keep their freshness until over forty, women consider themselves girls until near thirty. There is some reason in the change, for our ancestors of by-gone generations most assuredly fixed the age limit too low.

"She was past the first bloom of youth," wrote the critical novelist in those days; "she was nearly twenty."

Nowadays we are become familiar with heroines who are grandmothers,

and yet seem as newly opened buds to our delighted eyes. Beauties flourish at three score in and out of print, and fifty may be the prime of life.

There is, of course, an element of exaggeration in this new departure, but on the whole the change of view will help to right a balance which has long been unduly against real maturity.

"No woman," says Du Maurier's petted beauty, "is worth looking at after thirty." To which the answer is pat enough, "Nor worth speaking to before." It is certainly impossible for any one, save her coevals, to talk with "Sweet Seventeen." She is immature and she is raw, and unripeness is not to every one's taste. She is, in effect, as much of a hobbledoy as a young man of nineteen, only she goes by another style and becomes Miss Hoyden. Who recalls that terrible satire of Congreve's? Longfellow wrote of the maiden who stood with reluctant feet upon the brink of womanhood, and a very pretty, romantic idea it is. But it is, I fear, worth the consideration only of boys and old men. Sweet seventeen does not stand with reluctant feet anywhere, although she pretends to do so, but, then, she is always pretending. She faces both ways, like the head of Janus, toward her past and her future and does not know by which to be guided. She has neither ballast nor balance, and, being such, is at once the most dangerous and tiresome creature in the world.

She has not lost the large physical greed of childhood, and will suck chocolates by the hour—in private, while she has already developed all the vanity of the adult woman without its compensations. If she were frankly greedy it would be easy to do with her, for we might pat her on the head and send her into the garden to eat apples.

But she is not. She conceals her appetite, and vaunts herself under the guise of adulthood which she has no right to wear. Her dresses are often long and her hair is often done up, but she remains a calf in her mind and attitude. Sweet seventeen, indeed, is crude seventeen, and neither child nor woman, with the disadvantages and vices of both.

The superstition of sweet seventeen is as egregious as the imposture of her innocence. Sweet seventeen is not innocent, but, on the contrary, knows a good deal more than she is given credit for. At the same time, I will not deny that she is often profoundly ignorant, which is by no means the same thing as being innocent. She is naive, of course, when it suits her purpose and poses as the ingenue.

She is no more an ingenue than the young man of twenty is a rake. Our grandmothers may have been different, although I am inclined to doubt it, but it is certain that the young girl of to-day has about as much innocence as she has knowledge. I find certain objectionable traits belonging to her which may as well be set down, as things have

gone so far, and I have been betrayed into frankness. She is sly, has a most imperfect conception of honor (like all her sex), is fickle to extremes, simple because she can not feel or understand what feeling is, and she is deliberately deceitful.

There is no measuring the untruth of sweet seventeen. Everything about her is a lie—her looks, which promise what they rarely achieve; her demure expression, her feint of modesty, her air of aloofness from material things and her pretense of sympathy and interest. She can not be really interested in anything except herself and her appearance, and she has no sympathy for any one except the bosom friend to whom she thinks she is devoted—for a week or a fortnight.

The young girl has two faces or aspects of conduct, the one for her admirers and the world beyond them whence more admirers may ultimately arrive, and the other for her intimates and familiars with whom there is no need to stand on ceremony and be at the pains of pretenses and artificial cloaks. To see her with her company manners doffed is to be introduced to quite a new animal, which is, as a rule, carefully hidden from the eyes and knowledge of men.

H. B. Marriott Watson.

Even a corset doesn't fulfill its mission unless it has good staying qualities.

Some men pocket an insult by accepting a bribe.

## Another merchant admitted that a cash register would protect his business, but he hesitated about ordering at that time

"I will wait two or three weeks," said he.

We said to him: "Mr. Merchant, your store and your goods are insured, are they not?"

"Yes," said he.

"When you took out the policy, did you tell the agent that you wanted it to go into effect two or three weeks from that time? Didn't you want your insurance to start as quickly as possible?"

He admitted that he did.

"Well now," we said, "if the register will give you the protection which you admit that it will, why wait two or three weeks before securing the benefit of that protection?"

He signed the order.

Every retail merchant needs a "National." Let us send you the reasons why. Fill out and return to us the attached coupon.

A  
Fine  
Booklet  
Posted  
Free  
NATIONAL CASH  
REGISTER CO.  
DAYTON, OHIO.  
GENTLEMEN: Please  
send us printed matter,  
prices and full information  
as to why a merchant  
should use a National Cash  
Register, as per your "ad" in  
MICHIGAN TRADESMAN.

Name \_\_\_\_\_  
Mail address \_\_\_\_\_

NATIONAL  
CASH REGISTER COMPANY  
Dayton, Ohio



Only \$75 for this latest improved National.  
Full size Cash-Drawer, Brass Cabinet.  
392 other styles.  
Fully guaranteed second-hand Nationals  
for sale.

### Perfumes and the Voice.

Girls and others who take singing lessons are experiencing the inconveniences sometimes attached to science's discoveries. Those whose teachings follow assiduously the latest wrinkles from Paris have been instructed that in future they must rigorously abstain from the use of perfumes and the wearing of odorous flowers. Needless to say, many have rebelled.

The new regulation has been evolved by the Parisian professors of vocal music, following the results of certain experiments and observations made by French scientists. According to a well-known teacher of singing, who is endeavoring to make his pupils live up to the new rule, the experiments, which were primarily undertaken at the request of the teachers, have proved that all strong perfumes are injurious to the delicate membranes of the throat.

Not only does this apply to the concentrated essences that come in bottles, but even to the fragrant odors that issue from the flowers themselves. The violet's perfume, according to the experiments made with the laryngoscope, is, perhaps, the most injurious of all, and the wearing of bunches of these simple and proverbially modest flowers has been strictly forbidden to all who are anxious to cultivate their voices.

Prima donnas and other operatic singers have been cautioned concerning the dangers that lurk hidden in their corsage bouquets, and it is probable that they will no longer show their appreciation of the magnificent floral tributes which ardent admirers delight in showering upon them, by ostentatiously nestling their faces among the dainty blossoms, and assuming an air of ecstatic bliss.

After all, to a layman, to whom the discovery was expounded, it really did not seem so startling, and as usual, in fact, the wonder is that no one ever thought it out before. For it is well known that the sense of smell depends for its appreciation upon the tickling effect produced by the deposit upon the delicate membranes of the nose of infinitesimally minute particles thrown off by the odoriferous object.

Some substances smell not at all. That is because they either throw off no such particles, or because the particles which they do emit are not of a nature to affect the olfactory membranes.

Among flowers this is the case particularly. Some have no odor; they fall into the class of substances just described. The smell of others is unpleasant because they throw off particles which are obnoxious to the membranes, and the latter rebel.

The so-called fragrant flowers, notably the rose, the violet and the carnation, liberally tickle the olfactory membranes to a sense of pleasure and enjoyment, although it is worthy of note that some persons abhor the scent of certain flowers that to the majority of mankind seem fragrant.

If, then, these odoriferous particles have such a lively action upon the nasal membranes, it certainly

does not appear strange that when inhaled, as they must be at times, they should have an injurious effect upon the membranes of the throat, which are at least as sensitive as those of the nose. It requires no great stretch of the imagination to conceive that the inhaling of perfumes, therefore, might seriously interfere with an operatic singer's powers, which are so keenly dependent upon the perfect condition of the laryngeal membranes.

### Corsets and Accessories.

Jobbers report the corset trade as rather uneven. A warm day brings out a demand for the medium grades and a bad day a corresponding lull. The call for the higher priced goods does not fluctuate so much.

All kinds of accessories to the corset are becoming more prominent. Sachets, heart-shaped pads to be slipped behind the clasp at the top, long crescent-shaped pads that are tucked inside, following the outline of the upper edge, are attracting more attention in the big stores. Ruffings of pinked taffeta or lousine ribbons are also among the desired accessories. The hose supporter has taken a place as almost a part of the corset and can hardly be called an accessory. Some retailers do not appreciate this, as it does away with a source of profit, but it seems that the attached hose supporter is here to stay.

The call is steady for the long-hip model. Batiste is the favorite fabric just now. Dainty linons, plain and embroidered etamines and grenadines are favored among the better goods.

The output of gold from Alaska and British Columbia this year will, it is estimated, aggregate \$25,000,000.

## Every Cake



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

**Fleischmann & Co.,**

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.



"The Perfect Wheat  
Food"

**Nutro-Crisp**  
The Ready Cooked  
Granular Wheat Food  
A Delightful Cereal Surprise

The choicest wheat prepared in a scientific way so as to retain and enhance every nutritive element. Many people cannot eat starchy foods. Nutro-Crisp is a boon to such and a blessing to all. The school children need generous nourishment. Give them Nutro-Crisp. A "benefit" coupon in each package.

Proprietors' and clerks' premium books mailed on application. Nutro-Crisp Food Co., Ltd. St. Joseph, Mich.



IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's  
best ones, that call for

# HAND SAPOLIO

Always supply it and you  
will keep their good will.

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.

## Hardware

### Some Modern Methods and Future Dangers.

It has been my observation that the dangers of the large majority of the hardware merchants of to-day is in their modern methods. The average hardware merchant is not in pace with the times. I believe I am cent of them are endeavoring to methodize or systematize their business to meet present requirements. We can enter some stores, which we frequented when boys, and find the appearance of things unchanged. We can even find the same old bench with our monogram still there as we clut it with our pen knives, the same old stove never polished, the bowl cracked, two bricks for one leg, a chunk of wood for another, the pipe sagging and apparently never dusted off, the windows not cleaned for years, unless providentially a miscreant threw a stone through one and the owner was compelled to put in a new glass, and if it happened to be a two light window, the old glass remained uncleaned. It shows signs of many fly conventions and the resolutions passed are still in evidence. The saw-dust box near the door to take the place of a cuspidor has become caked hard and should have been sold to a wood splitter long ago, who could have put it on a handle and used it for a maul.

The show cases are unkempt, never polished, never cleaned, and the contents have the appearance somewhat of a junk shop; the counters are untidy and covered with goods that belong on the shelves or floor and the part of a counter that is not covered with goods is covered with loafers or, perhaps, is so dirty that it is not attractive to a loafer. The shelving is the old style, ten inches wide and twelve inches apart, and goods piled into them promiscuously regardless of their proper location or appearance and the same kind of goods in several places, groceries mixed with paints, hardware with canned goods, notions with strap hinges, etc. The drayman has left the last shipment just inside the front door, where it remains until someone asks for some of the goods. The boxes are broken open with a hatchet, the hatchet and the splinters are left lying at the front door, the customer is given his goods, but the invoice is not checked off for several days thereafter, and the merchant reports a shortage to the shipper and a tracer is sent out after this shipment and follows it to the very spot in the front part of the store room. The merchant is proven careless or unreliable and, in such a case, he is both.

I called on a merchant recently who at one time conducted a thoroughly good business. I am told, however, that it was not his fault, but that of a good employe that he had a good business. When I was there the store was well filled with goods, but I saw at once that it needed somebody that knew how to conduct the business. Let me describe his place of business: The floor of the store

room was about 24 inches above the sidewalk and there was a soap box with one broken board in it for a step; this box tilted with everyone who entered the store room. I made no complaint because I thought that, if a thousand or more others had preceded me and the step remained unsafe, a complaint from me who might never enter the door again would not have much force. As I entered the store, I found a congestion of goods around the front door. I could hardly get in as I passed someone going out, supposedly a customer, and he was no larger man than I am. The room was about twenty feet wide and sixty feet long, both sides being shelved. To the right as I entered and on the floor were open kegs of nails, some with smoked hams sticking up out of them, another with a bunch of smoked sausages in it, another with some codfish in it.

On the opposite side of the aisle crowded in close together regardless of size or shape, heating stoves and cooking stoves, and the tops of them, almost literally covered with merchandise of all sorts, such as horse blankets, harness, chicken feed, hog cholera cure, hoes, shovels, and such kindred articles that go well with stoves. I went back into the store a short distance to the proprietor's headquarters; he had a desk about two by three feet, but the space left for his work was about two or three inches, the remainder of the desk being trimmed somewhat similar to the stoves. Adjoining the desk was a show case which had a front glass broken out and evidently had been broken for months, or perhaps years, for the proprietor reached through the broken glass to take out an article

### C. C. Wormer Machinery Co.

Contracting Engineers and Machinery Dealers

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

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

### Things We Sell

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

Weatherly & Pulte  
Grand Rapids, Mich.

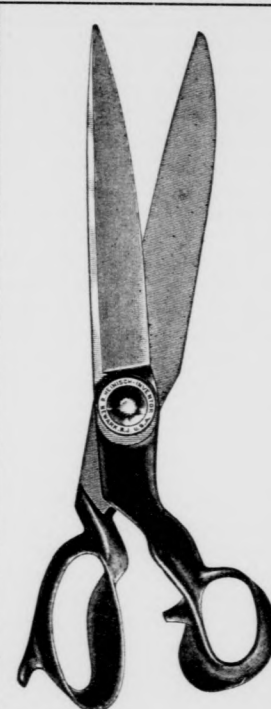
## Why Not Sell The Best

Heinisch Shears have been the standard for seventy-five years.

They have the quality that lasts.

We carry a complete line.

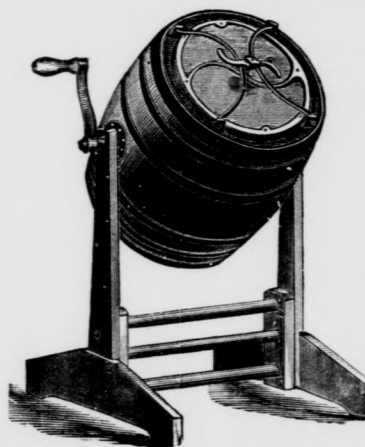
Write for prices or ask our salesmen to show you samples.



Fletcher Hardware Co.

Detroit, Mich.

## 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

while I was there, just as though it was the customary way of getting goods out of the show case. The shelving was well filled with goods, but showed no sign of taste as to arrangement and was put up regardless of where it belonged and in such a haphazard way that the proprietor himself could not to save his life find many of the articles without considerable searching. The whole store bore signs of indolence and neglect on the part of the owner.

I questioned him upon the condition of his business. He at once began complaining that trade was very dull and that his competitors were selling goods so low that there was no profit left, and to get even with the competitor who was a grocer, and had recently put in some hardware, he said he put in a small stock of hams, codfish, sausages, etc., and was selling them at cost. After I listened to his tale of woe, I called upon the competitor and found a very neatly-kept general store. The proprietor was a very gentlemanly fellow, neat and clean in appearance, and had the appearance of being a prosperous business man. Customers were coming and going, the store showed that the proprietor knew his business and that he had no reason to complain about business or his competitors. There was enterprise, energy and ability here, and where these things are found, the complainant has disappeared. I asked him why he put in a line of hardware recently. He replied that there had only been one place heretofore that carried hardware and that the proprietor was a grouchy sort of fellow and independent and had become very unpopular, and that the people were going to the neighboring towns for their hardware. So in order to keep them at home, he added a line of hardware to his other lines and was doing a profitable business and was increasing his stock at every opportunity. I have since learned that the hardware man has sold his business to another party; he wore out his customers and himself; his business dwindled to nothing; he was left to watch over his little pile of mixed up stuff and growl about trade and competition. And nothing was left for him to do but to get out or sell out, which is the inevitable result in all such cases.

This is a modern danger and a modern method pursued by too many of our hardware merchants. This picture is not overdrawn. It is given from actual experience. I dare say that there is not a hardware man who has not witnessed something of the same sort. I hold this case up for the same reason that a man took a snap-shot photograph of a friend while intoxicated, that he might show it to him after he had sobered up, and when he saw his own picture as he looked when intoxicated, he swore that he would never look that way again. He at once forsook his bad ways and soon became a valuable citizen to the community. If any merchant is pursuing any such loose methods of conducting his business, I trust that he will at once resolve that he will con-

tinue it no longer. The future danger signal loomed up before the wine bibber. He heeded the signal and has profited thereby; no doubt averting a serious wreck. The future danger signal to the careless merchant is no less certain and of no less importance and must be heeded or he will meet with wreck and failure.

Sharon E. Jones.

Richmond, Ind.

#### Night Blindness.

Night blindness is a condition in which vision is perfect, or fairly so, in daylight, but fails with the setting of the sun, and is not restored under ordinary conditions of artificial illumination. The sufferer from night blindness can usually see the light of a candle or lamp when he looks directly at it, but he can not read, even when the light is thrown directly upon the page. Usually, however, he sees well in a room lighted brilliantly with electricity, the degree of illumination then approaching that of sunlight.

The cause of night blindness is believed to be an exhausting of the power of vision by too great light, for it occurs mainly among soldiers and sailors in the tropics, who are exposed for many hours to the glare of the sun, and among arctic explorers, whose eyes are dazzled by reflection from the snow. On ship-board it is often associated with scurvy, and persons who are depressed physically or mentally, or in any other way "run down," are more likely to suffer than the strong.

Sailors have a superstition that the trouble is due to imprudence in sleeping on deck in the moonlight, and this belief is embodied in the term "moon blink," by which they call it. The tropical moon is probably as guiltless in this respect as it is in the production of insanity, except that it might act as the sun does, although, of course, in a minor degree, in dazzling an already weakened eye.

The only treatment for night blindness is keeping away from bright light, or protecting the eyes with goggles or a bandage until the exhausted retina has recovered its tone.

#### Practical Arithmetic.

A teacher who was trying to instruct her class about the mysteries of addition and subtraction explained that one could not subtract or add unless numbers were of the same denomination, when a little girl said:

"Teacher, can't you take six peaches from four trees?"

#### 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.



#### 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.

#### 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.



#### 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

ASPHALT TORPEDO GRANITE READY ROOFING BEST FOR ALL USES.

#### H. M. R. Brand Elastic Cement

furnished for cementing seams or joints of ASPHALT TORPEDO GRANITE READY ROOFING does not require heating and thus

SAVES TIME, LABOR AND EXPENSE

All Nails furnished with Asphalt Torpedo Granite Ready Roofing are Galvanized and Will Not Rust.

H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.

## LOVE AT FIRST SIGHT.

## A Traveling Man's Short Journey and Its Result.

The sequel to my love story was to have been given in May 13's issue, but an unexpected rush of business for the house for which I travel prevented me from sending the Tradesman the conclusion, so here it is:

We left my dear little "Missie" trudging sturdily down the road about half a mile from New Richmond, where I had hired a carriage to drive from that ugly little hole in the woods to the sleepy little town of Saugatuck, but which is taking to itself quite citified airs of late—since it got the Interurban and its influx of summer tourists from in and around the Windy City.

It was one of the early warm spring days. The forest leaves were almost out and in a few days would be in their glory. The orchards were everywhere dressed in pink and white and the brown limbs of the peach trees were dotted with their shell-tinted blossoms. The cherry trees were all abloom and the air was heavy with their spicy odor. Every creeping and crawling thing was a sunning itself and all Nature seemed to sing with me.

A man notices all these things when he is in love, and I was no exception to the universal rule.

And there was my heart's desire swinging along at a brisk pace, you might almost say within a stone's throw of me.

She had doffed her jaunty little red jacket and thrown it over her left arm, while her right hand grasped the natty umbrella and the foreign labeled alligator skin bag which I mentioned in the Tradesman of May 6.

You can always tell just what kind of disposition a person has by the way he wears his clothes, the color or combination of colors he displays, the way he holds himself, even the way he carries articles in his hands or grasps things, or swings himself onto a street car, or steps into a carriage. There are a thousand and one little things that betray one's inner self to another and, if that other but see with his eyes, the knowledge of human nature thus acquired will be of benefit to him in every undertaking in which he may engage and in every situation in life.

I watched my little girl as she walked along, all unconscious of the close scrutiny to which she was being subjected. I was behind her now and there was no need of the surreptitious side glances of the car, or the bolder ones in the mirror before "Missie" caught my ardent gaze, after which I had beaten the hasty retreat at the sudden stopping of the cars at New Richmond.

I could see by all the little telltale things about her that this young woman was neat and orderly in her habits, immaculate as to her person, was firm without acrimony, generous to a fault, gay in disposition, was artistic as to her tastes and, last and most important, was the fortunate

possessor of a warm, affectionate temperament.

I say "fortunate" because it is true that a person endowed with this attribute—although on account of it he not only may but will have a more tempestuous voyage through life—enjoys every phase of existence, mental or physical, a thousand times more than he of the phlegmatic turn of mind and the calm, unruffled heart.

So give me the man or woman of the turbulent nature, the one who enjoys life to the utmost—who never does things by halves and has the enthusiasm of youth.

At the end of such reflections as these I had ridden up to within a few rods of this girl who appeared so thoroughly to come up to my feminine ideal in every particular. She seemed unconscious of my approach. The horses were light of foot and the wheels sank deep in the soft damp sand, so that there was no noise to herald the coming of one who—well, in fact, the coming of a man who had vowed within his heart that this lovely girl should be his—his in body and soul; who had sworn to himself that he would make her his wife in spite of whatever, whatever obstacles Fate (Kismet) might hurl in his pathway.

As I came up beside her she started, almost stopped, turned around to meet, the second time, an intruder on her thoughts and to meet, the second time, something in a look that again died the ivory of those pretty round cheeks a brilliant hue.

By now I was alongside. It did not require much manipulation on my part to keep the horses at an even gait, so that "Missie" and I were really what you might call "neck and neck."

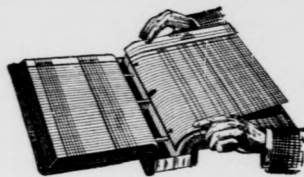
Well, now wouldn't such a condition, to the casual observer, look extremely foolish?

Here was a lady—any one could see she was that—trudging along in a difficult road, and a gentleman—this is no flattery to myself but the honest truth—driving along this self-same road at her side. Any country

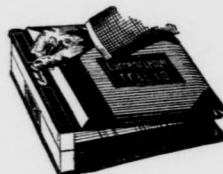
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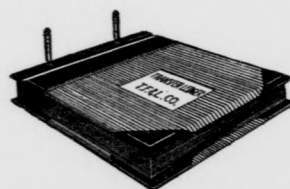
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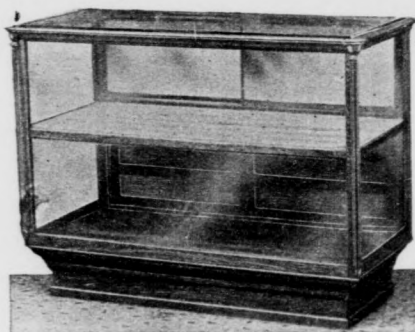
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bumpkin would have enough courtesy to ask her if "she didn't want to ride a piece, seeing she was going the same way." Why shouldn't I? I would.

And did. Fate had really thrown us two together, and I mentally told Fate she could "go hang" if she didn't help me out in this affaire du coeur.

As I said in Chapter I, the girl's black tailor-made skirt was of short walking length, so it was no inconvenience to her in walking; but at every step she took she sank into the soft moist earth and her trim Oxford ties were losing the pristine freshness which was a delight to the eye—my eye—on the train.

I resolved to make this an excuse for addressing her.

"Good morning, Miss," I began, not without the shadow of a tremor in my voice, at the same time slowly "reining my steeds," all the world just like the hero in a fairy tale. "Wouldn't you like to get in and ride a ways? We seem to be going in the same direction, and keep just about so far apart all the time, and it really seems a pity for me to be riding along in a carriage and saving my shoe leather while a lady is walking alongside and spoiling her nice new Oxfords in the dirt."

The blush at my greeting had hardly died away when another appeared to take its place at this reference of a personal nature.

The horses stopped now at my peremptory bidding and I awaited anxiously the result of my manoeuvre.

The young woman hesitated, then stopped as suddenly as had the horses. She glanced up earnestly into my face like a child, looking me squarely in the eye with those dark ones of hers, without reserve and with the good common sense of the fine little American girl she was.

"Well, sir," she replied, with a frank air and a bright answering smile, "it might look foolish to spoil a pair of new shoes when one could just as well save them; but really, sir, I don't know you—you are an utter stranger to me."

"Yes," I said, deprecatingly, "there is no denying that, but, notwithstanding that fact, I wish to assure you that if you accept my offer" (how I wished from the bottom of my heart it had been an offer of that and my hand!) "you shall not have cause to regret it."

Then I added, smilingly, and with a bow of grandiloquent solemnity, "I assure you, Miss, I am a gentleman of the deepest dye."

"Missie" laughed half yieldingly, and at this I wound the reins around the whipstock, jumped out of the carriage and stood beside the pretty girl.

Say, boys, she did look "just too sweet for anything," as the girls say, and I could have hugged her good and hard right then and there.

But I didn't.

In the first place, it wasn't the proper thing to do—I'd just told the girl that I was a gentleman—and, in the next, I should probably spoil any chances to make a favorable impres-

sion on her. So for these two very good and sufficient reasons I refrained from following the dictates of my feelings.

Well, when that dear creature confidently put that little white hand of hers in my big one for me to assist her into the carriage I was that flustered I nearly dropped her to Kingdom Come.

The touch of that soft little hand sent a thrill up and down my spinal column, but I flatter myself that I succeeded in preserving an unperturbed exterior.

We fell easily into conversation and the time began to fly all too swiftly. You better believe I made the most of that old wet sand, and I spared those horses until sometimes they came almost to a standstill of their own accord.

I guess there weren't more'n seven things under the canopy that we did not talk about: the sun, moon and stars—possibly; love—of the most impersonal variety; hatred and indifference, and, at last, as I was mighty 'fraid I'd never see the girl again—well, boys, I "just up and popped the question."

I told her all about how I couldn't, for the life of me, keep my eyes off of her reflection in that mirror on the train, and she told me she knew it all the while I was looking at her. Did you ever! Well, don't the girls just beat the Dutch any way, by Jinks! I said a lot more along this—to me—interesting line, and, say, boys, then I tried to take her hand and leaned forward to kiss her luscious red mouth.

Hully Gee! then there was a scene. She tried to snatch her hand angrily from me and she leaned so far over away from me that she almost fell out of the buggy. I grabbed her just in the nick of time or she would have landed with a dull thud in that brown earth at the roadside.

It almost seemed as if those horses divined the condition of things, the way those fast roadsters mugged along.

When I attempted to take the girl's

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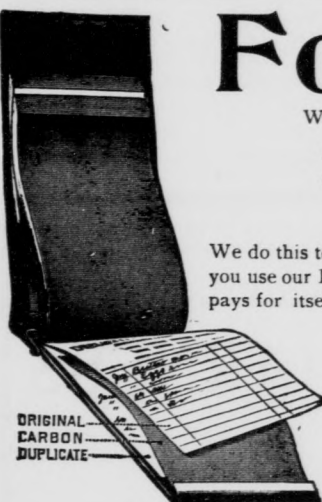
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hand, as I say, she drew it fiercely away, with the excited exclamation, "Why, sir, you don't understand! I mustn't listen to such love-talk from you—I can't have such talk. You must not say those things. You do not understand," she repeated.

"I do understand—I understand everything. I understand that maybe our acquaintance isn't strictly according to Hoyle, but I understand, also, that I love you with all my soul; and you are to be my wife if I have to walk from here to Jericho to win you."

"No," she made answer, "I can not be your wife, for," and she hesitated, "for I am married already, and have been for four years."

Well, fellows, you could have knocked me down with a feather! Words can but feebly express my conflicting emotions when she said this.

"Well, darn his shadder!" I said. "He shall pay dearly for being your husband first."

To think that all this time, ever since I first set eyes on her in the car in the trainshed at Grand Rapids, this dear little girl had belonged to another, by what should be irrevocable ties! And, not only that, but had belonged to him for four years besides the few hours since I had known her. Despair and anger struggled for the mastery in my heart and I knew not which emotion was the stronger. Not anger at her, oh, no, but anger that my chance of winning her was now nil.

A long silence fell between us, broken only by the animal sounds around us and the soft crunching of the wheels in the sand.

Then, somehow, the same thought seemed to strike us both and we began to see the funny side of the whole business. She began to laugh and I to smile and the ice was broken between us forever.

I shall not go into all the details of the talk that followed. Suffice to say, I extracted a solemn promise from "Missie" (she was his "Mrs.," but I mean to call her "my Missie" until I died) that, if ever, from any cause whatsoever, she were a free woman, she would at once apprise me of the fact.

\* \* \*

Readers of the Tradesman, all this happened just exactly three years ago this very month of May—in fact, three years ago this very day that I write. Truth is ever stranger than fiction, and when I tell you that the coming June I am to lead that beautiful young woman to the altar you will not be any more surprised than I am myself.

It has all been so strange—from that meeting on the train, when chance threw us together, to the killing of "Missie's" husband in a dreadful railroad accident in Illinois—that the whole course of events in this affair seems more like a dream than reality.

I never saw her husband—although, through no fault of my own, I had fallen head over heels in love with his fascinating wife.

That happened a year ago this May and, by the strangest coinci-

dence, just two years, to a day, from which I made his wife's acquaintance.

Well, peace to his ashes. Wherever he is to-day, I do not wish him back.

I had given his wife my name and address, when we parted at Saugatuck, and, although no word ever passed between us during all the months of those two long years, I had kept close track of her, and after a decent length of time had elapsed since she became a dashing widow, I again ardently pressed my suit.

This time I received the answer I had so longed for, and our marriage is set for a day in June.

\* \* \*

Readers of the Tradesman must not think I am violating good sense and good form in giving them this portrayal of my last—positively my last—love affair. If there was the slightest danger of their ever finding out my identity or that of my wife (to be), entirely different matter would have filled these columns to-day and on May 6; but for several years past the lines of my life have lain in the wonderful State of California; and there my wonderful state shall be in the future. My sojourn in Michigan was of short duration, but traveling men, as a rule, are "not so slow," and the time was long enough for Kismet to settle my future for me. Z. Z.

#### Not Encouraging.

He—I was thinking of speaking to your father soon.

She—Yes, papa told me he thought you would.

He—Indeed?

She—Yes, and he says if you truly love me you ought to take out an accident policy in my favor.

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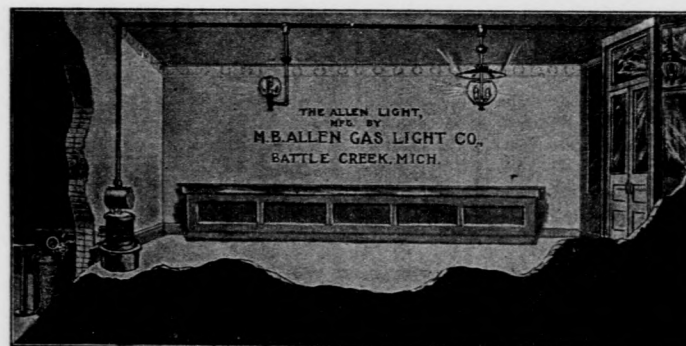
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## HAMPTON INSTITUTE.

## Review of the Good Work It Is Doing.

So much has been said of late about Booker T. Washington and the noble institution which he is building up at Tuskegee that the public is in danger of forgetting the pioneer industrial school for the colored races which trained Mr. Washington for his great work and inspired him to undertake it, and without whose beneficent inspiration the great school in the black belt would not, so far as we can see, be in existence. We are reminded of this by receipt of the annual report of H. B. Frissell, principal of the Hampton Institute in Virginia. This noble institution grew out of the work of General S. C. Armstrong, as agent of the Freedman's Commission, with headquarters at Hampton in 1868, who was the pioneer in effective work on national lines for the uplifting of the Southern negroes. Since 1878, the United States Government has maintained a large number of Indian youths at the institution, the two races getting on perfectly together. The work of the school has grown faster than the income to support it, in spite of aid granted from the Peabody fund and large annual gifts from the benevolent rich. To this school General Armstrong devoted his entire life after the close of the Civil War, until his death in 1893, and led the way to the work which Booker T. Washington is now carrying on, under conditions far more difficult in the black belts of the extreme South.

There were enrolled in the school last year 1180 negroes and Indians, whose work is directed by 129 teachers and directors, who devote their entire time to the school, besides fifty-six who are employed for a part of the time. The last summer school was attended by 451 teachers from fifteen states, and in the industrial classes in the neighboring counties, under the supervision of the institute, there were enrolled 3101 boys and girls. The "negro problem" in Virginia is a very different thing from the same problem in the black belts of the extreme South. It was necessary that the foundations of industrial training for the negro should be laid in these more favorable surroundings, and it was a happy thought to associate the training of the two dark races at the same school. Nevertheless, as the years go by, Hampton Institute is becoming less and less a school for the Indian and more devoted to the negro. During the last twenty-five years the school has given instruction to 938 Indian boys and girls, of whom, according to the report before us, "673 are now living." Careful watch has been kept over the fortunes of the Indians after leaving the school and their standing and influence among their own people, and they are classified on the records kept at the school as 141 "excellent," 333 "good," 149 "fair," 42 "poor," and 8 "bad," probably quite as good a record as could be shown by any school. The Indian graduates and

other students of Hampton Institute are in the main leading the lives of honest, civilized men and women and as such are exerting their influence among the people of their race.

But the great work of Hampton Institute must always lie among the negro population which is near by. Its educational standards are higher than those at Tuskegee, because they can be made so and because it is older. It is already beginning to deal with the children of its first students, and it is by generations, not years, that we reckon the up-building of a race. Hampton seeks to provide teachers and leaders, as well as farmers and artisans. It was planned as a normal and agricultural institute, as its title expresses. It has become also a trade school. Its activities are reaching out to embrace all the colored pupils of school age within reach. But the main thought of those connected with the school is to train leaders of the negro race in all departments of life—teachers, tradesmen, farmers and artisans. It is a manual-labor school, whose products go far to pay its expenses. Its influence is to dignify manual labor and manual laborers and to make the negro race fully comprehend that, starting where it does, the first step in its upward progress and the step which must surely lead to an honorable future, is the mastery of the arts whereby the individual man may live independent of any other man. The village blacksmith may not be so skilled a man as the machinist in a ship yard, but he has a far surer hold on the means of life. There may be times when there are no ships to build. There will be no time when there are not horses to be shod, plow points to sharpen and wagons to repair. And the man who lives by such work calls no man master. The negro emerged from slavery with no idea of self-dependence. The work of Hampton Institute has been to impart to him confidence in himself, build up his character, and teach him the arts whereby he may live. It has sent out the leaders of the negro race. There have not been many Booker T. Washingtons, because no race produces many such men, but it has sent out a multitude of as earnest, if humbler men, who in their spheres of life, and according to their ability, are encouraging their people to become self-dependent and teaching them how to do it. The majority of graduates, having acquired either a trade or a good knowledge of farming at school, become teachers in country districts, and work in vacation. The women are taught the domestic arts, and take the same course, gradually working out of teaching into some regular gainful occupation. The improvement in the race is shown by the fact that in eighty counties of Virginia, 80 per cent. of the negro farmers own and manage farms, and in twelve counties, nearest Hampton, 90 per cent. are equally well established. It is such work as this which is fitting the negro race for an honorable future.

Participation in politics at this stage of his development is a positive detriment to the negro. The discrimination which excludes the negro from the suffrage but admits the low class of white men, is unjust, but it does the negro no harm. Frank Stowell.

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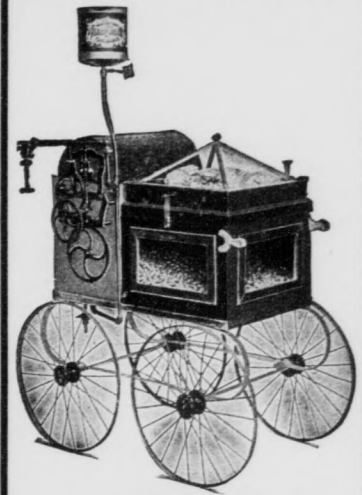
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## MEN OF MARK.

John V. Moran, the Sault Ste. Marie Wholesale Grocer.

Alert, forceful, self reliant must be the man whose portrait appears on this page, if the portrait be a likeness which speaks of his character, and in this case it does. It is a "speaking likeness." So appears the man when you meet him anywhere and under any circumstances. Those characteristics alone are sufficient to account for a considerable success in life, but when added to them are resourcefulness and genuine mental ability you have the qualities which characterize the typical young American business man of this twentieth century.

It is this kind of a man who is quick to grasp opportunities or if opportunities do not present themselves to go and hunt them up. He



pursues fortune until he overtakes her. A failure does not discourage him, a rebuff does not tame his ambition, hard work does not weary him. He pushes straight ahead, except that he has sense enough to go around obstacles which can not be surmounted or thrust aside, although he prefers the latter course to any evasion of difficulty.

The picture also shows a man companionable, who makes friends, who remembers his acquaintances, who is quick to do a favor and to perform those little acts of courtesy and kindness which cement friendships.

This is the kind of man who does not need inherited wealth as the basis of his fortune. He may never be a millionaire or he may achieve such a position, according as fortune hinders or helps, but he can not be entirely thwarted in his ambition and will make a place for himself in the world of business activity.

John V. Moran was born on a farm about forty miles north of Toronto, Ont., Oct. 1, 1866. His father was a farmer and both parents were of Irish and Scotch descent. He received a common school education in the public schools and worked on the farm until he was 18 years of age. He put in one year in a country store and then went to Lake City, Missaukee county. He engaged in the grocery business there May 1, 1888, buying his first stock of

goods from the late James N. Bradford, who was then in the employ of Olney & Shields Grocer Co. In 1892 he admitted to partnership Wm. Doyle, then County Treasurer of Missaukee county, when the firm name became John V. Moran & Co. In 1894 he purchased the interest of Mr. Doyle and moved the stock to Stittsville, purchasing the store building owned by the late Miles E. Stitt. In 1899 he sold out to Mitchell Bros., assuming the management of the business about eighteen months. Three years ago he took charge of the mercantile department of Cobbs & Mitchell's general store at Springvale, which position he continued to fill until Oct. 1 of last year, when he resigned to take the management of the Soo branch of the Musselman Grocer Co., where he is achieving an enviable reputation as a successful business man on a larger scale than heretofore.

Mr. Moran was married Sept. 3, 1890, to Miss B. M. Cody, daughter of Peter Cody, of Hersey, Osceola county, and is the father of two daughters, age 11 and 4 respectively.

Mr. Moran has always taken an active interest in the affairs of the town in which he has resided and has always identified himself with other enterprises than those of which he has been in charge. He was President last year of the Brackett Hardware Co., at Petoskey; is a director of the Swaverly Telephone Co., at Kalkaska; is a director of the Central Savings Bank of the Soo and a member of the Chamber of Commerce of that city.

He attributes his success to paying strict attention to business and always doing as he agrees.

**"Worth Many Times the Cost."**

C. E. Bruns, formerly engaged in the wholesale bean and grain business at Detroit, writes as follows from Pasadena, Cali.:

"On account of ill health, I have discontinued my bean and grain business at Detroit and am closing out all my Michigan interests. I need the Tradesman in whatever quarter of the earth I may be located or in whatever line of business I may be engaged in. There are a dozen articles in each number worth many times the cost of subscription to any business man or any family. Long may it flourish!"

**The Kent County Savings Bank**

Deposits exceed  
2 1/2 million dollars.

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

The banking business of Merchants, Salesmen and Individuals solicited.

**DIRECTORS**

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

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

**MEYER'S RED SEAL BRAND SARATOGA CHIPS**  
Have a standard reputation for their superior quality over others.



**MEYER'S Improved Show Case**

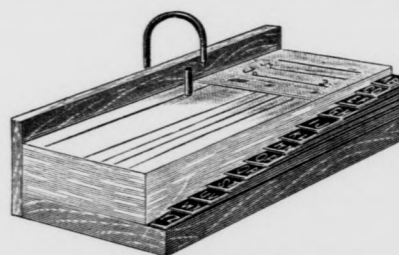
made of metal and takes up counter room of only 10 1/2 inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case with Meyer's Red Seal Brand of Saratoga Chips will increase their sales many times. Securely packed, ready to ship anywhere.

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

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

Manufacturer of  
**Meyer's Red Seal Luncheon Cheese**  
A Dainty Delicacy.

**J. W. MEYER,**  
127 E. Indiana Street,  
CHICAGO, ILL.



**Account Files**

DIFFERENT STYLES

VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

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

**SHAKER SALT**

**IS A WONDER.**

**THIS WAY** **NOT THIS WAY**

**WHY?**  
**BECAUSE IT POURS FREELY THROUGH THE REVERSIBLE SPOUT OF THE HANDY BOX**

**INTO SHAKERS AND CELLARS EVERY DAY IN THE YEAR**  
**HARD TO BELIEVE — ISN'T IT? FACT THOUGH**

**A ONE ARMED MAN CAN USE IT.**

For sale by  
All Wholesale Grocers.  
Price \$1.50 per case of 24 boxes.  
**DIAMOND CRYSTAL SALT CO., St. Clair, Mich.**

## SINISTER MOTIVES

## Behind Much of the Pure Food Legislation.

For years past this journal has opposed all forms of special legislation, especially sumptuary laws of the so-called "pure food" sort. We have time and again proclaimed that this opposition was based not upon any opposition to "pure food," per se, or belief that there were not many and grave frauds in the manufacture of food stuffs that should be suppressed; but partly on the belief that all such frauds could be reached and punished by statutes already in existence or under the common law, and partly upon the fact that no legislation, whether State or National, that has yet been proposed could possibly be put into execution without being the cause of greater evils, greater corruptions and greater frauds than those they were (nominally) intended to suppress.

Our opposition to sumptuary legislation was further grounded in a belief that the demand for it does not come from the people, whence all such demands should come, or from any wise and philanthropic leader or leaders of the people, but from a hungry and heterogeneous band, held together by common need—professors without chairs, scientists without positions, philanthropists without the wherewithal to gratify the demands of nature, let alone those of charity, forming the relatively respectable minority, while the rank and file and instigating spirits are politicians out of office, famishing to get to the public crib, and their hangers-on of all degree—men whose rallying cry is boodle and whose greed is never satisfied. To these we must add one more class, and that probably the most dangerous and deadly, because not only the most insidious, but the only one possessed of that for which the others are all scheming—money—the agents of the manufacturing trusts or combinations, or other business interests, seeking to destroy rivals whom they can not buy an to injure, harass and suppress all forms of business inimical to their own.

If there has previously existed any doubt as to the absolute correctness of these views, it should have been totally dispelled by the revelations that have been made within the last month, in the "alum" enquiry that has been progressing before the grand juries of St. Louis and Jefferson City, Mo.—an enquiry that has already involved in the meshes of the law several of the State Senators and brought obloquy upon a United States Senator and oblivion to the Lieutenant-Governor of the State. We need not go into the particulars of the matter—the daily press for weeks past has reeked with the unsavory story—but will simply refer to the part played by the "Pure Food Association" in corrupting the lawmakers of the State and show how little the will of the people is consulted in such legislation as that known as the "alum bill," passed first by the Legislature of Missouri in 1901.

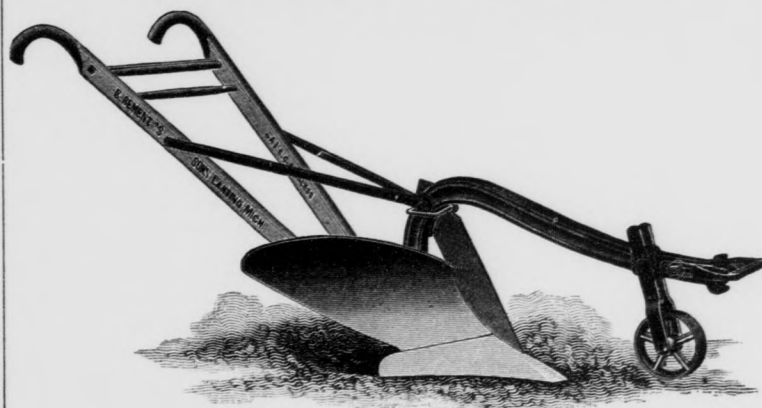
The bill was introduced and pressed to enactment under the plea that the

health of the people was being undermined and their bodies poisoned by baking powders containing alum, and that they, the people, demanded that the Legislature pass a stringent law forbidding the use of alum in baking powders, under heavy penalties. The bill had, of course, some honest legislative supporters, but there was enough opposition to it to make it necessary for its promoters to call in help. Among others "called" in was a party who represented himself as the President or executive officer of the "Pure Food Association," who came on to Jefferson City from the East to plead, for the sake of the people, "pure food," and he secured as his aide and assistant no less a man than one once a Governor of the State and now a United States Senator, then, however, a plain lawyer, who went before the Legislature and made a powerful argument in the "sacred name of pure food."

By the specious arguments of paid attorneys and by the false pretences of the instigators of the legislation and their bribed supporters, a good many solid and honest men were seduced into voting for the measure, while others more astute, but less honest, opposed it until their scruples were overcome by arguments of more solidity than words or promises, and finally victory perched on the banner of the promoters of the measure. Subsequent probing by the grand juries of the two cities brought out the whole shameful story of bribery and corruption and showed up the true name and character of the "executive officer" of the "Pure Food Association," as well as the parts played by the other distinguished philanthropists who have escaped the toils of law, thus far, at least.

As a consequence, although not a logical one, the whole State of Missouri stands pilloried, and there appears a general inclination to regard all legislatures as corrupt and all legislators with suspicion. This is not right; it is an injustice to the State, to the Legislature as a body and to the majority of the members individually. While there should be no disposition to shield the guilty—the men who sold themselves for money—yet we think that even they are "honorable men and just, with souls above reproach," as compared to the lobby, the promoters, the sly tempting Mephistophiles, ready to snap up the man whose necessities put him momentarily at their mercy. Bribery has become so common and prevalent that people do not seem to regard it as the heinous crime that it is, but rather as a mere venal offense; and, in fact, the opportunities and temptations which the public at large permit, in the shape of all kinds of special legislation, to be set before their lawmakers, almost make it so. For, after all, does not the sin, the crime, or by whatever name we may call it, lie ultimately with the people who instigate or without protest allow these special laws to be enacted, forgetting the wise principle that "that state is governed best which is governed least," or who, with a blind faith in

## 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.

the potency of the words "be it enacted," regard special legislation as the cure-all, the panacea for all the ills of the body politic and are ready to gulp down every such quack remedy which the selfish interests of some large trust or other body of conspirators may prescribe?

We urge upon our readers to oppose with all their might this mischievous tendency to talk down any clamor that may arise for special laws, whatever may be the specious pretexts urged in their behalf.

Druggists as often, perhaps more often, than any other class, are the victims of the evil of special legislation. But they, as much as any other class, clamor for it. Of course, they, like others, seek the enactment of such laws only as they think are for their special benefit and oppose others which are against their interests, but they can not well oppose the latter while crying for the former. The only consistent rule is to fight special legislation under whatever plausible pretext it may be urged, regardless of its origin or of the particular interests it pretends to further or protect. In nearly all such legislation there is a "nigger in the wood pile"—there is some sinister motive which does not appear on the surface, but which more than its ostensible purpose is responsible for it.

Druggists will remember how, when the Ohio pure food law was proposed, all who opposed it on principle were denounced as favoring adulterated drugs and foods, and how a great many of the pharmacists of that State were whipped into advocating the law by the fear that opposition thereto might be construed as opposition to pure food and drugs. They will also remember that after the law was enacted and when the mills began to grind, how they were blackmailed, bulldozed and robbed—all under the form of law—until the robbery and extortion became so notorious and bold that exposure came and the executors of the law were shamed and driven from office, although never punished as they deserved to be. The readers of the Missouri papers will also call to mind the fact that when public indignation began to show itself at the refusal of the Legislature to repeal the law which had been passed in the interest and at the behest of the baking powder trust, how honorable Senators came out in the public prints, making loud protestations of their deep interest in the public health and swearing that this philanthropic motive alone influenced their action—making their protests so loud and clamorous that they finally aroused suspicion in the minds of those familiar with the cant of politicians and not easily deceived by their pretences. It was said of old that "He that taketh the sword shall perish by the sword," and it might with equal truth be said that he who appeals to the law shall suffer by the law—the truth of which the baking powder trust and all others who seek advantage over their competitors by special legislation will learn sooner or later to their cost and sorrow.—National Druggist.

#### Recent Business Changes Among Indiana Merchants.

Anderson—M. T. Scott has purchased the interest of his partner in the men's furnishing goods business of Scott & Dye.

Cannelton—Fred W. Heck, furniture dealer and undertaker, has sold out to W. A. Wilson.

Firchton—Shaw Bros. continue the hardware and implement business of Jacob A. Shaw.

Greensburg—The style of the clothing house of D. Silberberg & Son has been changed to the Silberberg Clothing Co.

Hartford City—The Blackford Glass Co. has removed its plant to Vincennes.

Hartford City—F. C. Rapp has purchased the general merchandise stock of Blackmere & Peebles.

Jeffersonville—F. H. Myers has sold his men's furnishing goods stock to Warren & Co.

Jonesboro—The grocery store of Jos. E. Labrecque has been closed by his creditors.

Ligonier—G. S. Clement has retired from the flouring mill business of the Ligonier Milling Co.

Morristown—Hinds & Spurrier, hardware merchants, have been closed by creditors.

Muncie—Gus Dorrman & Sons have discontinued the meat business.

Newcastle—The Indiana Shovel Co. has been absorbed by the Indiana Rolling Mill Co.

Roachdale—F. H. Kern & Co. have purchased the dry goods stock of T. P. Grater.

Sullivan—Ruddell Bros. have engaged in the grocery business, having purchased the stock of W. A. Bell.

Teegarden—C. P. Phillips succeeds J. W. Falconbury in the grocery business.

#### A Self-Denying Offering.

Some young girls at a summer resort were giving a vaudeville performance for a local charity. A young man who thought himself facetious tossed upon the stage after one of the "turns" a bouquet whose chief ingredient was a head of cabbage. The girl who received this offering of appreciation read the card that accompanied it, and advanced to the footlights.

"It gives me great pleasure," she said, "to know that Mr. Edward Morgan has enjoyed my performance. I hoped that the audience might like it, but I never expected for a moment that Mr. Morgan would so far loose his head as to throw it upon the stage!"

#### Self-Protecting Envelope.

An American has invented an envelope which records of itself any attempt to tamper with its contents. The flap is imbued with some chemical composition which, when operated upon by a dampening process or any other means of penetrating to its inclosure, records the transaction by causing the words "Attempt to open" to appear. It is thought that the inquisitive will think twice before pursuing their researches in face of such an invention.

## McLachlan University

Summer School; Summer Rates; Best School

## 100 STUDENTS

of this school have accepted permanent positions during the past four months. Send for lists and catalogue to

**D. McLACHLAN CO.**

19.25 S. Division St.

GRAND RAPIDS.



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

## 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 trimmings, has new chain and is in A-1 condition. Has extra Dos-a-Dos rear seat and is worth \$450. 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.

## KENTUCKY OIL FIELD



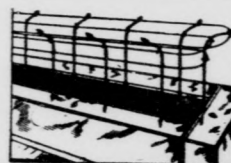
## The Great Northern Oil Company

Has 5 New Wells near the pipe line and in a short time will be selling oil. Has let contract for drilling 50 wells—six drilling gangs running day and night. Buy your stock now before it goes higher. 35c per share in lots of 100 shares. This is the best stock offered the public today. Investigate. Send for prospectus.

## F. G. FRIEND

Branch Office, Room 5, 74 Monroe Street  
Grand Rapids, Mich.

Citizens' Phone, 1515



## Overhead Show Case and Counter Fixture

for displaying merchandise. Write for complete catalogue of window display fixtures and papier mache forms, also wax figures.

**WESTERN MANUFACTURING CO., Milwaukee, Wis.**

Patent applied for

306-308 Broadway.

## 30 YEARS SELLING DIRECT



No. 331—Surrey. Price \$68.  
As good as sells for \$40 more.

We are the largest manufacturers of Vehicles and Harness in the world selling to consumers exclusively.

**WE HAVE NO AGENTS**

but ship anywhere for examination, guaranteeing safe delivery. You are out nothing if not satisfied. We make 125 styles of vehicles and 65 styles harness.

Visitors are always welcome at our factory.

Large Catalogue FREE. Send for it.

No. 544—Light Stanhope. Price \$58.50.

As good as sells for \$35 more.

**ELKHART CARRIAGE & HARNESS MFG. CO., Elkhart, Ind.**



## 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.**

These are Some of the Essentials to Success.

Cadillac, May 25—The article on "What Is Required to Be Successful," in the Tradesman interested me and I follow your suggestion to give my ideas on the subject:

How frequently do we hear the remark, "He has missed his calling," and to all appearance such may be the case. If, however, we would consider the circumstances surrounding the case we would more frequently find that, instead of having "missed his calling," a man is neglecting to perform the work necessary in his calling to the best of his ability.

When the majority of young men arrive at the age of 21, when they are privileged to choose what they shall do, they find that they need money the first thing. So they take the first work offered, and if it is not to their liking they keep all the while looking for something else, until they can

not say that they have a trade of any kind.

What a change there would be in the business world if our young men would realize early in life that success is simply the attainment of a desired object and that the only way to be successful is to have an object, clear cut and well defined, ever before us to which we wish to attain.

How often do we find the clerk who has the opening up of the store in his charge opening up a few minutes after the appointed time. A little late in the morning is a poor way to commence the day. Mr. Clerk, if your employer entrusts you with a key to the store and asks you to open up at 6.30 a. m., open up at that hour, without fail. First, because your employer shows his confidence in your integrity by entrusting you with that part of the business, and you should show that you appreciate that by doing as he desires, and, second, because that is the

first step to success. Be prompt.

We frequently find clerks that do not know what to do unless their employer is there and is every little while saying, "John, fill these crates with apples;" "Joe, you might clean out the refrigerator;" "Tom, hadn't you better fill up those vacant spaces on the shelves?" Clerks, do not wait until "the boss" is forced to tell you to do those things. You have eyes to see, watch for the things that need doing and do them. If you can not do them when it is time they were done keep them in mind until you have an opportunity and then do not miss it.

Keep your apron clean, your hands clean. If you shave keep a stubble off your face. Be polite to customers. Treat them as if they were as good judges of your goods as you are. Tastes differ, you know, and maybe Mrs. Jones may pick out the butter (and say that it is good) that Mrs.

Brown brought back as not being very good.

Don't overlook the little children because they are small and can not demand their rights. Perhaps they are taught at home that "Children should be seen and not heard," so endeavor to wait on a child in its turn.

If your employer is a busy man try and help him with some of his work, providing your own is all done. If he is not a busy man try and make him one by such close attention to his business that it will bring trade his way; and if your employer does not appreciate your efforts on behalf of his business your industry and skill will be the keynote to your success in a business of your own.

When that time comes don't study the needs of your competitor—it will take all your spare time to study the needs of your own business, and energy in your business will be sure to make it a success.

J. M. Bothwell.

Some Members of Grand Rapids Council No. 131 U. C. T.



Allie Nickerson  
T. J. Atkinson  
W. A. Van Leuven

W. E. Van Ness  
H. F. Huntley  
F. L. Merrill

J. M. Kern  
A. H. Metzelaar  
W. K. Wilson

R. R. Robertson  
G. G. Watson  
George Gane

Geo. A. Sage  
Henry Raman  
C. H. Marshall

## Fruits and Produce.

Observations by a Gotham Egg Man.

The question of a "loss off" quotation for eggs is again agitating the egg trade of this city and various opinions are expressed pro and con.

Some years ago it was customary to sell nearly all our egg receipts "loss off." But the system had many serious faults, and of late years there has been a gradual but now almost complete change to case count sales. For the past two or three years nearly all egg sales in the market have been made "at mark," prices varying according to the general condition of the stock and the amount of loss indicated by careful inspection, although there are still a few customers who insist upon buying "loss off" in the summer and whose well known reputation for reliability warrants and induces some receivers in selling to them on that basis.

The rules of the New York Mercantile Exchange have been changed from time to time to conform to the more general sales "at mark," the first change having been to provide limits to the amount of loss permissible in the different grades of extras, firsts, seconds, etc. The next change was to provide that all sales under the call should be at mark unless otherwise specified; and in the last revision of the rules it was provided that "all sales of all grades of eggs shall be at mark."

But while the general business of our market has changed almost completely to the "case count" basis there is always at this season of year, when the quality of receipts begins to be more irregular and when many lots show some loss in rotten eggs, a demand from many egg dealers, and from some receivers also, for a public quotation on the "loss off" basis.

This demand comes chiefly from the smaller egg jobbers throughout the city, who desire the loss off quotation as a guide to settle prices with retail customers. Earlier in the season, when there is practically no loss on the fresh gathered eggs arriving, the top wholesale quotation represents the value of eggs that are practically all good and these can be bought in the wholesale market by the jobbing trade and turned over to their customers at a certain advance over the top wholesale quotation. Some of them even have agreements with their customers to furnish eggs at a certain advance over the top wholesale quotation. But as the season advances and quality begins to show effect of heat nearly all eggs arriving show more or less loss and the top quotation represents the value of eggs that are not all good. Then jobbers have to rehandle the goods and throw out the bad, heated and checked eggs in order to give retailers a satisfactory quality. Of course the "loss off" quotation is supposed to represent the cost value of the eggs after this candling has been done, and, if it does, the jobbers can satisfactorily sell to their customers at the usual advance over the wholesale "loss off" quotation; but when quotations are kept exclusively "at

mark" the jobber must make a considerable difference in the margin above wholesale quotation charged to his customers.

There are also a number of wholesale receivers who wish a loss off quotation. Most of them, I think, advocate it simply owing to pressure from their jobbing customers, but there are a few who think the quotation should be made to serve as a basis by which the case count value of current arrivals can be judged after ascertaining their average loss.

The matter of making a loss off quotation to satisfy the above demands now rests with the Quotation Committee of New York Mercantile Exchange; up to this time it has not been seriously considered by the Committee, and some think the Committee has no power to make such a quotation officially because the present rules of the Exchange make no provision for loss off sales. At the same time it is to be observed that the Committee has made some quotations for classification of eggs not mentioned in the official rules. On Tuesday a petition asking for a "loss off" quotation signed by many of the trade and addressed to the Egg Committee was laid before the Quotation Committee and an informal discussion followed, but it was finally withheld for presentation to a meeting of the Egg Committee to which it was addressed. As to the wisdom of making a loss off quotation it should be remembered that there is really very little actual business to base it on because scarcely any eggs are sold that way; of course such a quotation can be arrived at approximately from the case count sales of fine marks of eggs whose shrinkage in candling is known, but after all the "loss off" value depends entirely upon the closeness of the candling and the wisdom of making a quotation on a basis that does not represent the manner of sales generally in vogue is to be doubted, although its absence from the daily quotations may make it necessary for jobbers to vary their former agreements with their customers.

It is quite customary among egg receivers to accept accounts from shippers during the spring, when nearly all eggs are fresh, at a lower rate of commission than at other times. This is because business can then be done more easily and a larger amount of goods handled with a given force. But in the summer, when every lot has to be critically examined in order to determine its true value, and when the outlets have to be studied and searched high and low to obtain the best results, it has been customary to restore the commission charge to the full 5 per cent. Formerly this change was usually made coincident with the beginning of the "loss off" season, but now that there is no official "loss off" season recognized, this turning point is absent. This is about the time when "loss off" rules formerly went into effect and as goods are now running very irregular in quality and summer conditions are upon us, most receivers have instituted the full 5 per cent. commission charge as usual at this time.—N. Y. Produce Review.

## 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.

## 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



## E G G S

We are the largest egg dealers in Western Michigan. We have a reputation for square dealing. We can handle all the eggs you can ship us at highest market price. We refer you to the Fourth National Bank of Grand Rapids. Citizens Phone 2654.

**S. ORWANT & SON, GRAND RAPIDS, MICH.**

Telephone, 1356 Franklin.

Established 1865.

## L. O. Snedecor & Son

Commission Merchants

## Egg Receivers

36 Harrison St., New York

Corner Washington St.

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

Reference: New York National Exchange Bank.

L. O. Snedecor

L. O. Snedecor, Jr

## Buying Eggs

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

**Mittenthal Bros., Grand Rapids, Mich.**

106 S. Division Street Est. Phone 2224

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

Established 1884.

## 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?

## POULTRY PROFITS.

Made by Shippers and Packing Houses.

Why should poultry be fattened? The answer to this question, it would seem, would be very apparent to every thinking man. We might answer it by asking another: Why should any animal intended for slaughter be fattened? But as so many men now engaged in the fattening of cattle and hogs have never stopped to consider the opportunity they were wasting on their poultry, it may be well to call their attention to it. The principal business of the stock raiser is to send the greatest weight to market on each individual animal. When he buys a thin steer, he buys an opportunity to convert grain into meat. The greater the number and variety of these opportunities, the greater the income. Why not take the same advantage of the opportunity his poultry presents and convert grain into flesh in less time and at greater percentage of profit than in the four-footed animals? Let us figure for a moment what the losses and gains are. Suppose the producer goes to market with a coop of 3-pound chickens and they fetch 30 cents each, or 10 cents a pound. A 3-pound puller off the farm carries about 6 ounces of bone and 18 ounces of offal, and after cooking there are about 13 ounces or 28 per cent. of edible meat left. The consumer is, therefore, paying 2.3 cents per ounce for edible meat, or 36.8 cents per pound or more than meat of this kind and quality is worth. Now, instead of marketing this bird in this condition let him put it in the fattening coop and he can, after expending 8 cents more in feed on it, increase its weight from 2 to 3 pounds in 21 days, and say it gains  $2\frac{1}{2}$  pounds, he can go to market with the finest quality of meat, which, even if it brings no more per pound, will fetch him 55 cents instead of 30 cents, as before; but it does and will sell for 3 to 5 cents more per pound, for quality and appearance always have and will govern the price. The bird now, after cooking gives us 40 ounces of edible meat, or three times as much as other, and if the consumer is able to buy it at the same price per pound he is only paying 1.3 cents per ounce for it, or 22 cents per pound of meat. This is certainly economy for the buyer, and he is not slow to perceive it, but if he is willing to pay 36.8 cents per pound for edible meat on a thin chicken, he should be and is willing to pay at the same or higher rate for the fattened one, which it is easily figured would amount to 17 cents per pound alive, or 92 cents for the bird. This is perhaps based on more than the maximum average gain in weight that would be attained, but an average close to  $2\frac{1}{2}$  pounds can be had when feed and conditions are what they should be. This surely exceeds anything that can be done with beef or pork, and where it is not followed there is just that much opportunity wasted. There may be some who can figure a profit in raising 2 or 3-pound chicks at 30 cents each, and where they are turned out to rustle

for their own living there no doubt is, but admitting it to be all profit, why not make a new investment at this period? The frame then costs nothing; take it and fill it out and all it fetches when finished is profit except the 8 cents expended in extra feed, or nearly 200 per cent. profit. If this looks big, cut it in two and then show me where or in what other business you can make 100 per cent. profit in 21 days.

There are two factors that the fatterer must keep in mind and shape his ends accordingly. The breed employed must be the one most suitable and adapted to taking on flesh and showing the best shape and form when dressed. The second is the production of meat of the best quality. The foundation of the business is proper feed. If this is composed of proper material in such proportions as to be readily digested and assimilated without disturbing the digestive organs or their functions, the laying on of flesh will proceed rapidly. It matters not how it is fed, whether from a trough or by a machine, but where the maximum is desired the machine is indispensable, for the reason that after a week or ten days of trough feeding the bird does not eat so greedily; its wants are less and more quickly satisfied. It being capable of digesting twice as much as it would now eat of its own inclination, the machine compels its doing so. It must not be understood that a machine is used to overload the crop, but simply to fill it to its normal capacity.

The best season for this work is as soon as the chicks reach  $2\frac{1}{2}$  or 3 pounds in weight; they will then under this system take on flesh at a rapid rate. We prefer the American breeds for this purpose, although a cross in which there is some Asiatic blood is very satisfactory and makes a fine carcass, and the Dorking-Brahma cross is superior to any. There will always be found a difference in the ability of some of the same lot of birds to take on flesh. We are unable to explain this; they differ as individuals do, there being an inherited tendency in some families, and no doubt heredity has much to do with it.

The poultry farmers who have run in one groove for many years have vainly imagined they were getting all the profits there were in the business and have been content with the situation. The big packing houses who are engaged in supplying the world with the meat food naturally discovered the fact that poultry as well as beef is demanded by the same

## E. S. Alpaugh & Co.

### Commission Merchants

16 to 24 Bloomfield St.

17 to 23 Loew Avenue

West Washington Market

New York

Specialties: Poultry, Eggs, Dressed Meats and Provisions.

The receipts of poultry are now running very high. Fancy goods of all kinds are wanted and bringing good prices. You can make no mistake in shipping us all the fancy poultry and also fresh laid eggs that you are able to gather. We can assure you of good prices.

References: Gansevoort Bank, R. G. Dun & Co., Bradstreet's Mercantile Agency, and upon request many shippers in your State who have shipped us for the last quarter of a century.

Cold Storage and Freezing Rooms

Established 1864

# Butter

I always  
want it.

E. F. Dudley  
Owosso, Mich.

## Only One Cent

If invested in a postal card

### May Make You Many Dollars

Address one to the

TANNERS' SUPPLY CO., LTD.

asking for prices on

## HEMLOCK BARK

Ten tanneries represented.

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

Widdicomb Building

## Fresh Eggs

SHIP TO

LAMSON &amp; CO., BOSTON

Ask the Tradesman about us.

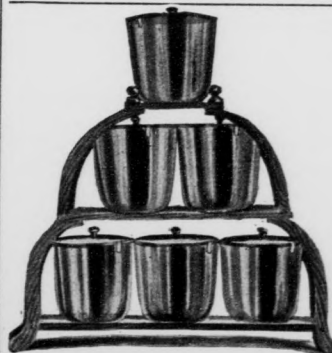
Buyers and Shippers of

## POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY &amp; CO.

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.

consumer. They had every facility for buying in the cheapest markets and selling in the highest; why should they not combine the two lines? They felt their way gradually until to-day, they are the largest handlers in the country. The next question that confronted them was quality. Here, too, they saw an opportunity to take the frame they bought from the farmer and put the quality on it, and the days of the "grass-fed" chicken are numbered, so far as their filling market requirements are concerned. The packers are improving the quality so far as weight and appearance go, but they can not get away from the grease, no matter how they try; at least they have not been able. They are very desirous of supplying the English markets, and when they can furnish the quality demanded they will have a big outlet. One firm in Kansas City is killing ten thousand fowls per day, and their manager stated recently that in less than two years they would be killing two hundred thousand per day. This will stimulate poultry production at an enormous rate and the business generally should be benefited. They will place on sale in Eastern markets finished fowls that will supplant the average home-grown chick. They will sell at top prices and the second grade will sell for what it will fetch. They hold the beef trade securely in hand in every market of any consequence and when they display the best poultry they will control that also. These packers are establishing the machine feeding at all of their buying stations scattered throughout Missouri, Kansas, Texas, Oklahoma, Indian Territory and Arkansas. One firm alone has sixty of these stations, where they pick up the opportunity the farmer throws away and make twice the profit on each bird in twenty-one days that the man did who raised it. Last December they were paying him 6½ cents per pound for pullets, and on the same day the birds they fattened sold for 18 cents per pound on the butchers' stalls. H. E. Moss.

#### Rabbits Picked Like Apples From Trees.

Strange true stories come from the St. Francis country in Arkansas, flooded by the great freshet from the Mississippi River, but perhaps none is more extraordinary than that of picking rabbits as farmers pick blackberries, or knocking them with a pole as bad boys knock persimmons. It is a fact, unusual and incredible as it appears, that the negroes of that submerged section have been gathering rabbits from trees by the skiff load.

The terrified animals fled for refuge from the flood, occupying the highest points, but many were swept away. Some managed to climb into trees and hang on while the angry waters swept past. As the flood mounted higher and higher the animals climbed farther up in the branches. The rabbit is not much of a climber; he does not possess the agility of the bear, and he much prefers a hollow log to the crotch of a tree. Nevertheless, necessity drove many of his tribe to seek safety in

the branches of trees. The rabbits floated on logs or brush until they found secure places in trees, and there the timid creatures awaited the receding of the flood.

Food necessarily is scarce during the flood, and the residents of the submerged districts welcome the cottontail. When it was discovered that the trees were full of flood rabbits, negroes and white men went out in skiffs and began gathering the bunnies in. At some points it was easy to row along underneath the branches and pick off the rabbits by hand, just as apples are picked. Where the rabbits were too high up to be reached by hand, oars or poles were used, and the cottontails were knocked off into the boat.

One negro near Edmonson, Ark., gathered a skiff load of rabbits in this way within a few hours, rowed into town and sold them, peddling them from house to house in gondolier style. It is said that rabbit-gathering for several days was a popular and profitable pastime in that section.

The Continental Creamery Co., of Topeka, Kan., have recently secured a contract to furnish the United States Government with 400,000 pounds of butter put up in 3-pound tins. The price is 28c per pound and the butter is to be delivered at the Brooklyn Navy Yards by July 15. These people last year had this same contract but it called for only 250,000 pounds, which, however, at that time was the largest contract ever filled from this product by a single factory. The operations of the Continental Creamery Co. are interesting. Their central churning plant is at Topeka, and they have established throughout their territory somewhere near 250 skimming stations to which the farmer delivers his cream. It is here pasteurized, immediately cooled and shipped in special refrigerating cars by express to Topeka. They find this plan more satisfactory than receiving shipments of cream from the farmer direct, as is the plan of other centralizing plants. The "Continental" method enables them to secure a much better quality of cream.

The present age is one that is exacting. Business men and those not in trade are becoming more critical year by year. Misspelled words, as well as faulty grammar in letters and printed matter, are noted and commented upon to the hurt of those who send them out. It pays to employ stenographers and advertisement writers whose knowledge of English is sufficient to enable them to avoid palpable errors in spelling and syntax.

A campaign has been organized in Liverpool to fight definitely and determinedly the widely prevalent use of objectionable language in public. Now that it has been legally determined on this side of the ocean that profanity is not permissible by telephone, it might be well to follow the example of the English city and banish it from the streets and thoroughfares as well.

H. B. Moore

Claude P. Wykes

## MOORE & WYKES, Merchandise Brokers

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

Citizens phone 3771.

## F. M. C. COFFEES

are always

Fresh Roasted

## The John G. Doan Com'y

Manufacturers' Agent  
for all kinds of

## Fruit Packages

Bushels, Half Bushels and Covers; Berry Crates and Boxes;  
Climax Grape and Peach Baskets.  
Write us for prices on car lots or less.

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

SHIP YOUR  
**BUTTER AND EGGS**  
—TO—  
**R. HIRT, JR., DETROIT, MICH.**  
and be sure of getting the Highest Market Price.  
We are also in the market for some Red Kidney Beans

## HERE'S THE D-AH

Ship COYNE BROS., 161 So. Water St., Chicago, Ill.  
And Coin will come to you. Car Lots Potatoes, Onions, Apples, Beans, etc.

## 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 Prices.

**SMITH YOUNG & CO.,**  
1019 Michigan Avenue East, Lansing, Michigan

References: Dun's or Bradstreet's and City National Bank, Lansing.



## CROHON & CO. DEALERS IN

**HIDES, WOOL, FURS, TALLOW  
AND PELTS**

26-28 N. MARKET ST., GRAND RAPIDS, MICH.  
Highest market prices paid. Give us a trial. Always in the market.  
BOTH PHONES

# The New York Market

## Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, May 23—The sale of 10,000 bags of July coffee by Lewisohn Bros., at 3 9-10c had the effect of strengthening the tone and at the close there was a better feeling all around. To say that the coffee market is showing any substantial gain, however, is to lay it on too strong. It is likely that the year's receipts at Rio and Santos will aggregate 12,000,000 bags up to June 30. Then will begin a year that is full of promise again and it stands to reason that the reign of low coffee will continue for some time. At the close No. 7 is held at 5 1/2@5 3/4c, with only small demand from the regular trade. In store and afloat there are 2,415,407 bags, against 2,364,249 bags at the same time last year. East Indias are steady and held firmly at unchanged quotations. Mild sorts are steady.

Aside from a stronger tone for Congou teas, there is little to call for remark. There is simply an average sort of trade, mostly of very small lots and buyers are not at all inclined to purchase ahead of current wants. Sellers, on the other hand, are not willing to make concession and the market remains in statu quo.

Actual sales of sugar were rather limited. Perhaps the drouth has a good deal to do with it; and certainly, if it keeps on a little longer, the canneries will not need much sugar. Quotations are without change.

The higher grades of rice are sought for and, if obtained, full prices must be paid. Buyers realize that they gain nothing by shopping around. The situation generally is in favor of the seller and all quotations are firmly adhered to. Prime to choice Southern, 5 1/2@6c. Foreign sorts are in light demand and yet prices are firm.

In the list of spices pepper alone attracts any attention, and even for this there is not an active call. Singapore black, 12 1/2@12 3/4c. Cloves, nutmegs, cassia—in fact, the whole list—is quiet and sales are only of an everyday character.

Molasses is meeting with very little demand, as the season is over and no importance will attach to the market until fall. Such sales as are being made, however, are at well sustained rates. Stocks are light. Good to prime centrifugal, 17@27c. Open kettle, 30@40c. Syrups are quiet and hardly as firmly held as last week.

Considerable interest is beginning to attach to the market for canned goods and, unless a change for better weather comes and comes soon, there will be a mighty interesting situation. Already tomatoes are showing better value and this is bound to continue unless we have good soaking rains all over the East. Dispatches from Maryland, Delaware and New Jersey are all to the effect that the outlook is gloomy. There is a rather better feeling in the future of salmon. The interest is not in the very cheap grades, but in the better sorts. Corn and peas are firm and

the latter are likely to prove a very short crop.

So far as dried fruits are concerned there is a firm feeling for currants and little interest manifested in anything else. Prices are practically without change.

The hot weather has caused an advance in the lemon market and the lowest that desirable goods can be bought for is about \$2.60 for 360s and from that to \$3.50, with the market closing daily in favor of higher quotations. Oranges are held about steady, some extra navels selling up to \$3.50. Pineapples are moving slowly and at about unchanged rates.

The receipts of butter this week have been rather larger than last, but the demand has been fairly active and stocks are pretty well cleaned up. For best Western creamery the average range is 22c, with some very desirable lots selling at 22 1/4c; seconds to firsts, 19 1/2@21 1/2c; imitation creamery, 17@19c; Western factory, 14 1/2@15 1/2c.

There is a quiet cheese market. The quality of a good deal of the stock coming to hand is not all that could be desired and the hot, dry weather will soon exert an influence that will still further show in the quality. Small size full cream State cheese is worth 12 1/4c; large, 11 1/2c.

There is a fair supply of eggs of the average sort and none too much of the really desirable kind. Storage pack, fancy Western, are worth 17c; fresh gathered firsts, 16 1/2@17c, and from this down to 13@14c for dirty stock.

Light receipts of beans have caused a firmer market and, with pretty good demand, the situation is in favor of the seller. Choice marrows, \$2.75; choice medium and pea, \$2.30; red kidney, choice, \$2.95.

Postmaster General Payne has discontinued the establishment of free rural delivery routes. This is due to the discovery that a deficit in the appropriation was likely to result before the end of the fiscal year, July 1. It is not intended, however, that the investigation of the proposed routes be suspended, and the field work will therefore continue. Mr. Payne estimates that the total number of routes fairly entitled to be established in the entire country would be 38,000, and that at the present rate of increase this will be reached two years hence.

If the old Babylonian law governing the practice of surgery were in vogue now the doctors would not be as eager as they are to operate on the human anatomy. According to tablets recently discovered in the ruins of the ancient city, a surgeon who performed an unsuccessful operation got no pay, and if the patient died the surgeon's hands were to be stricken off. In these days of appendicitis maimed surgeons would be numerous if such a law were now in force.

Some people are like a hobbyhorse—full of motion, but lacking in progress.

A whitewashed reputation won't last forever.

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

## ALABASTINE

The only durable wall coating. Kills disease germs and furnishes no lodgment grounds for them. Kalsomines stuck on the wall with animal glue and wall paper with its decaying paste nurture and assist the propagation of all germs. Write for booklet, "Unsanitary Wall Coatings."

ALABASTINE CO., Grand Rapids, Mich.

and 105 Water St., New York City

You ought to sell

## LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,  
GRAND RAPIDS, MICH.

## 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.

## National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,

Grand Rapids, Mich.

## THE OLDSMOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

More Oldsmobiles are being made and sold every day than any other two makes of autos in the world. More Oldsmobiles are owned in Grand Rapids than any other two makes of autos—steam or gasoline. One Oldsmobile sold in Grand Rapids last year has a record of over 8,000 miles traveled at less than \$50 expense for repairs. If you have not read the Oldsmobile catalogue we shall be glad to send you one.

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

ADAMS & HART

12 West Bridge Street, Grand Rapids, Mich.

## 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.



They Save Time

Trouble

Cash

Get our Latest Prices

## 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.

## Commercial Travelers

**Michigan Knights of the Grip**  
President, B. D. PALMER, St. Johns; Secretary, M. S. BROWN, Saginaw; Treasurer, H. E. BRADNER, Lansing.

**United Commercial Travelers of Michigan**  
Grand Counselor, J. C. EMERY, Grand Rapids; Grand Secretary, W. F. TRACY, Flint.

**Grand Rapids Council No. 131, U. C. T.**  
Senior Counselor, W. B. HOLDEN; Secretary, Treasurer, L. F. Baker.

### The Hobo Traveling Man.

There are still a few hobo traveling salesmen to disgrace the fraternity, and make trouble for honest competitors. These are the fellows who are everlastingly boasting about what "we are doing," and about high salaries and liberal expense allowances. They are the ones who tell the hotel men "we get two dollars a day for hotel allowance, and you might as well have it as not." If the hotel man is doing business in a small village, he probably charges \$1 a day, and that is enough. But the remark of the hobo traveling man, "my house pays for it, you might as well have \$2 a day," sets him to thinking, and by and by he puts up his prices on a par with first-class hotels. Not only in this, but in many other instances, these fellows cause the boys to pay two prices.

Down in Cass county is a little town of 150 inhabitants. The market affords little variety for the table and the hotel keeper has but little expense. A rate of one dollar a day was charged and was paid cheerfully by the boys who made the little town. A short time ago the rates were doubled and the table and other accommodations left unchanged, or at least were not changed for the better. An old patron, calling for his bill one morning, expressed his surprise at the change in price, at which the proprietor innocently asked, "Don't you pay \$2 a day wherever you go?" "Oh, no," said the traveling man, "we do nothing of the sort. We pay our bills, whatever they are, and they range from \$1 to \$4 a day." "Well," said the hotel keeper, "some traveling men told us that everybody charged traveling men \$2 a day, and that their houses allowed them that much for hotel expenses. We were making money at \$1 a day, but thought that we might as well have the same that other hotels were getting."

The above actual occurrence is a fair illustration of the work of hobos on the road, resulting not only to the financial disadvantage of traveling men, but reflecting discredit upon the fraternity generally. No first-class house stipulates the expense of its salesman and no reputable salesman will be reckless in his expense account. Every dollar of expense is charged to the salesman and his salary is based upon his net earning capacity. The first-class salesman understands this and knows that when he practices economy for the house he is adding to his credit. No one objects to fair prices, but extortion causes immediate rebellion. Discourage the hobo act and the traveling fraternity will be the gainer.

### Effect of Careless Language.

"O, they have a good time" is the

thoughtless remark frequently made about traveling men. Does the speaker know the subject of this flippant remark and know what incalculable damage is being done every time it is made? Prejudice is difficult to overcome at best and this is especially true of the prejudice that has been formed against the traveling fraternity. Only recently the above remark was made by a lady who assumed an air of importance at a traveling men's picnic and when a party present took exception followed up the statement with the remark that there were some traveling men in her family. This remark to a stranger was not to her credit, for no true lady or gentleman will bring up family matters for discussion before strangers. That woman could at least get some points in common courtesy and etiquette from the traveling men she estimates so lightly.

Every remark and every insinuation carries some weight with it and where it supports a long standing prejudice the injury is the greater. The traveling men are no better than any other class of business or professional men, but they are as good and make just as good citizens. Their work is just as hard, in many instances harder; their hours just as long and many times longer, and their opportunities for rest and recreation as few in number as those of any class of men. Then why not stop this silly talk and these unfair insinuations that tend to increase the prejudice in the mind of an ignorant public? A little good judgment on the part of otherwise sensible people would be entirely acceptable.

### Stops Trains Automatically.

A novel device is being tried for automatically stopping a train. A double dial is attached to one of the driving wheels; this registers the number of miles. Another part of the dial is fitted with a series of stops, arranged to coincide exactly with the distance of each station from the preceding one. As the train runs into the station zone the "stop" acts on a throttle valve and pulls up the train within the specified limits. The inventor adds that it will be useful in case of carelessness on the part of the driver or if he should be asleep.

The Michigan Central has just published a quaint souvenir of the Boston N. E. A. Convention, containing interesting accounts of Boston from Morary's Dictionary, 1694; Morse's Gazetteer, etc., and illustrated with facsimile cuts from the New England Primer, Goodrich's History of the United States, Snow's Boston, etc. They send it for a red stamp, while the edition lasts. It will be highly prized by teachers, whether they attend the Boston Convention or not. O. W. Ruggles G. P. & T. A. Chicago.

It is easier to acquire success than to keep it.

### Cheaper Than a Candle

and many 100 times more light from  
**Brilliant and Halo**  
**Gasoline Gas Lamps**  
Guaranteed good for any place. One agent in a town wanted. Big profits.  
**Brilliant Gas Lamp Co.**  
42 State Street, Chicago 111



## EAGLE HIGH TEST LYE

Standard of 100% purity. Powdered and Perfumed.



Established 1870

on can wrapper. Write for booklet of valuable information. For spraying trees, vines and shrubs it has no equal.

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

## 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

## Best on Earth

S. B. and A.

## Full Cream Caramels

Made only by

**STRAUB BROS. & AMIOTTE**

TRAVERSE CITY, MICH.

## How About Your Credit System?

Is it perfect, or do you have trouble with it?



Wouldn't you like to have a system that gives you at all times

An Itemized Statement of each Customer's Account?

One that will save you disputes, labor, expense and losses, one that does all the work itself—so simple your errand boy can use it?

See These Cuts?

They represent our machines

for handling credit accounts perfectly. Send for our catalogue No. 2, which explains fully.



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

## 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.

### Gripsack Brigade.

C. L. Carey, formerly engaged in the drug business in Bay City, has signed with Parke, Davis & Co. The engagement dates from June 1.

Cadillac News: Joseph Yarnell has accepted a position as traveling salesman for the Tile Glass Co. of Cincinnati. Mr. Yarnell is now in Minnesota.

Allen E. Baker, formerly with the National Biscuit Co., but more recently on the road for the Sawyer Cracker Co., of Chicago, has severed his connection with the latter.

C. T. Dunham, for some time past with the Grand Rapids Cereal Co., takes the position with the Jennings' Flavoring Extract Co. rendered vacant by the resignation of Geo. W. Sevey.

The W. B. Jarvis Co., Ltd., has two men on the road soliciting orders for sporting goods—Thos. H. Jacobs in Central and Southern Michigan and J. Warren Jones in Northern Michigan.

Ludwig Winternitz, who drops in on his Grand Rapids friends two or three times a year in the interest of Fleischman & Co., was in town several days last week, leaving rays of sunshine in his pathway.

Philip Vinkemulder is now on the road for the Vinkemulder Co., taking the territory formerly covered by Cliff Herrick. Geo. B. Crow continues to cover the Upper Peninsula and northern portion of the Lower Peninsula.

Y. Berg, who has been foreign invoice clerk for H. Leonard & Sons for the past ten years, has gone on the road for that house, taking a portion of the territory covered by his brother, J. J. Berg. The two Bergs ought to make a strong team.

Thomas A. Wilkinson, who has traveled for the Musselman Grocer Co. for the past half dozen years, has handed in his resignation, to take effect June 1, when he will engage in the sale of scheme cigars in the Power's Building under the style of the Pioneer Merchandise Co.

Lansing Republican: Walter E. Bement, manager of E. Bement's Sons' retail store, will hereafter travel in the west for the company, and Charles W. Fribley has been chosen to succeed him as manager. Mr. Bement has been in the employ of the company for twelve years, and Mr. Fribley has been in the store eight years. Both have been faithful and efficient in the performance of their duties.

Wm. Mitchell, the well-known Monroe traveling salesman, and Miss Mathilda Clara Westermann, daughter of ex-Alderman Anthony Westermann, were married Tuesday by Rev. Fr. Bolte at St. Michael's rectory. A dainty wedding luncheon was served at the bride's home after the ceremony to the immediate relatives. The groom is a prominent member of Knights of Pythias, Valentine lodge No. 209, Monroe, D. O. O. K.'s, and the Elks. The young couple left on the evening train for Milwaukee and will be at home on Second street about June 3.

### The Boys Behind the Counter.

St. Joseph—Lewis Finn has pur-

chased \$1,200 in the Howard & Pearl Drug Co. and taken the management of the business, succeeding Wm. K. Walker, who has gone to Holland to take charge of the drug store owned by Susie A. Martin estate.

Battle Creek—Clarence Bottomly, of Charlotte, has taken a clerkship in Preston's shoe store.

Traverse City—Frank Courtade has taken a position in the furniture department of the Hannah & Lay Mercantile Co.'s store.

Alpena—Geo. W. Jones, for several years manager of the carpet and drapery departments of I. Cohen's store, has resigned.

Cadillac—John Watters, of Big Rapids, has accepted a position with the Drury & Kelly Hardware Co. as the successor of Earl E. Bisbee in the management of the office.

Sault Ste. Marie—Thomas Howell, formerly with Burnham, Stoepel Co., Detroit, has taken a position as manager of the Leader department store.

Battle Creek—Fred Hoyt, for the past seven years in the Hoffmaster store, has resigned his position with the Hoffmasters to accept a position with W. J. Mulford in the furniture business. This is really a return by Mr. Hoyt to his old love, as he was formerly connected with the Buck & Hoyt furniture business.

Allegan—Andrew Schuman has store of Burrell Tripp.

Sault Ste. Marie—Miss Emma Laurie and William Bowman have taken positions at Blumrosen's. Mr. Bowman will have charge of the shoe department.

### Go Slow on Warner Bros.

The Tradesman feels called upon this week to warn its readers against Warner Bros., who purport to manufacture water proof paint at 53 Twelfth street, Chicago, and who are establishing agencies throughout Michigan, receiving \$24 in advance for the right to sell the goods in each locality. Warner Bros. are not only not rated by Dun & Co., but their names do not appear in the reference book and, from the character of their printed matter and the manner in which they evidently do business, the Tradesman feels impelled to warn its readers to go slow in dealing with the house until more definite information can be obtained. This will be immediately forthcoming, with a view to squaring Warner Bros. if they are doing a legitimate business or otherwise blacklisting them so that they will be unable to victimize any more readers of the Tradesman.

Detroit—The American Brick Machine Co. has been organized with a capital stock of \$250,000, all paid in. The stock is divided into 25,000 shares held as follows: Ebenezer W. Rider, 8,333 1-3; F. C. Chamberlain, 8,333 1-3; Wm. H. Miller, 8,333 1-3. The plant will be located at Detroit and the concern will manufacture and sell brick, machinery, etc.

Leave something to the imagination of the reader. Don't challenge his intelligence with useless verbiage or ornate descriptions of the article you have to sell. Advertise the facts; that's enough.

### Need a Change in Peddling Law.

Stanton, May 26—Enclosed please find \$1 for renewal of my subscription to the Michigan Tradesman for one year. I wish to say, with no thought of flattery, that your paper is the best trade journal that finds its way into our office, and we have no more welcome visitor. It is thoroughly up-to-date in every respect.

The writer wishes that the Tradesman would write an article on the egg and butter wagons which are nowadays sent out by a good many of the grocery stores in our small towns, giving all the favorable and unfavorable points regarding the custom. These wagons carry a pretty complete stock of groceries, dry goods, clothing, notions, tinware, etc.; in fact, the assortment of goods generally handled by a general store in the small town. In the busy season it is no doubt a benefit to the farmer who dislikes to spare either horse or time to make a trip to town. On the other hand, the practice of sending out wagons from a town hurts the trade of every merchant therein. I would like very much to see the Tradesman's opinion in some future number of the paper.

P. T. H. Pierson.

The Tradesman believes that if the present system of licensing peddlers was changed from the State to the township system, much of the promiscuous peddling now indulged in would be done away with. The township system would be likely to be enforced, while the present law is practically a dead letter, not over one peddler in a thousand paying any attention to the law. If the present law was enforced the number of peddlers would be reduced to very small proportions, but, unfortunately, there is no special provision in the law for its enforcement. The prosecuting attorney of each county is directed to entertain complaints, but makes no effort to prosecute unless some one volunteers to make the complaint. Five different attempts to amend the law have been made at as many sessions of the Legislature, and but for the obstacles placed in the way by an ignorant and unscrupulous upstart two years ago, the result would undoubtedly have been accomplished.

### Kalamazoo Grocers to Fish and Play Ball.

Kalamazoo, May 26—The Kalamazoo Retail Grocers' and Meat Dealers' Association, at meeting May 25, decided to close their stores Thursday May 28, at noon for a half holiday in view of the fact that Decoration day comes on Saturday and they will be obliged to stay open.

Thursday at 1:15 p. m. an excursion train will take them and their friends to Long Lake, where they will participate in a fishing contest, the losing side to furnish a supper later on. Those not caring for fishing will enjoy the sports which are in charge of a committee and will comprise such events as cheese contest, foot races, etc., the ball game will be of great interest and will be lined up as follows:

	Grocers	Butchers
Catcher	Van Bochove	VanZomer
Pitcher	Steketee	Meyers
1st base	Sloan	Bartholomew
2nd base	VanBochove	Maxam
3rd base	Moerdyk	Donker
S. S.	Cross	Leesman
L. F.	Harris	Bestervelt
R. F.	Moerdyk	Simmons
C. F.	Hyman	Bushouse
Subs	Johnson	Coleman
	Stearns	Brooks

Umpire—"Bunt" Clark.

The meeting last Monday was a very enthusiastic one and a big attendance is looked for Thursday.

The newly elected officers of the Association are as follows:

President—C. Meisterheim.

Vice-President—J. B. Cave.

Secretary—H. J. Schabery.

Treasurer—S. W. Born.

Executive Committee—H. R. Van Bochove, H. Hyman and Wm. N. Moerdyk. H. J. Schaberg, Sec'y.

### Master Bakers Touch Elbows.

The employing bakers of this city have held several meetings of late and have finally perfected an organization, which will be officered as follows:

President—F. Irving Blake.

Vice-President—Thomas Wasson.

Secretary and Treasurer—A. B. Wilmlink.

The bakers have increased the wholesale price of fried cakes and cup cakes from 8 to 10 cents per dozen, which has necessitated a change in the retail price from 10 to 12 cents per dozen. Other changes are in prospect but there is a disposition on the part of the bakers not to be too radical or to antagonize the trade by making sweeping advances or adopting arbitrary rules.

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 Warwick

Strictly first class.

Rates \$2 per day. Central location. Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

## 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

## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
**WERT P. DOTY, Detroit** - Dec. 31, 1903  
**CLARENCE B. STODDARD, Monroe** - Dec. 31, 1904  
**JOHN D. MUIR, Grand Rapids** - Dec. 31, 1906  
**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. P. DOTY, Detroit.**

### Examination Sessions.

Star Island, June 15 and 16.  
 Houghton, Aug. 25 and 26.

### Mich. State Pharmaceutical Association.

President—**LOU G. MOORE, Saginaw.**  
 Secretary—**W. H. BURKE, Detroit.**  
 Treasurer—**C. F. HUBER, Port Huron.**  
 Next Meeting—**Battle Creek, Aug. 18, 19 and 20.**

### How Peach Noyaux Is Made.

Free-stone peaches do not, as a usual thing, make as good noyaux as "clings," yet with careful management and time an elegant liqueur may be made with them, especially if a fair proportion of apricot pits or of clings be mixed with them. Do not crack the pits of any kind, whether free or cling. Proceed as follows: Procure a tight keg or cask of the desired size and put in the pits until the container is nearly full. Cover with alcohol of about 85 per cent., bung up tightly and put in the cellar or in some place of nearly equable temperature, and let stand for one year. Decant and set aside, carefully stoppering the vessel into which the liquor has been drawn. Replace the decanted liquor with alcohol of about 35 per cent, let stand for two or three days, draw off and mix the liquids, filter, and to the filtrate add double its weight of simple syrup. The liquor is still too strong for most palates, and as the addition of water at this stage causes a cloudiness very difficult to overcome, proceed as follows:

Make a mixture of alcohol, 94 per cent, two parts; rock candy syrup, six parts; distilled water, one part, and add to the liqueur, little by little, stirring it in, and tasting from time to time until the right strength and flavor is attained. If the noyaux is to be used as a flavoring liquor alone, the addition of the last syrup is unnecessary. Noyaux made from peach kernels alone or from peach and apricot as described is far superior to that made from commercial almonds, and is nearly, if not quite, as good as that made from fresh almonds. We need scarcely say that only a first-class article of alcohol should be used.

Wm. Sparker.

### What Is the Formula.

Some medical journals with a manufacturing annex are always pleased to have working formulas of all good, successful preparations. Some doctors also want to know what they are curing or killing their patients with. The enterprising manufacturer wants to tell them all about it, but prefers an up-to-date scientifically correct form, one that will impress editors and practitioners with the fact that they fully understand the subject.

The makers of Duosym answer this usually hard question in the following easy way, which may serve as a model: The careful physician in his early consideration of a new remedy wants to know the formula, and it is a rea-

sonable enquiry. In making Duosym the process of cultivation is complex and tedious, but in brief terms it may be described as a mycetoid action on a wort prepared with a vegetable pulp, treated with the enzymes from the enzyme organs of herbivorous animals and fibrinogen from the communicating circulation. Fermentation is extremely low and seems to be displaced by increased regeneration (although this may be partly explained by the aseptic conditions prevailing, all the alien material used being sterilized to prevent inoculation by micro-organisms), and the process is checked at an established "attenuation-limit." The cellular growth, remaining enzymes and nuclein produced with the albumose and alkaloids, are desiccated (in vacuo) at a temperature of 43 degrees C—the entire process is conducted at a uniform warmth—and triturated with chemically pure sugar of milk 1.5.

### Benzin Substitutes.

One of the most talked of substitutes for benzin is carbon tetrachloride, a transparent colorless liquid with an agreeable aromatic flavor, possessing anaesthetic properties near to those of chloroform and capable of destroying life when recklessly used, making it a dangerous substitute for benzin. No doubt when judiciously used great results can be obtained from this product as a cleaning agent by reason of its great solvent action on tar, grease, paraffin, stearin, etc., and the unflammable nature of its vapor.

It combines with alcohol, ether, oils and soaps. Its combined effect with soaps is increased by the addition of ammonium chloride. It is preferable to benzin, in that it leaves no marks around the edges of greasy places. It appears to be without action on fabrics dyed with aniline dyes.

Inspector Murray of the Fire Department is said to have recommended a mixture of 1 part benzin to 3 parts carbon, tetrachloride by volume, as a noninflammable and nonexplosive substitute for benzin.

### Putting Petrolatum Into Bottles.

In a paper read before the Pennsylvania Pharmaceutical Association, H. F. Ruhl reminiscently told how last winter a lot of wide-mouthed bottles were to be filled with petrolatum. But how to do this without fuss or mess gave him some concern. Finally, a coffee-pot proved to be the happy solution. Keeping it afterwards for this purpose only, there was no vessel to clean when the operation was over. A paper bottle-cap held in place over the spout with a rubber band keeps out dust.

### Cement For Pestle Handles.

Paul L. McConomy contributes the following formula for a cement for pestle handles which he says he has used for many years with satisfaction: "Make a smooth, moderately soft paste with litharge and glycerin; fill the hole in the pestle with the cement and firmly press the handle in place. The pestle should then be wedged under a shelf or other convenient place for three or four days until dry."

### Improper Use of Wood Alcohol.

The use of wood alcohol in the preparation of spirits of camphor by New York druggists has engaged the attention of the Health Department for some time past. Samples have been gathered from 215 drug stores and forty of them were found to contain wood alcohol. Two of these druggists have been arrested. One, Camille d'Agostin, of 2198 Second ave., has been held for trial in Special Sessions, and the other, Carl Kohler, of Third avenue, will be examined in the Harlem police court.

This action on the part of the Board of Health was caused by a report made by Dr. J. A. Deghue, the chemist of the Board of Health, in which he said that many samples of spirits of ammonia and Jamaica ginger, that he had analyzed, showed that wood alcohol had been substituted for pure alcohol. Methyl, or wood alcohol, the chemist says in his report, is a poison, and, in time, causes total blindness to persons using it. Paralysis and St. Vitus' Dance, are other diseases that are caused by the continued use of this alcohol, and the putting of it into household remedies is prohibited by law.

Some forty or more druggists are to have charges made against them by the Board of Health for substituting wood alcohol for ordinary alcohol in preparations of Jamaica ginger and spirit ammonia, spirit camphor, etc.

### The Drug Market.

Opium—Is very firm, in sympathy with the primary market. It is claimed that the crops will be very small and prices will be high this year.

Morphine—Is as yet unchanged.

Quinine—Is weak and has declined 2c per ounce.

Bromide Preparations—Nearly all the manufacturers have advanced the price of bromides 15c per pound, one only quoting at the old price. There is no doubt but that these preparations have been sold for less than the cost to manufacture. By the new schedule crystals are quoted 5c higher than granular. The manufacturer who has not advanced price is selling such small quantities that the higher schedule will probably be in effect.

Select Elm Bark—Is in better supply and has declined.

Sassafras Bark—Remains firm and is in small supply.

Oil Cassia—Is very firm and has advanced.

Oil Peppermint—Is weak and lower.

Gum Gamboge—Is in better supply and lower.

Senega Root—Has been advanced on account of small stocks.

Linseed Oil—Is steady.

### How a Chemical Garden Is Made.

Place a quantity of sand in a wide-mouthed bottle (or better, a half-gallon fish-globe) to the depth of two or three inches; in this layer of sand, slightly imbed a few pieces of copper sulphate, aluminium sulphate and iron sulphate. Pour over the whole a solution of sodium silicate (commercial water glass) 1 part and water 3 parts, care being taken not

to disarrange the chemicals in pouring in the solution.

Upon standing a week or so, a dense growth of the silicates of the various bases used will be seen in various colors. Now displace the solution of the sodium silicate with clear water by conveying a small stream of water through a small rubber tube (such as nursing bottle tubing) into the vessel, which will gradually displace the silicate of soda solution. Care must be taken not to disarrange or break down the growth with the stream of water. When successful this produces a very beautiful scene. N. E. Noxon.

### Wine of Coca Leaf.

C. B. Lowe, of Philadelphia, uses muscatel wine instead of claret as a menstruum for wine of coca leaf. He says it makes a more agreeable preparation.

Why are young men like vinegar? Because the more mother there is in them the better they are.

## 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.

79 N. Ionia St., Grand Rapids, Michigan

## 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

Special Notice to the trade: Fred A. Castenholz and R. F. Strong are my only representatives on the road.

FRED BRUNDAGE

Wholesale Druggist

32-34 Western Ave. Muskegon, Mich.

## WHOLESALE DRUG PRICE CURRENT

Advanced—Opium, Senega Root.  
Declined—

Acidum			
Aoeticum, German.	70¢	75	
Boracic	22¢	27	
Carbolicum	42¢	44	
Citricum	32¢	30	
Hydrochloric	12¢	14	
Nitrosum	42¢	45	
Phosphoric, dil.	12¢	14	
Sulphuric	12¢	14	
Tannic	12¢	14	
Tartaric	12¢	14	
Ammonia			
Aqua, 16 deg.	40¢	8	
Aqua, 20 deg.	60¢	8	
Carbonas	13¢	15	
Chloridum	12¢	14	
Aniline			
Black	2 00¢	2 25	
Brown	80¢	1 00	
Red	45¢	50	
Yellow	2 50¢	3 00	
Baccae			
Cubebae, po. 25	22¢	24	
Juniperus	6¢	7	
Xanthoxylum	30¢	35	
Balsamum			
Copalba	50¢	55	
Peru	60¢	65	
Terabin, Canada	60¢	65	
Tolutan	45¢	50	
Cortex			
Abies, Canadian	18		
Cassia	12		
Cinchona Flava	18		
Eucalyptus atropurp.	20		
Myrica Cerifera, po.	12		
Prunus Virgin.	12		
Quillaja, gr'd	12		
Sassafras, po. 18	12		
Ulmus, po. 20, gr'd	14		
Extractum			
Glycyrrhiza Glabra	24¢	30	
Glycyrrhiza, po.	22¢	28	
Hæmatox, 15 lb. box	11¢	12	
Hæmatox, 1s	13¢	14	
Hæmatox, 1/4s	14¢	15	
Hæmatox, 1/8s	16¢	17	
Ferru			
Carbonate Precip.	15		
Citrate and Quinia	2 25		
Citrate Soluble	75		
Ferrocyanidum Sol.	40		
Solut. Chloride	15		
Sulphate, com'l.	80		
Sulphate, com'l, by	7		
Sulphate, pure	7		
Flora			
Arnica	15¢	18	
Anthemis	22¢	25	
Matricaria	30¢	35	
Folia			
Barosma	35¢	40	
Cassia Acutifol, Tin-	20¢	25	
nevelly	25¢	30	
Cassia, Acutifol, Alix.	12¢	20	
Salvia officinalis, 1/4s	8¢	10	
Uva Urali	8¢	10	
Gummi			
Acacia, 1st picked	65		
Acacia, 2d picked	35		
Acacia, 3d picked	25		
Acacia, sifted sorta	45¢	50	
Aloe, Barb. po. 18@20	12¢	14	
Aloe, Cape, po. 25	6¢	7	
Aloe, Socotri, po. 40	6¢	7	
Ammoniac	55¢	60	
Asafoetida	25¢	30	
Benzoinum	50¢	55	
Catechu, 1s	6¢	7	
Catechu, 1/4s	6¢	7	
Catechu, 1/8s	6¢	7	
Camphora	64¢	69	
Euphorbium, po. 35	40		
Galbanum	1 00		
Gamboge	1 25		
Gualacum, po. 35	75		
Kino	60		
Mastic	40		
Myrrh	40		
Opil, po. 1.40@4.50	3 40		
Shellac	35¢	45	
Shellac, bleached	40¢	45	
Tragacanth	70¢	1 00	
Herba			
Absinthium, oz. pkg	25		
Eupatorium, oz. pkg	20		
Lobelia, oz. pkg	25		
Majorum, oz. pkg	25		
Mentha Pip. oz. pkg	25		
Mentha Vir. oz. pkg	25		
Rue, oz. pkg	39		
Tanacetum, oz. pkg	25		
Thymus, V. oz. pkg	25		
Magnesia			
Calcined, Pat.	55¢	60	
Carbonate, Pat.	18¢	20	
Carbonate, K. & M.	18¢	20	
Carbonate, Jennings	18¢	20	
Oleum			
Absinthium	5 50¢	5 75	
Amygdale, Dulc.	50¢	60	
Amygdale, Amara	8 00¢	8 25	
Anisi	1 00¢	1 05	
Aurantii Cortex	2 10¢	2 20	
Bergamoti	2 85¢	3 25	
Caliputi	80¢	85	
Caryophylli	80¢	85	
Cedar	80¢	85	
Chenopadi	2 00		
Cinnamoni	1 00¢	1 10	
Citronella	25¢	30	
Conium Mac.	80¢	90	
Copalba	1 15¢	1 25	
Cubebae	1 30¢	1 35	
Erethitios	1 50¢	1 60	
Erigeron	1 00¢	1 10	
Gaultheria	2 30¢	2 40	
Geranium, ounce	50¢	55	
Hedeoma	1 80¢	1 85	
Hedera	1 50¢	1 60	
Juniper	1 50¢	1 60	
Lavendula	90¢	1 00	
Limonia	1 15¢	1 25	
Mentha Piper	3 50¢	3 75	
Mentha Virid.	5 00¢	5 50	
Morruae, gal.	5 00¢	5 25	
Myrica	4 00¢	4 50	
Olive	75¢	8 00	
Picea Liquida	10¢	12	
Picea Liquida, gal.	50¢	55	
Ricinia	50¢	55	
Rosmarini	1 00		
Rose, ounce	6 50¢	7 00	
Succini	40¢	45	
Sabina	90¢	1 00	
Santal	2 75¢	3 00	
Sassafras	80¢	85	
Sinapis, eas., ounce	1 50¢	1 60	
Tigili	40¢	45	
Thymus, opt.	40¢	45	
Theobromas	15¢	20	
Potassium			
Bi-Carb.	15¢	18	
Bichromate	13¢	15	
Bromide	50¢	55	
Carb.	12¢	15	
Chlorate, po. 17@19	18¢	18	
Iodide	2 30¢	2 40	
Potassa, Bitart. pure	28¢	30	
Potass Nitras, opt.	7¢	10	
Potass Nitras	6¢	8	
Prussiate	23¢	25	
Sulphate po.	15¢	18	
Radix			
Aconitum	20¢	25	
Althea	30¢	35	
Anchusa	10¢	12	
Arum po.	2¢	25	
Calamus	20¢	40	
Gentiana, po. 15	12¢	15	
Glycyrrhiza, pv. 15	16¢	18	
Hydrastis Canaden.	6¢	75	
Hydrastis Can., po.	12¢	15	
Hellebore, Alba, po.	18¢	22	
Inula, po.	2 75¢	2 80	
Ipecac, po.	35¢	40	
Iris plox, po. 35@38	25¢	30	
Jalapa, pr.	25¢	30	
Maranta, 1/4s	22¢	25	
Podophyllum, po.	75¢	1 00	
Rhei	1 25		
Rhei, cut.	75¢	1 35	
Rhei, pv.	35¢	38	
Spigelia	15¢	18	
Sanguinaria, po. 15	65¢	70	
Serpentaria	1 35¢	1 40	
Senega	1 35¢	1 40	
Smilax, officinalis H.	40¢	45	
Smilax, M.	25¢	30	
Sellae, po. 35	10¢	12	
Symplocarpus, Foeti-	2¢	25	
dus, po.	2¢	25	
Valeriana, Eng. po. 30	15¢	20	
Valeriana, German	14¢	16	
Zingiber a.	14¢	16	
Zingiber j.	19¢	20	
Semen			
Anisum, po. 18	13¢	15	
Apium (graveleons).	40¢	45	
Bird, 1s	10¢	11	
Cardamom	80¢	1 00	
Coriandrum	8¢	10	
Cannabis Sativa	64¢	7	
Cydonium	75¢	1 00	
Chenopodium	25¢	30	
Dipterix Odorata	1 00		
Foeniculum	7¢	10	
Foenugreek, po.	4¢	5	
Lini	4¢	5	
Lini, gr'd.	4¢	5	
Lobelia	1 50¢	1 55	
Pharlaris Canarian.	6¢	7	
Rapa	5¢	6	
Sinapis Alba	9¢	10	
Sinapis Nigra	11¢	12	
Spiritus			
Frument, W. D. Co.	2 00¢	2 50	
Frument, D. F. R.	2 00¢	2 25	
Frument, 1 25¢	1 50		
Juniperis Co. O. T.	1 65¢	2 00	
Juniperis Co.	1 75¢	2 00	
Saccharum N. E.	1 90¢	2 10	
Spt. Vini Galli	1 75¢	2 00	
Vini Oporto	1 25¢	2 00	
Vini Alba	1 25¢	2 00	
Sponges			
Florida sheeps' wool	2 50¢	2 75	
Nassau sheeps' wool	2 50¢	2 75	
carriage	2 50¢	2 75	
Velvet extra sheeps'	2 1 50		
wool, carriage	2 1 25		
Extra yellow sheeps'	2 1 25		
wool, carriage	2 1 00		
Grass sheeps' wool,	2 75		
carriage	2 75		
Hard, for slate use.	2 1 40		
Yellow Reef, for	2 1 40		
slate use	2 1 40		
Syraps			
Acacia	50¢	55	
Aurantii Cortex	50¢	55	
Zingiber	50¢	55	
Ipecac	50¢	55	
Ferri Iod.	50¢	55	
Rhei Arom.	50¢	55	
Smilax Officinalis	50¢	55	
Senega	50¢	55	
Sellae	50¢	55	
Sellae	50¢	55	

Menthol	7 50¢	8 00	
Morphia, S. P. & W.	2 25¢	2 50	
Morphia, S. N. Y. Q.	2 25¢	2 50	
Morphia, Mal.	2 25¢	2 50	
Moschus Canton	40¢	45	
Myristica, No. 1	38¢	40	
Nux Vomica, po. 15	35¢	37	
Op Sepia	35¢	37	
Pepsin Saas, H. & P.	2 1 00		
D Co.	2 1 00		
Picea Liq. N. N. 1/4 gal.	2 2 00		
doz	2 2 00		
Picea Liq., quarts	2 1 00		
Picea Liq., pints	2 1 00		
Pil Hydrarg. po. 80	2 1 00		
Piper Nigra po. 22	2 1 00		
Piper Alba po. 35	2 1 00		
Pilx Burgun.	2 1 00		
Plumbi Acet.	10¢	12	
Pulvis Ipecac et Opil	1 30¢	1 50	
Pyrethrum, boxes H.	25¢	30	
& P. D. Co., doz.	25¢	30	
Pyrethrum, pv.	25¢	30	
Quassia	80¢	10	
Quinia, S. P. & W.	16¢	18	
Quinia, S. German	16¢	18	
Quinia, N. Y.	26¢	28	
Rubia Tincturum	12¢	14	
Saccharum Lactis pv	20¢	22	
Salacin	4 50¢	4 75	
Sanguis Draconis	40¢	50	
Sapo M.	12¢	14	
Sapo W.	10¢	12	
Sapo G.	10¢	12	
Seidlitz Mixture	20¢	22	
Sinapis	20¢	22	
Sinapis, opt.	20¢	22	
Snuff, Macaboy, De	20¢	22	
Voes	20¢	22	
Snuff, Scotch, De Vo's	20¢	22	
Soda, Boras, po.	9¢	11	
Soda et Potass Tart.	28¢	30	
Soda, Carb.	14¢	15	
Soda, Bi-Carb.	3¢	5	
Soda, Ash	3¢	5	
Soda, Sulphas	3¢	5	
Spts. Cologne	2 2 00		
Spts. Ether Co.	50¢	55	
Spts. Myrcia Dom.	2 2 00		
Spts. Vini Rect. bbl.	2 2 00		
Spts. Vini Rect. 1/2 bbl.	2 2 00		
Spts. Vini Rect. 1/4 gal	2 2 00		
Spts. Vini Rect. 5 gal	2 2 00		
Styrchnia, Crystal	90¢	1 15	
Sulphur, Subl.	24¢	25	
Sulphur, Roll.	24¢	25	
Tamarinds	80¢	10	
Terebenth Venice	28¢	30	
Theobroma	42¢	50	
Vanilla	9 00¢	16 00	
Zinci Sulph.	7¢	8	
Oils			
Whale, winter	70		
Lard, extra	85		
Lard, No. 1	80		
Linseed, pure raw	45		
Linseed, boiled	45		
Nestfoot, winter str	55		
Spirits Turpentine	55		
Paints			
Red Venetian	1 1/2		
Ochre, yellow Mars	1 1/2		
Ochre, yellow Ber	1 1/2		
Putty, commercial	2 1/2		
Putty, strictly pure	2 1/2		
Vermilion, Prime	13¢	15	
American	70¢	75	
Vermilion, English	14		
Green, Paris	13¢	18	
Lead, red	8¢	7	
Lead, white	8¢	7	
Whiting, white Span	2 1/2		
Whiting, gliders	2 1/2		
White, Paris, Amer.	2 1/2		
Whiting, Paris, Eng.	2 1/2		
Universal Prepared	1 10¢	1 20	
Varnishes			
No. 1 Turp Coach	1 10¢	1 20	
Extra Turp	1 10¢	1 20	
Coach Body	2 70¢	3 00	
No. 1 Turp Furn	1 10¢	1 20	
Extra Turp Damar	1 50¢	1 60	
Jap. Dryer, No. 1 Turp	70¢		

## 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

## GROCERY PRICE CURRENT

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

ADVANCED			DECLINED		
Flour			Cheese		
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<b>By Columns</b>					
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<b>METAL POLISH</b> Search Brand Paste, 3 oz. box, per doz. 75 Paste, 6 oz. box, per doz. 1 25 Liquid, 4 oz. bottle, per doz. 1 00 Liquid, 1 pt. can, per doz. 2 50 Liquid, 1/2 gal. can, per doz. 8 50 Liquid, 1 gal. can, per doz. 14 00 <b>OLIVES</b> Bulk, 1 gal. kegs. 1 50 Bulk, 5 gal. kegs. 85 Bulk, 5 gal. kegs. 85 Manzanilla, 7 oz. 80 Queen, pints. 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 25 <b>PIPES</b> Clay, No. 216. 1 70 Clay, T. D. full count. 65 Clay, No. 2. 85 <b>PICKLES</b> Medium Barrels, 1,200 count. 7 75 Half bbls, 600 count. 4 38 Small Barrels, 2,400 count. 9 50 Half bbls, 1,200 count. 5 00 <b>PLAYING CARDS</b> No. 90, Steamboat. 90 No. 15, Kival, assorted. 1 20 No. 10, Kover, enameled. 1 60 No. 572, Special. 1 75 No. 38, Golf, satin finish. 2 00 No. 308, Bicycle. 2 00 No. 632, Tournam't Whist. 2 25 <b>POTASH</b> 48 cans in case. 4 00 Babbitt's. 3 00 Penna Salt Co.'s. 3 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess. 17 75 Back, fat. 19 00 Clear back. 19 00 Short cut. 18 00 Pig. 20 00 Bean. 16 50 Family Mess Loin. 19 50 Clear. 18 50 <b>Dry Salt Meats</b> Bellies. 11 1/2 S P Bellies. 11 1/2 Extra shorts. 10 1/2 <b>Smoked Meats</b> Hams, 12 lb. average. 13 Hams, 14 lb. average. 13 Hams, 16 lb. average. 13 Hams, 18 lb. average. 13 Hams, 20 lb. average. 13 Ham dried beef. 12 Shoulders (N. Y. cut) 12 Bacon, clear. 12 California hams. 10 Rolled hams. 18 Picnic Rolled Hams. 14 Berlin Ham pr'd. 9 1/2 Mince Hams. 9 1/2 <b>Lard</b> Compound. 8 Pure. 10 60 lb. Tubs, advance. 10 80 lb. Tubs, advance. 10 50 lb. Tins, advance. 10 20 lb. Pails, advance. 10 10 lb. Pails, advance. 10 5 lb. Pails, advance. 10 2 1/2 lb. Pails, advance. 10 Vegetable. 8 <b>Sausages</b> Bologna. 6 1/2 Liver. 6 1/2 Frankfurt. 6 1/2 Pork. 8 Veal. 7 1/2 Tongue. 9 Headcheese. 6 1/2 <b>Beef</b> Extra Mess. 11 25 Boneless. 11 25 Rump, New. 11 50 <b>Pigs Feet</b> 1/2 bbls., 40 lbs. 1 50 1/2 bbls., 30 lbs. 3 80 1 bbl., 10 lbs. 8 00 <b>Tripe</b> Kits, 15 lbs. 70 1/2 bbl., 40 lbs. 1 30 1/2 bbl., 30 lbs. 2 60 <b>Casings</b> Pork. 25 Beef rounds. 15 Beef middles. 12 Sheep. 8 <b>Uncolored Butterine</b> Solid, dairy. 11 Rolls, dairy. 11 1/2 Solid, purity. 14 <b>Canned Meats</b> Corned beef, 2 lb. 4 40 Corned beef, 14 lb. 17 00 Roast beef, 2 lb. 4 40 Potted ham, 1/2 lb. 45 Potted ham, 1/4 lb. 45 Deviled ham, 1/2 lb. 45 Deviled ham, 1/4 lb. 45 Potted tongue, 1/2 lb. 45 Potted tongue, 1/4 lb. 45 <b>RICE</b> Domestic Carolina head. 7 Carolina No. 1. 6 1/2 Carolina No. 2. 6 Broken. 3 1/2 Imported. Japan, No. 1. 5 1/2 Japan, No. 2. 5 Java, fancy head. 5 Java, No. 1. 5 1/2 Table. 5	<b>SALAD DRESSING</b> Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALETERATUS</b> Packed 60 lbs. in box. Church's Arm and Hammer. 3 15 Deland's. 3 00 Dwight's Cow. 3 15 Emblem. 2 10 L. F. 3 00 Wyandotte, 100 lbs. 3 00 <b>SALT SODA</b> Granulated, bbls. 80 Granulated, 100 lb. cases. 90 Lump, bbls. 75 Lump, 145 lb. kegs. 80 <b>SALT</b> Diamond Crystal Table, cases, 24 3 lb. boxes. 1 40 Table, barrels, 100 3 lb. bags. 3 00 Table, barrels, 50 6 lb. bags. 3 00 Table, barrels, 40 7 lb. bags. 2 75 Butter, barrels, 320 lb. bulk. 2 65 Butter, barrels, 20 14 lb. bags. 2 85 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 27 Shaker, 24 2 lb. boxes. 1 50 <b>Common Grades</b> 100 3 lb. sacks. 1 90 50 5 lb. sacks. 1 50 28 10 lb. sacks. 1 70 56 lb. sacks. 1 30 28 lb. sacks. 15 <b>Warsaw</b> 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 <b>Solar Rock</b> 56 lb. sacks. 23 <b>Common</b> Granulated Fine. 75 Medium Fine. 80 <b>SALT FISH</b> <b>Cod</b> Large whole. 5 1/2 Small whole. 5 Strips or brisks. 7 Pollock. 3 1/2 <b>Halibut</b> Strips. 13 Chunks. 14 <b>Herring</b> Holland white hoops, bbl. 10 50 Holland white hoops, keg. 5 50 Holland white hoop, keg. 2 75 Norwegian. 85 Round 100 lbs. 3 80 Round 50 lbs. 2 10 Scaled. 14 1/2 Scaled. 1 45 <b>Trout</b> No. 1 100 lbs. 5 50 No. 1 100 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 <b>Mackerel</b> Mess 100 lbs. 16 50 Mess 50 lbs. 8 75 Mess 10 lbs. 1 80 Mess 8 lbs. 1 47 No. 1 100 lbs. 15 00 No. 1 50 lbs. 8 00 No. 1 10 lbs. 1 65 No. 1 8 lbs. 1 35 <b>Whitefish</b> No. 1 No. 2 Fam. 100 lbs. 7 75 50 lbs. 3 85 10 lbs. 92 8 lbs. 77 <b>SEEDS</b> Anise. 15 Canary, Smyrna. 5 1/2 Caraway. 8 Cardamon, Malabar. 1 00 Celery. 10 Hemp, Russian. 4 1/2 Mixed Bird. 4 Mustard, white. 8 Poppy. 6 Rape. 4 1/2 Cuttle Bone. 25 <b>SHOE BLACKING</b> Handy Box, large. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 <b>SOAP</b> Johnson Soap Co. brands— Silver King. 3 65 Calumet Family. 2 75 Scotch Family. 2 85 Cuba. 2 85 Jas. S. Kirk & Co. brands— American Family. 4 05 Dusky Diamond 50-8 oz. 2 80 Dusky Diamond 100-6 oz. 3 80 Jap Rose. 3 75 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 3 10 Saffnet, oval. 2 15 White Cloud. 4 00 Laitz Bros. & Co.'s brands— Big Acme. 4 00 Big Master. 4 00 Snow Boy P'wdr, 100-pkgs. 4 00 Marselles. 4 00 Acme, 100-14 lb. bars. 3 70 (5 box lots, 1 free with 5) Acme, 100-14 lb. bars single box lots. 3 20 Proctor & Gamble brands— Lenox. 3 10 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Schultz & Co. brand— Star. 3 25 A. B. Wrisley brands— Good Cheer. 4 00 Old Country. 3 40	<b>Scouring</b> Enoch Morgan's Sons. Sapollo, gross lots. 9 00 Sapollo, half gross lots. 4 10 Sapollo, single boxes. 2 25 Sapollo, hand. 2 25 <b>SODA</b> Boxes. 5 1/2 Kegs, English. 4 1/2 <b>SNUFF</b> Scotch, in bladders. 37 Macaboy, in jars. 35 French Kappes, in jars. 43 <b>SPICES</b> <b>Whole Spices</b> Allspice. 12 Cassia, China in mats. 12 Cassia, Batavia, in bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Ambonya. 17 Cloves, Zanzibar. 14 Nutmegs, 75-80. 55 Nutmegs, 105-10. 55 Nutmegs, 115-20. 55 Pepper, Singapore, black. 15 Pepper, Singapore, white. 18 Pepper, shot. 18 <b>Pure Ground in Bulk</b> Allspice. 18 Cassia, Batavia. 28 Cassia, Saigon. 48 Cloves, Zanzibar. 17 Ginger, African. 18 Ginger, Jamaican. 18 Mace. 25 Mustard. 18 Pepper, Singapore, black. 17 Pepper, Singapore, white. 25 Pepper, Cayenne. 28 <b>STARCH</b> <b>Common Gloss</b> 1-lb. packages. 5 3-lb. packages. 4 1/2 5-lb. packages. 5 1/2 40 and 50-lb. boxes. 3 1/2 <b>Common Corn</b> 20-lb. packages. 6 40-lb. packages. 4 1/2 <b>SYRUPS</b> <b>Corn</b> Barrels. 20 Half bbls. 22 10 lb. cans, 1 doz. in case. 1 60 5 lb. cans, 1 doz. in case. 1 80 2 1/2 lb. cans, 2 doz. in case. 1 80 <b>Pure Cane</b> Fair. 18 Good. 20 Choice. 25 <b>SUGAR</b> Domino. 7 25 Cut Leaf. 5 65 Crushed. 5 65 Cubes. 5 30 Powdered. 5 15 Coarse Powdered. 5 15 XXXX Powdered. 5 20 Fine Granulated. 5 05 2 lb. bags Fine Gran. 5 20 5 lb. bags Fine Gran. 5 20 Mould A. 5 30 Diamond A. 5 05 Confectioner's A. 4 95 No. 1, Columbia A. 4 85 No. 2, Windsor A. 4 85 No. 3, Elmwood A. 4 85 No. 4, Phoenix A. 4 85 No. 5, Empire A. 4 75 No. 6, 1000's A. 4 70 No. 7. 4 65 No. 8. 4 60 No. 9. 4 55 No. 10. 4 50 No. 11. 4 40 No. 12. 4 30 No. 13. 4 25 No. 14. 4 20 No. 15. 4 20 No. 16. 4 25 <b>TEA</b> <b>Japan</b> Sundried, medium. 24 Sundried, choice. 30 Regular, medium. 24 Regular, choice. 30 Basket-fired, medium. 31 Basket-fired, choice. 38 Basket-fired, fancy. 43 Nibs. 22 1/2 Siftings. 20 1/2 Fannings. 12 1/2 <b>Gunpowder</b> Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pinguey, medium. 30 Pinguey, choice. 30 Pinguey, fancy. 40 <b>Young Hyson</b> Choice. 30 Fancy. 38 <b>Oolong</b> Formosa, fancy. 42 Amoy, medium. 35 Amoy, choice. 32 <b>English Breakfast</b> Medium. 20 Choice. 30 Fancy. 40 <b>India</b> Ceylon, choice. 32 Fancy. 42 <b>TOBACCO</b> <b>Cigars</b> H. & P. Drug Co.'s brands. Fortune Teller. 85 00 Our Manager. 85 00 Quintette. 85 00	<b>Fine Cut</b> addice. 54 weat Loma. 33 Hiawatha, 5 lb. pails. 56 Hiawatha, 10 lb. pails. 54 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Precision. 42 Sweet Burley. 42 Tiger. 38 <b>Plug</b> Red Cross. 32 Palo. 32 Kyo. 34 Hiawatha. 41 Battle Axe. 33 American Eagle. 32 Standard Navy. 36 Spear Head, 16 oz. 41 Spear Head, 8 oz. 48 Jolly Tar. 38 Old Honesty. 42 Taddy. 33 J. T. 36 Pipe Heidsick. 61 Boot Jack. 73 Honey Dip Twist. 38 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 <b>Smoking</b> Sweet Core. 34 Flat Car. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 X L, 5 lb. pails. 25 X L, 16 oz. pails. 35 Honey Dew. 35 Gold Block. 35 Flagman. 38 Chips. 32 Kiln Dried. 21 Duke's Mixture. 38 Duke's Cameo. 41 Myrtle Navy. 40 Yum Yum, 1 1/2 oz. 38 Yum Yum, 1 lb. pails. 38 Cream. 38 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 34 Peerless, 1 1/2 oz. 36 Air Brake. 30 Cant Hook. 30 Country Club. 32-34 Forex-XXX. 28 Good Indian. 23 Self Binder. 20-22 Silver Foam. 34 <b>TWINE</b> Cotton, 3 ply. 18 Cotton, 4 ply. 18 Jute, 2 ply. 12 Hemp, 6 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 6 1/2 <b>VINEGAR</b> Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 <b>WASHING POWDER</b> Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 50 Gold Dust, 50. 4 00 Kirkline, 24 1/2 lb. 3 80 Pearlina. 2 75 Soapine. 4 10 Babbitt's 1776. 3 75 Roseline. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 50 Scourine. 3 50 Rub-No-More. 3 75 <b>WICKING</b> No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55 <b>WOODENWARE</b> <b>Baskets</b> Bushels. 1 10 Bushels, wide band. 1 25 Market. 35 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 5 50 Willow Clothes, medium. 5 50 Willow Clothes, small. 5 00 <b>Bradley Butter Boxes</b> 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 <b>Churns</b> Barrel, 5 gals., each. 2 40 Barrel, 10 gals., each. 2 55 Barrel, 15 gals., each. 2 70 <b>Clothes Pins</b> Round head, 5 gross box. 50 Round head, cartons. 75 <b>Humpty Dumpty</b> No. 1, complete. 25 No. 2, complete. 18 <b>Faucets</b> Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 85	<b>Mop Sticks</b> Trojan spring. 90 Eclipse patent spring. 85 No 1 common. 75 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Ideal No. 7. 90 <b>Pails</b> 2-hoop Standard. 1 50 3-hoop Standard. 1 65 2-wire, Cable. 1 60 3-wire, Cable. 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 40 <b>Toothpicks</b> Hardwood. 2 50 Softwood. 2 75 Banquet. 1 50 Ideal. 1 50 <b>Traps</b> Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 22 Mouse, tin, 5 holes. 65 Rat, wood. 75 Rat, spring. 75 <b>Tubs</b> 20-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 16-inch, Standard, No. 3. 5 00 20-inch, Cable, No. 1. 7 50 18-inch, Cable, No. 2. 6 50 16-inch, Cable, No. 3. 5 50 No. 1 Fibre. 7 95 No. 2 Fibre. 7 95 No. 3 Fibre. 7 20 <b>Wash Boards</b> Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Single Peerless. 2 50 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 30 <b>Wood Bowls</b> 11 in. Butter. 75 13 in. Butter. 1 10 15 in. Butter. 1 75 17 in. Butter. 2 75 19 in. Butter. 4 25 Assorted 12-19. 1 75 Assorted 15-17-19. 3 00 <b>WRAPPING PAPER</b> Common Straw. 1 1/2 Fiber Manila, white. 3 1/2 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 4 Butcher's Manila. 3 1/2 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15 <b>YEAST CAKE</b> Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 00 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 <b>FRESH FISH</b> White fish. 100 Trout. 100 Black Bass. 100 Halibut. 100 Clacoes or Herring. 100 Bluefish. 110 Live Lobster. 25 Boiled Lobster. 27 Cod. 10 Haddock. 8 1/2 Pike. 7 Perch. 7 Smoked White. 12 1/2 Red Snapper. 10 Col River Salmon. 15 Mackerel. 190 <b>OYSTERS</b> <b>Cans</b> F. H. Counts. 35 Extra Selects. 27 Selects. 23 Perfection Standards. 22 Anchors. 20 Standards. 18 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1. 7 Green No. 2. 6 Cured No. 1. 8 1/2 Cured No. 2. 7 1/2 Calfskins, green No. 1. 10 Calfskins, green No. 2. 8 1/2 Calfskins, cured No. 1. 11 Calfskins, cured No. 2. 9 1/2 Steer hides 60 lbs. or over. 9 1/2 Cow hides 60 lbs. or over. 8 1/2 <b>Pelts</b> Old Wool. 25 Lamb. 25 Shearlings. 100 <b>Tallow</b> No. 1 cake. 5 No. 2. 4	<b>Wool</b> Washed, fine. 2 20 Washed, medium. 2 23 Unwashed, fine. 1 18 Unwashed, medium. 1 17 <b>CANDIES</b> <b>Stick Candy</b> Standard. 7 Standard H. H. 7 Standard Twist. 8 Cut Leaf. 9 <b>Jumbo, 32 lb. cases</b> Extra H. H. 7 1/2 Boston Cream. 7 1/2 <b>Mixed Candy</b> Grocers. 8 Competition. 7 1/2 Special. 7 1/2 Conserve. 7 1/2 Royal. 7 1/2 Ribbon. 8 Broken. 8 Cut Leaf. 8 1/2 English Rock. 8 Kindergarten. 8 Bon Ton Cream. 8 1/2 French Cream. 9 Dandy Pan. 9 Hand Made Cream mixed. 11 1/2 Premo Cream mix. 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop. 10 Pony Hearts. 10 Coco Bon Bons. 12 Fudge Squares. 12 Peanut Squares. 12 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 1/2 Lozenges, plain. 9 Lozenges, printed. 10 Champion Chocolate. 11 Eclipse Chocolates. 11 1/2 Quintette Choc. 11 Champion Gum Dps. 8 Moss Drops. 9 Lemon Sours. 9 Imperials. 9 Ital. Cream Opera. 12 Ital. Cream Bonbons. 12 Molasses Chews, 15 lb. cases. 11 Golden Wafles. 12 <b>Fancy-In 5 lb. Boxes</b> Lemon Sours. 25 Peppermint Drops. 25 Chocolate Drops. 25 H. M. Choc. Drops. 25 H. M. Choc. Lt. and Dk. No. 12. 21 00 Gum Drops. 25 O. F. Licorice Drops. 25 Lozenges, plain. 25 Lozenges, printed. 25 Imperials. 25 Mottos. 25 Cream Bar. 25 Molasses Bars. 25 Hand Made Cream. 80 Cream Buttons, Pep. and Wint. 25 String Rock. 25 Wintergreen Berries. 25 <b>FRUITS</b> <b>Foreign Dried</b> <b>Figs</b> Californias, Fancy. 10 Cal. pkg, 10 lb. boxes. 90 Extra Choice, Turk., 10 lb. boxes. 90 Fancy, Turk., 12 lb. boxes. 13 1/2 Puffed, 8 lb. boxes. 15 Natural, in bags. 9 <b>Dates</b> Fards in 10 lb. boxes. 6 1/2 Fards in 50 lb. cases. 5 Halfway. 5 1/2 1 lb. cases. 5 1/2 Sals, 50 lb. cases. 4 1/2 <b>NUTS</b> <b>Whole</b> Almonds, Tarragona. 16 Almonds, Ivica. 16 Almonds, California, soft shelled. 15 1/2 Brazil. 11 Filberts. 12 Walnuts, greenobles. 15 Walnuts, soft shelled. 15 Cal. No. 1, new. 16 Table Nuts, fancy. 13 1/2 Pecans, Med. 10 Pecans, Ex. Large. 11 Pecans, Jumbos. 12 Hickory Nuts per bu. 2 Ohio, new. 2 Cocosnuts, full sacks Chestnuts, per bu. 2 <b>Shelled</b> Spanish Peanuts. 5 1/2 Pecan Halves. 40 Walnut Halves. 37 Filbert Meats. 30 Almonds, Almonds. 33 Jordan Almonds. 33 <b>Peanuts</b> Fancy, H. P., Suns. 4 1/2 Fancy, H. P., Suns. 4 1/2 Roasted. 8 Choice, H. P., Jumbo. 7 Choice, H. P., Jumbo. 8 1/2

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes.....75 2 00  
Paragon.....55 6 00

## BAKING POWDER



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

## Royal



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

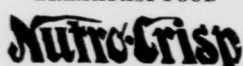
## BLUING

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



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

## BREAKFAST FOOD



**Nutro-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 60  
No. 3 D, per case.....5 60  
No. 1 E, per case.....5 85  
No. 2 E, per case.....5 85  
No. 1 F, per case.....5 35  
No. 2 F, per case.....5 35

## Plymouth

## Wheat Flakes

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

## TRYABITA

Peptonized Celery Food, 3  
doz. in case.....4 05  
Hulled Corn, per doz.....95

## Grita

Walsh-DeRoo Co.'s Brand.



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

## CAN RUBBERS

Schaefer Handy Box Brand.



1 to 25 gross lots.....@75c  
25 to 50 gross lots.....@70c  
50 to 100 gross lots.....@65c

## CIGARS

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



Less than 500.....33 00  
500 or more.....32 00

## CLEANER &amp; POLISHER



6 oz. can, per doz.....1 35  
Quart can, per doz.....2 25

Gallon can, per doz.....7 50

Samples and Circulars Free.

## COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....  
White House, 2 lb. cans.....  
Excelsior, M. & J., 1 lb. cans.....  
Excelsior, M. & J., 2 lb. cans.....  
Tip Top, M. & J., 1 lb. cans.....  
Royal Java.....  
Java and Mocha.....  
Java and Mocha Blend.....  
Boston Combination.....  
Distributed by Judson Grocer  
Co., Grand Rapids; National  
Grocer Co., Detroit and Jack-  
son; B. Desenberg & Co., Kal-  
amazoo; Symons Bros. & Co.,  
Saginaw; Meisel & Goeschel,  
Bay City; Fielbach Co., Toledo.  
**CONDENSED MILK**  
4 doz in case.



Gall Borden Eagle.....6 40  
Crown.....5 90  
Daisy.....4 70  
Champion.....4 25  
Magnolia.....4 00  
Challenge.....4 40  
Dime.....3 85  
Peerless Evaporated Cream.....4 00

## CRACKERS

E. J. Kruce & 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, cse. 2 00

Subject to liberal discount. Case

contains 50 packages. Complete

line of high grade crackers and

sweet goods Perfection Bis-

cuit Co., Ft. Wayne, Ind.

Freight allowance made on

all shipments of 100 lbs or more

where rate does not exceed 40c

per hundred.

## FLAVORING EXTRACTS

FOOTE & JENKS'



Highest Grade Extracts.

Vanilla.....Lemon.....

1 oz full m. 1 20 1 oz full m. 80

2 oz full m. 2 10 2 oz full m. 1 25

No. 5 fan'y. 3 15 No. 5 fan'y. 1 75

COLEMAN'S

HIGH FOOTE & JENKS' CLASS

EXTRACTS

Vanilla.....Lemon.....

2 oz panel. 1 20 2 oz panel. 75

3 oz taper. 2 00 2 oz taper. 1 50

## JENNINGS'



## Folding Boxes

D. C. Lemon.....D. C. Vanilla.....

2 oz.....75 2 oz.....1 20

4 oz.....1 50 4 oz.....2 00

6 oz.....2 00 6 oz.....3 00

## Taper Bottles

D. C. Lemon.....D. C. Vanilla.....

2 oz.....75 2 oz.....1 25

3 oz.....1 25 3 oz.....2 10

4 oz.....1 50 4 oz.....2 40

## Full Measure

D. C. Lemon.....D. C. Vanilla.....

1 oz.....65 1 oz.....85

2 oz.....1 10 2 oz.....1 60

4 oz.....2 00 4 oz.....3 00

## Tropical Extracts

2 oz. full measure, Lemon.....75

4 oz. full measure, Lemon.....1 50

2 oz. full measure, Vanilla.....90

4 oz. full measure, Vanilla.....1 80

## RICE



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



Best grade Imported Japan,  
3 pound pockets, 33 to the  
bale.....6  
Cost of packing in cotton pack-  
ets only 1/4c more than bulk.

## SOAP

Beaver Soap Co. brands



100 cakes, large size.....6 50  
50 cakes, large size.....3 25  
100 cakes, small size.....3 85  
50 cakes, small size.....1 95

## JAXON

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

## TABLE SAUCES

**LEA & PERRIN'S SAUCE**

The Original and  
Genuine  
Worcestershire.

Lea & Perrin's, pints.....5 00

Lea & Perrin's, 1/2 pints.....2 75

Halford, large.....8 75

Halford, small.....2 25

Our Catalogue is  
"Our Drummer"

It lists the largest line of gen-  
eral merchandise in the world.

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

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

It has but one price and that is  
the lowest.

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

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

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

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

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

## Butler Brothers

230 to 240 Adams St.,  
Chicago

We Sell at Wholesale only.

## Not in The Trust.

Send  
in  
Your  
Order  
Now

for a line of our summer  
package goods. They  
are quick sellers and  
profit earners.



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

Fans For a  
Warm Weather

Nothing is more appre-  
ciated on a hot day than  
a substantial fan. Espe-  
cially is this true of coun-  
try customers who come  
to town without provid-  
ing themselves with this  
necessary adjunct to com-  
fort. We have a large  
line of these goods in  
fancy shapes and unique  
designs, which we fur-  
nish 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.

### THE VACANT STORE.

#### Seeing With the Brain, Not With the Eyes.

The grubbing out the "stumps" in one's business is a very easy task—providing you go at it right—but to find the right way and the easiest way can only be ascertained by experience. You will not gain this knowledge by some one telling you for if that could be, we would all go to the successful man and he would tell us how to be successful and then—we would all be rich.

The only way to do it—grub out the "stumps"—is to do it—to go at it and then profit by your experience (your success and your failures).

You see by this method you are not thinking—I should say worrying about your competitors—but bringing the problem home to yourself. Your business will be what you make it—not by hard work and worrying, but thinking—calm and quiet at that.

When I say calm and quiet thinking I mean, don't blame anybody but yourself, because you are the only one who can right the conditions for yourself and if you are the only one who can right the conditions for yourself, you are the one who can make conditions worse for yourself. Now, that is calm and quiet thinking.

When we place the blame on other people's shoulders, that is the time we get the maddest and swear the loudest, but when we put the blame on ourselves—we are calm—we do not get mad and swear at ourselves—and then we get educated to blame ourselves; then is the time to do thinking that is thinking.

When one does thinking that is thinking, we have some powerful stuff. Stuff that will do something. It is something that's got to be handled right to produce results. It's as powerful as dynamite only it is in a more concentrated form.

One can only get a certain amount of it, as your brain will only manufacture a certain amount every day and you do not want to be careless of it and work forty schemes at once, when it is better to apply it to one.

This powerful stuff is just like all powerful stuffs and that is you can not handle it just as you like and get results.

You can not manufacture this stuff while you are waiting on a customer—or making up your books—or answering questions about the price of some shoe—or doing something else. You can not manufacture this stuff and keep at it ten hours a day—I mean real thinking. If you put in two solid hours every day, you will accomplish wonders.

Every man should have a nook, a corner, or an office somewhere handy that he can get into when he wants to figure out some problem.

He should call this office his thinking room and do nothing in his office but think out problems. It must not be a lounging or a loafing room—loaf in the store. It must not be a book-keeping room—keep your book where your safe and cash drawer are.

At a pinch, you can use it for swearing room and be sure that when you

are angry and, if a swearing man—do your swearing in here.

It ought to be exclusively a thinking room and if you have to swear, go there—but better cut the last one out and you will manufacture that stuff a great deal easier and it will be a great deal more powerful.

Do not do any thinking in the store—nothing but your work goes there.

Do not do any work in the thinking room—nothing but think goes there.

Do not worry if you do not happen to go into the thinking room for two or three days, because you will soon get into the habit of going there.

Do not do any thinking at home—on your way to work—by no means on Sunday, but if you get a thought, go to the thinking room.

Do not, when you are in the thinking room, jump at conclusions. If you are not sure of the results of your thinking, go into the store and a thought will come to you to help solve the problem.

No matter what problem you start at, always be sure to say to yourself, "There's a reason for everything." Find the reason.

Find the reason that conditions are so and so.

Find the reason that this happens and that happens to cause you trouble.

Find the reason that when you figure on certain profit and when you inventory, it is not there.

Find the reason that you have not as much trade as you ought to have to make a profit above your expenses.

When you are in the thinking room, your business must be forty or more miles away. In fact, the farther away you can imagine your business, the better you can think about it.

When you are in the thinking room, you will see with your brain, not with your eyes.

When you are in the store, you will see with your eyes—not with your brain.

Using your eyes in the store keeps your brain too busy recording impressions and storing away thought matter and you can not think.

You can see at one time and think at another.

You can not think and see with your eyes at the same time.

When you are thinking "that is thinking," your eyes have a vacant stare—then you are seeing with your brain, but when you are using your eyes, your brain can do more than record the impressions.

So be sure that you do not try and use your eyes, at the same time think—have a think room and you will be sure your brain is not trying to record impressions, at the same time think.—Shoe and Leather Gazette.

#### Trimmings Active.

Demand has been such that many stores that heretofore have not found it necessary have recently installed a trimming counter. Paris has taken up the pendant ornament and all kinds of this garniture are being used in profusion. Buttons of all designs are coming in for a big demand.

### The Grafting Buyer Grafted.

It was in Buffalo, and Mr. Drummer called on Mr. Buyer and asked when he could look at his samples. Mr. Buyer was so very busy that he did not think he could come to the hotel any time except at 6 o'clock. Mr. Drummer saw the point at once. That meant a dinner at his expense, but he was anxious to sell goods, and so he said that, although it was rather against his principles to work after business hours, he would be glad to have Mr. Buyer come and see his samples at 6 o'clock. At 6 o'clock Mr. Drummer found not only Mr. Buyer, but Mrs. Buyer at the hotel. The former explained that he had met the latter, who was in town on a shopping tour and, as the business would not take long, he thought she had better accompany him to the hotel; and they would eat their dinner before going to his suburban home. Of course, Mr. Drummer saw that it was up to him to order dinner for three and he accordingly did so in good shape.

After dinner the buyer looked over some of the samples and gave an order, and then threw out hints that it was now so late that it was hardly worth while to keep an engagement at home, but it would be a good opportunity to go to the theater. Mr. Drummer saw the point and they proceeded to the theater; and at the entrance Mr. Buyer was very, very busy arranging Mrs. Buyer's wraps, thus giving Mr. Drummer an exceedingly favorable opportunity to purchase the tickets.

They enjoyed the play hugely; and after the final drop of the curtain, Mr. Buyer again suggested that a little luncheon might be agreeable. So they took themselves to a restaurant near by and ordered light refreshments. The check amounted to 90 cents, and Mr. Buyer immediately grabbed it and said it was now his turn to pay some of the bills; but Mr. Drummer had seen the game so far and was willing to go the whole business, so he objected. After a lengthy argument, Mr. Buyer, with the check still in his hand, suggested that they split the difference and each pay half. Here was Mr. Drummer's opportunity. He at once agreed to it and began reckoning as follows: "The dinner cost \$6.50; the theater tickets, \$6; the luncheon, 90 cents; in all \$13.40. Now if you, Mr. Buyer, will give me \$6.50 we will call it square;" and poor Mr. Buyer went down into his jeans, raked up all his spare cash, found that \$6.50, and departed for home a sadder and a wiser man. He got the fun but he had to pay for it; and the only way in which we can see that he could ever get even would be by countermanding the order which he gave Mr. Drummer. Whether he has done so or not, the writer is unable to say; but that the story is true in every particular is vouched for by Mr. Drummer, who could give the names if necessary.—Boot and Shoe Recorder.

A man may eat, drink and be merry—provided he doesn't have to eat his words.

## Simple Account File

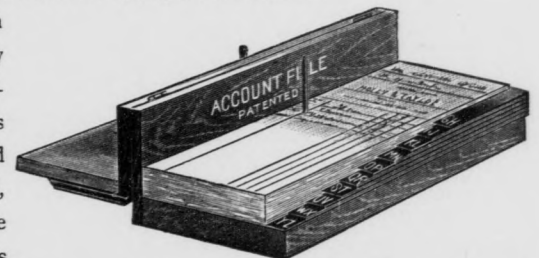


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This

saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



**TRADESMAN COMPANY, Grand Rapids**

# 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.

**BARGAIN, IF TAKEN NOW, BAZAAR** goods, ladies' and gents' furnishings; small stock, good location; must sell on account of sickness. A. E. Weaver, Grand Ledge, Mich. 384

**WANTED AT ONCE—EXPERIENCED** clothing shoe and dry goods salesman; steady position for right person. Address, with references, H. Hirschberg, Elk Rapids, Mich. 399

**FOR SALE—THE WELL-KNOWN GEN-** eral store business of J. A. Shattuck & Co., Newberry, Mich. Annual sales, \$30,000. Conditions are favorable to trade and Newberry is reckoned one of the best towns in the Upper Peninsula. Reasons for selling, forty years in the store business and do not care to be buried there. 398

**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 610-11 Majestic Bldg., Detroit, Mich. 383

**WANTED—A SECOND-HAND CASH CAR-** rier 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 227, Chessaning, Mich. 376

**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 stock 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. None need reply except those who have money and mean business. Address No. 370, care Michigan Tradesman. 370

**FOR SALE—A FIRST-CLASS SHINGLE** mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saws, 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

**FOR SALE—SODA AND ICE CREAM PAR-** lours, 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** a business in the best city in the state, where everybody makes money. A well paying, spot cash business, mainly shoes, men's furnishings, some dry goods; location one of the best. I own building so can suit you on lease. Am devoting my entire time to manufacturing interests. From \$5,000 to \$6,000 cash, with good security for balance, will buy it. For further information address or come and see me. A. E. Poulsen, Battle Creek, Mich. 363

**WANTED—A BUYER FOR A RETAIL** shoe store in one of the best counties in Ohio; county seat; population, 2,500; good country trade; best location in town; will invoice about \$4,000; clean stock; established seven years; want to engage in other business. Address Lock Box 485, Paulding, Ohio. 395

**FOR SALE—MEAT MARKET; FIRST-** class outfit; good sized cooler, scales and everything needed; all in good shape and on a main street. Address 414 South Union St., Traverse City, Mich. 394

**FOR SALE—\$4,500 GROCERY AND MAR-** ket; well located in Northern Illinois mining town; annual sales \$50,000. Address No. 393 care Michigan Tradesman. 393

**FOR SALE—TAILORING BUSINESS;** established 4½ years, town of 6,000; invoice at \$575; will sacrifice for \$450 cash. Address H. J. Keim, Cedar Falls, Iowa. 391

**WANTED—PARTNER IN ESTABLISHED** paying general merchandise business who can invest reasonable amount of cash and act as salesman and receive salary and share in the profits. Address Lock Box 616, Howell, Mich. 389

**FOR SALE OR EXCHANGE—A GENERAL** store 24x60, two stories; living rooms above; hall attached; 20x80; one-story high; railroad station, telephone exchange, good farming community, etc. F. M. Bell, Mason, Mich., R. D. 28. 388

**FOR SALE—CLEAN, UP-TO-DATE HARD-** ware and implement stock; will invoice between \$4,000 and \$5,000; yearly sales, \$18,000; best of reasons for selling. Address No. 387, care Michigan Tradesman. 387

**FOR RENT—FINE STORE ROOM 30x80,** best corner in the city; splendid location for a good general stock. For particulars address Louis W. Harman, Onaway, Mich. 386

**FOR SALE OR RENT—MEAT MARKET IN** town of 400; average sales, \$600 per month. Address No. 397, care Michigan Tradesman. 397

**FOR SALE—CLEAN STOCK OF GROCER-** ies in town of 1,500; good resort trade; best of reasons for selling. Address No. 396, care Michigan Tradesman. 396

**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 ELE-** gant 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. 27

**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 BER-** len county; good trade; expenses light; good place for one who can talk German; reason for selling, sickness. Address No. 335, care Michigan Tradesman. 335

**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. 337

**FOR SALE—\$1,000 GENERAL STOCK AND** \$2,000 store and residence, all for \$2,500 if taken at once. Address No. 327, care Michigan Tradesman. 327

**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. 291

**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 Walthausen, 1345 Johnson St., Bay City, Mich. 311

**\$5,000 WILL BUY LOT 34, COMMERCE ST.,** opposite Union Depot, only \$100 per front foot. Good 13 room brick house thrown in. Worth \$150 per front foot for bare lot. House rents to pay good interest on investment. Edwin Fallas, Citizens Phone 614, Grand Rapids, Mich. 258

**FOR SALE—AN ESTABLISHED MANUFAC-** turing industry; small capital required; expenses very low; an exceptional opportunity; good reason for selling. Address M., care Michigan Tradesman. 179

**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. 60

**CHANCE OF A LIFETIME—WELL ESTAB-** lished general store, carrying lines of dry goods, carpets, furs, cloaks, clothing, bazaar goods, shoes and groceries, located in thriving Western Michigan town. Will sell good stock at cost and put in small amount of shelf worn goods at value. Stock can be reduced to \$15,000. Owner is going into manufacturing business. Address No. 44, care Michigan Tradesman. 44

**FOR SALE—DRUG STOCK IN ONE OF** the best business towns in Western Michigan; good chance for a physician. Enquire of No. 947, care Michigan Tradesman. 947

## MISCELLANEOUS

**WANTED—A FIRST-CLASS FURNITURE** draughtsman, capable of making sketches and estimates for special pieces of furniture and prepare working plans for same; a permanent position to the right party and steady work. Address the Hamilton Manufacturing Co., Two Rivers, Wis., stating age, experience and furnish references. 392

**WANTED AT ONCE—EXPERIENCED** salesmen to work the wholesale and retail grocery trade; also salesmen to handle Celery-tone Kola to the soda fountain trade. Address Dunkley Company, Kalamazoo, Mich. 330

**WANTED AT ONCE—DRUG CLERK,** registered or registered assistant. J. J. VanHaften, care Yore Block Pharmacy, Benton Harbor, Mich. 353

**WANTED—EXPERIENCED SALESMEN** to handle line of wheelbarrows and trucks on commission; also salesmen to work factory trade on trucks. Address Michigan Wheelbarrow & Truck Co., Saginaw, Mich. 299

**WANTED—A YOUNG MAN WHO THOR-** oughly understands stenography and typewriting and who has a fair knowledge of office work. Must be well recommended, strictly temperate and not afraid of work. Address Stenographer, care Michigan Tradesman. 62

## AUCTIONEERS AND TRADERS

**THE HOOSIER HUSTLER, NOTED MER-** chandise 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

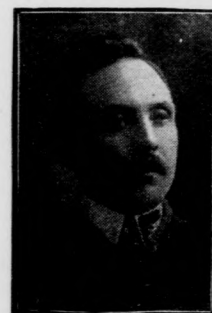
**FERRY & WILSON MAKE EXCLUSIVE** business of closing out or reducing stocks of merchandise in any part of the country. With our new ideas and methods we are making successful sales and at a profit. Every sale personally conducted. For terms and dates, address 1414 Wabash Ave., Chicago. 317

**EXPERTS—HAMILTON, JOHNSTON &** Co., Auctioneers, do not call themselves "Experts," but they have the testimonials to show that they have closed out entirely more stocks in more states than any other auctioneer firm. They do not ask you to sign contract. Now selling stocks at Harriman, Tenn., and Hart, Mich. Hamilton, Johnston & Co., 306 Main St., Galesburg, Ill. 348

**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. 390

## "THE O'NEILL SALES"

absolutely sell to per cent. of your stock in a day.  
Retail Selling—New Idea System



C. C. O'Neill & Co.

**SPECIAL SALESMEN & AUCTIONEERS** 408 Star Bldg., 356 Dearborn St., Chicago  
We also buy and sell Store Fixtures and take them on consignment.

If you knew that we could clear your store of all old stuff and any lines you would like to eliminate and get you thousands of dollars in cash, would you try our

NEW  
IDEA  
SALE?

If so, write us and we will give you full details and information.

7,000 progressive Michigan Ohio and Indiana merchants read this paper each week

# 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

# 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!



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.

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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,  
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# Oxford Flakes

BEAUTIFUL PACKAGES

3 SIZES

READY

TO

SERVE



AT ALL JOBBERS.

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.

## 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



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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

## 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.**