

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 3, 1903.

Number 1028

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



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

The Beacon Falls Rubber Shoe Co.

Factory and General Offices, Beacon Falls, Conn.

Branch Stores

Chicago---207 Monroe Street.

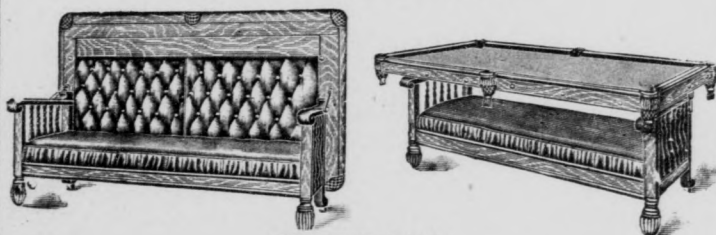
New York---106 Duane Street.

Boston---177-181 Congress Street.

Out of the Trust.

The Balke Manufacturing Company,
Sole Manufacturers of the

BALKE Combined Davenport, Pool and Billiard Tables.



FOR THE HOME.

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

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

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

The Balke Manufacturing Company, 1 W. Bridge Street.

Your Income--

To increase it is of vital importance to you . . . conservative investments will help . . . gilt edge bonds are excellent . . . the security the careful, well-informed invest in . . . your funds are *safe* . . . and the dividends positive . . . Consult us please . . . it's to your interest.

E. M. Deane Co., Ltd.

Municipal, Corporation and Railway Bonds

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

References: Old National Bank, Commercial Savings Bank.

Sunlight

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

Walsh-DeRoo Milling Co.
Holland, Michigan

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.

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 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

For \$4.00

We will send you printed and complete

5,000 Bills
5,000 Duplicates
100 Sheets of Carbon Paper
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

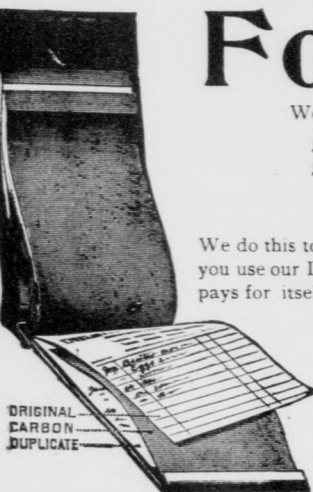
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

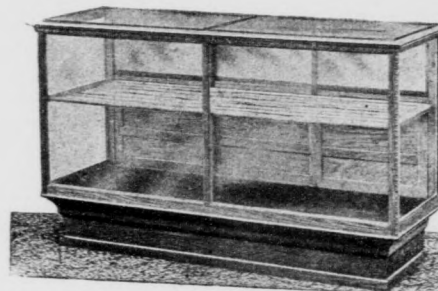
Cosby-Wirth Printing Co.,

St. Paul, Minnesota



Grand Rapids Fixtures Co.

A new elegant design in a combination Cigar Case



Shipped knocked down. Takes first class freight rate.

No. 64 Cigar Case. Also made with Metal Legs.

Our New Catalogue shows ten other styles of Cigar Cases at prices to suit any pocketbook.

Corner Bartlett and South Ionia Streets, Grand Rapids, Mich.



Housecleaning

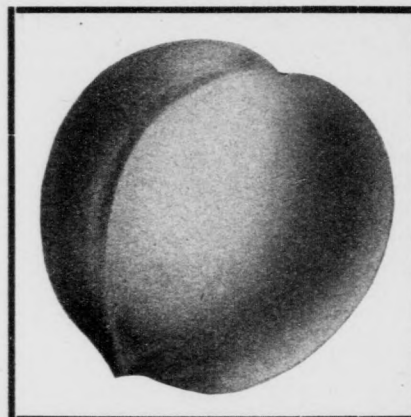
The spring house, store and office building cleaning season is now with us, and all retailers will find a good demand for Brunswick's Easybright. This is a combination cleaner that will clean all varnished and painted woodwork and metals, as well as cloth fabrics, carpets, rugs, lace curtains, etc. It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

It is cheaper and will do more work than any and all other cleaners. A quart can that retails for 25 cents will clean forty yards of carpet. All retail merchants will find it to their interest to put a case of each size of these goods in stock. The free samples and circulars packed in each case, if passed out to acquaintances, will make customers and friends. For sale by all jobbers.

FRED A. CONNOR & CO.
58 WEST CONGRESS ST. DETROIT, MICH.

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.

SOMETHING NEW

Coffee Almonds

EVERYBODY EATS THEM

PUTNAM FACTORY
NATIONAL CANDY CO.

GRAND RAPIDS, MICH

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 3, 1903.

Number 1028

WHERE YOU ARE PROTECTED BY
24 COMPANIES

Why Not Buy Copper?

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

CURRIE & FORSYTH.

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

IF YOU HAVE MONEY

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

Collection Department

R. G. DUN & CO.
Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient,
responsible; direct demand system. Collections
made everywhere—for every trader.

C. E. McCRONE, Manager.

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Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, May 30—We have had two holidays—one local and one National this week—and while the former was not generally observed, it was observed to some extent, and thus we had markets somewhat demoralized.

It has been, if possible, a duller week in coffee than last. There is simply no trade beyond the little that must be done to carry on business. Holders have been unloading and, where necessary, sacrifices have probably been made to effect sales. At the close Rio No. 7 is quotable at 5½c, with a feeling that we shall certainly see 5c within a short time. In store and afloat there are 2,374,283 bags, against 2,465,479 bags at the same time last year. From July 1, 1902, to May 27, 1903, the crop receipts at Rio and Santos have aggregated 11,597,000 bags, against 14,067,000 bags during the same time last year. In mild coffees we have a market showing an easy undertone. Supplies are coming in rather freely and holders are anxious to dispose of stocks on hand. Good Cucuta, 8½c. East India sorts are unchanged in any essential particular.

The local demand for sugar has been quiet and the market generally is dull, little, if any, new business being done, and few withdrawals under old contracts. Arbuckle's rates are somewhat below others, but this has not stimulated any great activity.

The demand for teas has been limited to small lots and, while quotations are generally well sustained, there is a feeling that if the demand shows no improvement some concessions might be made. Certain sorts of package teas are seemingly meeting with good demand, but this is not a criterion for the general market.

A better demand has sprung up for rice and orders have come in from many outside points. The call from the West has been good and Japans, delivered at interior points, has sold within a range of 5¼@5½c.

Very little change is to be noted in the spice market. Prices are generally firm, especially for future pepper.

The call for grocery grades of molasses is light, but prices are firmly sustained. Blackstrap has been firm and stocks are light. Good to prime centrifugal, 17@27c. Syrups are in rather limited supply and prices are firm. Prime to fancy, 20@25c.

Canned goods are showing steady improvement. A great quantity of low-class stock has been cleared out since the beginning of the year and new goods will come into the market in excellent condition. The drouth, which has been so severe, has been broken in Maryland and from that State we may now look for a good tomato supply. Maine reports need of rain for corn. Tomatoes are worth about 80@82½c on the spot. Maine corn, \$1@1.15. Salmon shows steady improvement. Red Alaska talls, \$1.05@1.07½c.

Dried fruits show little movement. Prices are fairly well sustained, but there is great room for improvement in the general situation.

The butter market shows no change in quotations from those which have prevailed practically all the month. The demand and supply are nicely regulated for the time being. Best Western creamery, 22c; Western imitation creamery, 17@19c; Western factory, 14½@16c; renovated, 16@18c.

Stocks of cheese are not large, but supply is sufficient to meet requirements and quotations are fairly well sustained on the former low basis of 11@11½c, the latter for fancy stock.

It is hard to find any great quantity of strictly fresh eggs, as the weather conditions have been so unfavorable. Fancy Western, storage pack, 17c; fresh gathered, 15½@17c; low grades, 13@14c.

Lansing—The Bates & Edmonds Motor Co. has merged its business into a corporation under the style of the Bates Automobile Co. The authorized capital stock is \$60,000, held as follows: M. F. Bates, 1,500 shares; J. P. Edmonds, 2,500 shares, and Bliss Stebbins, 2,000 shares.

E. F. Petersen, grocer at Whitehall, has put in a grocery stock at Sylvan Beach for the summer. The Worden Grocer Co. furnished the stock.

Lavery & Bacon have opened a grocery store at Sheridan. The National Grocer Co. furnished the stock.

Hides, Pelts, Tallow and Wool.

The hide market is in a very uncertain position on account of the tanners' strike in Milwaukee and the probability of strikes in other cities. The value of hides has dropped materially on light stock and is strong on other grades, caused by floods in Kansas stopping the kill and consequent shipments, and the demand from the East.

Pelts cut no figure on the market, as none of consequence are offered.

Tallow is dull and weak, with greases accumulating. There is a wide range in prices with little trading.

Wools are easier in Eastern markets. The uncertainty of the outcome of strikes and higher cost of wool west, force manufacturers to stop. Wools are costing too much money, as compared with past sales of cloth and advanced labor. With the small amount of wool in sight as compared to previous years and much nerve on the part of dealers, prices have advanced West beyond the safety point of the Eastern market, and dealers there hesitate to follow others at the prices now being paid.

Wm. T. Hess.

The Boys Behind the Counter.

Charlotte—W. J. Lance, an experienced clothing salesman of Battle Creek, has taken a position with W. H. Selkirk.

Ithaca—Will Shrodes is back from Findlay, Ohio, where he has been employed the past year, and is behind the counter at Lewis & Yost's. Mr. Shrodes was a former clerk with A. S. Barber & Co.

Niles—S. L. Wyman, of Elkhart, has taken a position as drug clerk for F. W. Richter, succeeding Mr. Barmore.

Montague—It is probable that a new furniture factory will be established at this place. Lake Bros., of South Dakota, are investigating the matter and have signed a temporary contract with a committee of the Board of Trade. Their action awaits the approval of the Council.

No business was ever advertised so extensively that it would carry itself by the momentum it had attained. The fastest express train stops after a while if the steam is cut off—unless it is going down hill all the way.

John G. Straub, the handsome member of the firm of Straub Bros. & Amiotte, manufactureres of confectionery at Traverse City, was in town yesterday for the purpose of calling on his neighbors in trade.

A man may be his own worst enemy, but he is sure to be his own best friend.

MEN OF MARK.

A. B. Wilmink, the Well-Known Wholesale Baker.

It is noticeable that the twentieth century is to be a century for young men. Despite the great concentrations of capital and combinations of business interests, there are to-day more opportunities for young men of marked business ability to forge ahead and distinguish themselves in the world of commerce and industry than ever before in history. Some learned students of political economy believe to the contrary and do not hesitate to express their fear that this era of concentration is dealing a death blow to competition and to individual supremacy. Yet we have before us, in nearly every line of business and trade, notable examples of what the individual can accomplish through his own efforts alone.

Nowhere is this more potent than in the baking business and its allied industries. There were hundreds of instances of bakers building up great businesses and amassing fortunes during the latter part of the last century, and there are also plenty of instances of young men who started in business but a few years ago and who are now at the head of concerns of large means and doing an extended business. The young man is in demand to-day. If he have ability he can command a high salary. If he have his eyes open for opportunities and grasp them by persistent effort and unflagging energy he can build up a business for himself.

This is just what the subject of this sketch has been and is doing.

Alexander B. Wilmink was born in Amsterdam, Holland, May 21, 1861, his antecedents being Holland on his father's side and German on his mother's side. His father was a baker by occupation and the son learned the trade, completing his apprenticeship in his 18th year. He then emigrated to this country, locating in Grand Rapids, where he worked two years as journeyman baker for Henry Pessink, on South Division street. He then removed to Baltimore, where he worked at his trade eight years. In 1890 he moved to Newport News, where he engaged in the bakery business on his own account under the style of the Vienna Model Bakery. He continued this business until 1899, when he sold out and went to Europe, where he remained several months, taking in the Paris Exposition in the meantime. He then returned to Newport News and pursued the occupation of gentleman of leisure for a year, devoting considerable time to the City Bank, of which he was a director. The presidency of the Bank was offered to him, but he declined to accept it, having already formulated plans to return to Grand Rapids. He came to this city in 1900 and purchased the Hill Bakery of Austin & Co., continuing the business until Dec. 15 of last year, when he moved into his model plant at the corner of South Division street and Wealthy avenue. This plant is 45x132 feet, three floors, constructed of brick and

equipped with the most modern machinery available. The basement and second floor are used for storage. The ground floor is occupied by machinery and ovens, in which everything is made in the bakery line except crackers. There is no guess-work employed anywhere in the process, the temperature being held even by fans and other refrigerating apparatus and the flour, water and shortening being weighed on carefully adjusted scales. The plant has been pronounced to be the finest one of its kind in the State and represents in its entirety the best thought of mechanical engineers, aided by the practical experience of the owner. Seven wagons are in constant use in delivering goods, four of which are drawn by teams.

Mr. Wilmink was married June 26, 1891, to Miss Mary Ritter, of Bal-

gets an idea that he must fill every inch of his space with something his employer or, if he happens to be his own trimmer, he may have to offer the purchaser. The public and the buyers see only a conglomerate mass of samples arranged in any old way to fill the space. They give this display a hasty glance and pass on to the window which shows a line of goods they are looking for, arranged with an artistic effect, with each article standing out prominently.

We speak from the standpoint of the public, those who may be possible purchasers. The writer has often been looking for something in the line of furnishing goods. Instead of pushing and crowding through the aisles of the stores, we have passed along the street until we came to some window display. Here we have



timore, who is of German descent. They have only one child, a boy now 6 years old.

Mr. Wilmink is a member of Westminster Presbyterian church and is also identified with the Royal Arcanum and is connected with all of the Masonic orders up to and including the Shrine.

Mr. Wilmink attributes his success to cleanliness and handling good goods, but those who have watched his success believe that to the business end of the establishment is to be attributed in great part the rapid progress he has made in climbing to the top.

The Main Idea in Window Display.

In order to make a window display effective—that is, bring about the results intended—it is necessary to catch the eye of the prospective buyer. Too many times the trimmer

often found just the article we were looking for, after which it was a simple matter to go inside and describe to the salesman what you wanted, make your purchase and go on your way rejoicing.

There is no doubt but that a large percentage of the sales in any retail store is due to a proper display of the goods by the men who arranged them in show windows. We often wonder if the public ever gives these men a thought as they stand and gaze with rapture at some of the wonderful creations of their brain and hands—men who generally work while the average shopper is asleep.—Window Trimmer.

Every successful business man has been a good advertiser; every good advertiser is a successful business man.

Plain Facts Told Plainly.

There are counterfeits in men as well as in merchandise and dollars. It is born in them, hard to wash out, and the trait is always in sight. They pretend to be what they are not, what their daily works prove they are not.

We hear much of the shrewd man. In many instances men gain credit for shrewdness by trickery. The love of a dollar is so deep in their souls as to crowd out all else that goes to make a real man. As long as their money lasts they have a following. When it is gone they are on an island in the world, with themselves as the only inhabitant. The counterfeit man is a dealer in deceit. He chuckles to himself as long as the game is coming his way. He forgets that in trading off his soul and what character he may have, he is laying up trouble for the day when the good opinion of men will mean more to him than now.

Not long ago the elder of a church in a small town in South Dakota failed in business. When it was all over and the bankruptcy court had drawn the double line under the profit and loss account, the elder confessed to a soft-hearted man the faults that brought him low. He said that he read his scripture lesson on Sunday and meant it, but he failed to carry it into his business. He had the wrong idea. He thought that shrewdness in business which brings profit means giving people less than they pay for. He was hunting for the short count and short measure goods in order to make his prices more attractive than his competitors. One year of this brought him to the gates of trouble, that are ajar. He was doing a counterfeit business.

The golden rule still holds good. It has been used a great deal and may be a little time worn, but it is as useful as ever. It is the essential principle in every successful business. It is a religion that can be carried into business with success. The counterfeit business man may seem to be getting the advantage at times, but the permanent success in this world is he who does unto others as he would be done by. The man of forty years who can look back over the busted careers of smart Aleks and crooked business men knows this. Faith and confidence count in business. It is the pure food on which a good business character feeds.—Eli in Commercial Bulletin.

Big Linen Business.

From orders received by the jobbers it would seem that the past few weeks have been good ones in the linen line. Reorders have come in for about everything from brown crashes and floor cloths to fancy dress linens. The market is pretty well cleaned up of all bargain lines and there is little on which the retailer can make a special drive.

Crashes are sold at a low price, but are not below regular prices, and the continued call would seem to indicate that the time is approaching when these will be higher.

Some folks are odd just for the sake of notoriety.

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

Absolutely Pure.

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

THERE IS NO SUBSTITUTE

Around the State

Movements of Merchants.

Ionia—A. C. Brookings has sold his grocery stock to A. W. Stein.

Lansing—Gay & Cady continue the grocery business of Carl Cady.

Ellsworth—Crego & Pelton have sold their hardware stock to Wm. A. Boss.

Six Lakes—Archie Granso has purchased the general stock of Mrs. Ida Wood.

Flint—Delisle & Hubbard have sold their meat market to John Windiate.

Omer—Thomas Naylor has purchased the hardware stock of Howard V. Pay.

Quincy—Sherwood & Clark continue the meat business of Sherwood & Corless.

Cheboygan—The J. J. Post Hardware Co., Limited, succeeds J. J. Post & Co.

Detroit—John J. Spangler has purchased the grocery stock of James E. Frickleton.

Six Lakes—Mrs. M. F. Leach has purchased the millinery stock of Mrs. M. J. Merrifield.

Marshall—Dr. Geo. H. Green, the druggist, is recovering from a long and serious illness.

Pewamo—J. C. Osborn has removed his grocery stock from Maple Rapids to this place.

Tecumseh—Geo. H. Tansley, furniture dealer and undertaker, has sold out to R. A. Rouch.

Fennville—Mehen & Fuller have purchased the agricultural implement stock of A. J. Capen.

Lamb—Freese & Park have purchased the general merchandise stock of Philip C. Carnell.

Omer—Thomas Naylor has removed his general merchandise stock from Sterling to this place.

Kingsley—J. H. Monroe has taken en a partner in his hardware business under the style of J. H. Monroe.

Flint—Horace S. Leadbetter succeeds Kendrick & Leadbetter in the produce and cold storage business.

Holland—Van Raalte, Goosen & Vissers have engaged in the paint and wall paper business at 150 East Eighth street.

New Haven Center—W. H. & A. M. Everest have closed out their general merchandise stock and retired from trade.

Wasepi—F. A. & M. M. Palmer continue the grocery business formerly conducted by F. A. Palmer on his own account.

Freeland—Geo. F. Barbarin has purchased the interest of his partner in the general merchandise business of Barbarin & Gould.

Crosswell—John Snelling, of the firm of Snelling & Dodge, has purchased the interest of his partner in the Central meat market.

Hilliards—Lawrence Adams has sold his general stock to Michael Michaeloski, who will continue the business at the same location.

Ypsilanti—The boot and shoe house of Horner Bros. will conduct its business under the style of Horner & Lawrence after July 1.

Lawrence—M. A. Shutts has engaged in the hardware, stove and im-

plement business, having purchased the stock of J. H. Kelly & Sons.

Lansing—F. E. Shank, grocer at the corner of Kalamazoo and Butler streets, has opened a second store at 208 Washington street, south.

Imlay City—Paul Sterner and James Dahn have formed a copartnership and purchased the butter, egg and poultry business of P. B. Gavitt.

Ontonagon—A national bank has been organized here, with \$25,000 capital, most of which is held by business men of the village. The new institution will begin business July 1.

Hillman—Louis Davison has purchased the grocery store and residence property of F. T. Stanlake and will erect a two-story building, 80x144 feet. It will be ready for occupancy Aug. 15.

Williamston—J. N. Leasia, of the drug firm of Leasia & Headley, has gone to Wyoming for the purpose of inspecting his mining properties there. He expects to be absent about two months.

Cheboygan—J. H. Barrowcliff, who has for several years been engaged in the general merchandise business at Munro, will shortly erect a store building at this place and engage in the grocery business.

Six Lakes—J. B. King & Son, who engaged in the dry goods, furnishing goods and shoe business here last fall, have purchased the general stock of Wm. Wesley and consolidated it with their other stock.

Belding—Earl Wilson has purchased the interest of E. R. Spencer in the City shoe store. Mr. Wilson purchased a half interest in the business several months ago and now becomes sole proprietor.

Bellevue—Jason L. Flower has purchased the drug and book stock of T. E. Robinson and will continue the business at the same location. He is assisted by P. J. Williams, an experienced pharmacist.

Eaton Rapids—Sterling & Crawford, dealers in produce, groceries and meats, have leased the Merrit block and will consolidate the two buildings into one store, with a frontage of 44 feet and a depth of 99 feet.

Eaton Rapids—Having passed the three score and ten allotted age, W. A. Hall, the veteran implement dealer, has sold his interest in the firm of W. A. & J. T. Hall to the junior member, who will continue the business at the old stand.

Saginaw—Waldron, Alderton & Melze have leased the Bearinger block, formerly occupied by the Michigan Dry Goods Co., and will take possession of the entire building as soon as the necessary changes and repairs can be accomplished.

Battle Creek—H. N. Keys has resigned his position as Secretary and General Manager of the Malta-Vita Pure Food Co. Mr. Keys has been with the company for over two years, and has seen the business increase from nothing to over one million and a quarter a year.

Manufacturing Matters.

Gibraltar—John McArthur, manufacturer of baskets, has discontinued the business.

Midland—The Midland Manufacturing Co., manufacturer of air rifles and wheelbarrows, has removed to St. Joseph.

Detroit—The style of the Detroit Hardware Manufacturing Co. has been changed to the Casket Hardware Manufacturing Co.

Adrian—M. H. Higby, who recently established the Maple City creamery, has taken a partner in the person of his son-in-law, W. C. Gempel.

Detroit—The Hiawatha Electric Co., capital \$60,000, of which \$6,000 is paid in, has filed articles. The company is organized to manufacture incandescent lamps and other electrical specialties and will build a factory here.

Manistee—The Manistee Land & Timber Co. has been organized with a capital stock of \$75,000. The stockholders are W. H. Nuttall, 1,158 shares; J. M. Peterson, 792 shares; T. J. Elton, 719 shares; Peter Friske, 653 shares, and Gus Kitzinger, 693 shares.

Plainwell—At the first annual meeting of the J. F. Eesley Milling Co., a dividend of 10 per cent. was declared. The officers for the ensuing year are as follows: President, J. F. Eesley; Vice-President, James Smith; Secretary, Carolyn E. Scott; Treasurer, F. J. Scott.

Jackson—The Lewis Box & Package Co. has been organized with a capital stock of \$10,000, and the shareholders are Geo. B. Kellogg, 250 shares; R. A. Oliver, 166 2-3 shares; L. D. Lewis, 250 shares; C. A. Parrish, 166 2-3 shares, and F. C. Badgley, 166 2-3 shares.

Boyne City—Follmer & Stowe, who own much of the low land along Boyne River, between this place and Boyne City, announce their intention of damming the river for the purpose of generating electricity to light this place, Boyne Falls and Walloon Lake. They will associate with them a number of local and Grand Rapids capitalists, with a view to erecting and equipping a modern plant.

Sault Ste. Marie—The Superior Food Co., Ltd., is enlarging its quarters in the old carbide building and is installing machinery with a view to beginning operations in about five weeks, or when the power generated by the big waterpower canal is available. The factory will represent an expenditure of \$45,000 and will require about forty employes for one shift or double that number in the event of the demand for the product necessitating the running of the plant both night and day. The industry will use seventy horse-power. The food to be manufactured will be Cere Vita, a ready-cooked flake article.

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

VEGE-MEATO VEGEOTA NUT BUTTER

Two good sellers, because they're good foods. Purely vegetable, of delicious flavor, and sold at popular prices—15 and 25c per jar.

Good Profits for The Dealer

Send for samples and special introductory prices.

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

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market shows some weakness and 96 deg. test centrifugals are quoted at 1-16c decline. Refiners' stocks are quite liberal and, until demand for the refined article improves, they do not feel like making very heavy purchases. Much to the surprise of the trade Arbuckle Bros. have reduced their list prices to points. The other refiners did not follow suit and the reduction is generally attributed to the accumulation of stock held by Arbuckle in store, which they are endeavoring to dispose of at lower prices. On account of the late and short crop of berries, the demand for sugar during this season is not nearly up to the usual standard.

Canned Goods—The recent activity in the canned goods market has not stopped by any means, but continues to be very good; so good, in fact, that many packers are entirely cleaned up on some lines and now have only a few broken lots to offer. Tomatoes are very firm, with a somewhat stronger feeling. There is no advance in price, but, on the other hand, also no concessions in price are made, as packers feel that with the very light supplies on hand they will be able to get full market prices for their goods. Regarding the crop one Michigan packer writes that in some of the formerly largest growing sections the acreage will not be so large this year, but as there are a number of new factories in Michigan the total acreage will be 25 to 50 per cent. greater than last year. This may be reduced somewhat by a shortage in plants. Growers are just commencing to set. Plants are very late, owing to the cool weather and as there have been many losses from the heavy frosts there may not be enough plants to go around. Corn continues very firm, with practically no changes. Spot stocks are very light indeed. 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. There seems to be almost no let-up in the demand for peaches of all varieties. Sales during the past week have been large and a number of packers are all cleaned up, but still enquiries come in and the State is now being scoured for any chance lots still left in packers' hands. Gallon apples continue to meet with good demand at full quoted prices. Good standard pack of these goods are now very scarce and what few are left are very firmly held. Great interest centers in the strawberry situation, which grows worse as the season advances. The pack will be only a fraction of the usual quantity put up. Old goods will be worth more than they are now as soon as buyers appreciate the situation. Some packers are sold up to their capacity on strawberries, black raspberries, blackberries and pitted red cherries and have with-

drawn from the market on these articles. Other packers will not name any prices at all until they have the goods packed. Salmon continues in good demand, with prices very firmly held and with the outlook for an active trade during the next few weeks. Sardines are meeting with good trade and prices show no change.

Dried Fruits—Trade in the dried fruit line continues very good, with the general tendency toward higher prices. Stocks in almost all lines are being rapidly reduced and, if the present consumptive demand continues, it is feared there will be scarcely enough on some lines to last the remainder of the season. Some claim the consumptive demand to be larger at present writing than at any previous time this year and an unusually heavy consumption is looked for during June, July and August. The spot stock of prunes has just been increased by some recent heavy purchases, but as the demand continues good and the market remains firm, no anxiety is felt. 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 not usually very large. Apricots are firm, but show no change in price. Peaches are steady but quiet with very little demand. There is a good demand for currants at previous prices. Figs and dats are both quiet, with very little demand and with stocks mostly in cold storage for the summer. Information recently received indicates that figs will be no more plentiful this year than they were last and prices may be expected to rule high. There is still a good enquiry for evaporated apples, although there is no change in price. Stocks are being so rapidly reduced that very little will be left to carry over into next season.

Rice—The rice market continues very firm, with a very good demand for almost all grades. Assortments are becoming very much broken and it is very difficult to match certain grades. Advices from the south continue to note a strong tone to the market. Stocks held by the mills are very light and the restricted offerings find ready sale at higher prices. The new crop is said to be progressing favorably, although it will be late.

Molasses and Syrups—A firm undertone to prices and an almost total absence of demand are the factors governing the molasses market. Dealers' stocks are very small and no improvement in the demand is expected until after the summer season. On account of the stronger corn market, corn syrup shows a decidedly firmer feeling and prices have advanced 1/2c per gallon on barrels, and 3c per case on cans.

Fish—There is almost nothing new to be said about the fish market. Trade is fair in all lines, with a little firmer feeling in medium scaled herring, owing to the scarcity, but with no material increase in trade.

Nuts—All lines of nuts are firmly held but trade is only moderate. No very large orders for anything outside of peanuts are looked for at this

season. Peanuts are moving out in a very satisfactory manner and the prices show no change.

The Produce Market.

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 per crate.

Butter—Receipts continue heavy, but are absorbed as fast as they arrive. Local handlers quote 12@13c for packing stock, 14@15c for choice and 16@17c for fancy. Factory creamery has advanced to 22c for choice and 23c for fancy, due to the demand for May and June goods for storage purposes.

Cabbage—New fetches \$3.75 per crate holding about 1 1/2 bbl. Old is out of market.

Carrots—40c per doz. for new.

Cocoanuts—\$3.75 per sack.

Cucumbers—65c per doz. for home grown.

Dates—Hallowi, 5 1/2c; Sairs, 5 1/4c.

Eggs—Local dealers pay 12 1/2@13c for case count and 14@15c for candled stock. Receipts are liberal, but none too large to meet the ordinary requirements of the market.

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

Green Onions—15c per doz. for silver skins.

Green Peas—\$1.50 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—Messinas range from \$4.25@4.75. Californias command \$3.75@4.25.

Lettuce—Leaf, 10c per lb.; head, 12c per lb.

Maple Sugar—10 1/2c per lb.

Maple Syrup—\$1 per gal. for fancy.

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

Onions—Louisianas in 65 lb. sacks, \$2.

Oranges—California Seedlings, \$2.50@2.75. Navels, \$3.50 for fancy. Mediterranean Sweets, \$3@3.25.

Pieplant—\$1 per 50 lb. box.

Pineapples—Cubans command \$3 per crate of 30s or 36s. Floridas fetch \$3.50 per crate.

Plants—Cabbage, 75c per box of 200; tomato, 75c per box of 200; sweet potato, 90c per box of 200.

Potatoes—New have declined to \$1.75 per bu. Old stock is firm at 60c.

Radishes—Both kinds have declined, long to 15c per doz. and round to 12c per doz.

Spinach—50c per bu. for spring stock.

Strawberries—Home grown are now in market, ranging from \$1.35@1.60 per 16 qt. crate. With favorable weather the crop will probably move satisfactorily, both as to size and quality.

Tomatoes—\$3 per 6 basket crate.

Wax Beans—\$2 per bu. box.

Poultry—Stock of all kinds is scarce and offerings are meager. Nester squabs, either live or dressed, \$1.75 per doz. Dressed stock commands the following: Chickens, 13

@14c; small hens, 12@13c; spring ducks, 15@16c; turkeys, 16@18c; small squab broilers, 22@25c.

If Henry J. Vinkemulder was ever known to indulge in the flowing bowl, his action last Friday evening could easily be attributed to that cause, but as he is known to be an ardent exponent of total abstinence, the affair is shrouded in the deepest mystery. He was at the union depot to meet the Benton Harbor train which is due at 10:50 and superintend the transfer of 100 cases of strawberries intended for his Upper Peninsula customers to the G. R. & I. train which leaves ten minutes later. The Pere Marquette train was late, so that the work of transfer was not completed until 11:30, when it occurred to Mr. Vinkemulder that he would catch the late Chicago train and spend the night with his family at Grandville. Instead of boarding the Pere Marquette train, he took the G. R. & I. Chicago train and did not discover his mistake until he was several miles out. As the first regular stop was Wayland and he could not get back to the city from there until 9:10 the next morning, he succeeded in getting the conductor to stop the train at Fisher Station, from which point he tramped back to the city, a distance of six miles, catching the owl car on Grandville avenue at the city limits. He was on the market early the next morning, greatly to the consternation of his associates, who supposed he was snoozing away at Grandville and could not get back to the city until the 6:20 train.

O. A. Ball, President of the Michigan Wholesale Grocers' Association, has directed the Secretary to issue a call for the annual meeting, which will be held at Saginaw June 18, on which occasion the Saginaw and Bay City jobbers will unite in tendering their guests a complimentary dinner at the Saginaw Club. Mr. Ball urges the necessity of a full attendance on the part of the members, stating that while the results accomplished during the past year, so far as maintaining a sugar profit is concerned, have not been all that could be desired, yet other matters of interest to the members have been controlled to some extent. The Tradesman believes that it is to the interest of the retail trade as well as the wholesale trade that this organization should be maintained intact and trusts that the attendance will be full and representative.

J. E. Martin, formerly engaged in the grocery business at Petoskey, has opened a grocery store at Bay View. The Judson Grocer Company furnished the stock.

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

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

FOOD COLORS.

Those Now in Use Absolutely Harmless.

From time to time there have appeared, and still do appear in various trade papers articles condemning the use of food colors. Almost all of these articles are written by people without thorough knowledge of what they are writing about, and what is still worse, without desiring to be properly enlightened about what they simply condemn in sweeping statements, which, to the greatest extent, lack every foundation. Most of these articles fail to give any convincing reason or any proof for the justification of what they demand, that is, the prevention of the use of food colors. Has ever any one of the writers of such articles proven in any of them that colors sold by reputable houses have been poisonous, that they have been at any time deleterious to health, that they have caused sickness of any of the organs of the human system? No one has ever been able to prove that and none has ever made the attempt to prove same.

A short time ago there appeared an article in a trade paper stating that for an instance chrome yellow was used largely as an egg color. If the writer of that article, before making such a statement, would only have taken the trouble to convince himself whether such was the case, and not simply repeat a statement which probably had been made to him by some ignoramus, he would have quickly been convinced that his statement was an absolutely erroneous one. Chrome yellow is extremely poisonous and, although I have examined a great number and variety of so-called egg colors, I have not found one which contained chrome yellow.

Another writer states that none of the colors now used for food products could be called absolutely harmless, as they would "eventually" tend to create serious disturbance in the stomach of the human being. The great savant who made this assertion was quite right in what he said, viz.: that a great many colors will "eventually" cause a disturbance. They most assuredly will if taken in large enough proportions, but did this great savant stop to think for one moment that anything and everything in this world, any food product without exception, if taken in "proper proportions," that is, in too large a proportion, will cause serious disturbance without, however, anybody dreaming of calling same harmful or poisonous? Take an overdose of common table salt, it certainly will create considerable disturbance in your stomach. Is it therefore poisonous? Take an overdose of whisky, and a very serious state will result. Does that say whisky is poisonous? So take any food used daily by thousands, if taken in impropportionate quantities they all will create serious disturbance. Is that, however, a reason why these food products should be condemned? Just the same with colors.

The colors used for bakers' and confectioners' and other food pur-

poses are nearly all coal tar products, and no chemist in this world who thoroughly understands his profession and desires to be honorable and conscientious, will ever condemn the use of properly manufactured colors, "as they certainly are not poisonous nor in any way deleterious to health if used with discretion."

The German government, which exacts an exceedingly strict control over all food products, and over all ingredients used for same, for the protection of its people, after long and thorough tests and experiments, established laws dated July 5, 1887, in which is clearly defined what is healthful and what is not, which ingredients are allowed to be used for food products without being in any way detrimental to health, and what is forbidden. It is quite unnecessary to cover the whole ground of the German government's investigations and their results, but I can say they were as painstaking and comprehensive as possible. Especially was this true of the phase relating to the influence of the continued use of colors upon the process of digestion, when it was amply shown that certain colors which conform to the standards of the law can be partaken of without danger in quantities sufficient to produce the desired effects in tint, yes, even in considerably larger quantities.

It may therefore safely be said that all colors which comply with the strict laws of the German government, as stated above, are absolutely harmless and can be used without any hesitation whatsoever.

In former years there existed a fully justified belief that nearly all colors were detrimental and poisonous. That was long before chemistry had been developed into such stages as it is now. In those times most colors were obtained by the action of arsenic acid upon aniline oil, and naturally were contaminated. But this process has long been discarded and an entirely new and non-poisonous method been substituted. Why not, therefore, discard the old and unjustified prejudice and advance with modern times and science?

There also may be some justification for the erroneous impression prevailing among many who regard all colors as detrimental to health, for it has happened quite frequently that unscrupulous dealers have taken up the cheapest coloring agents offered, which were intended for dyeing purposes, but not for coloring food products. A dye is not a food color. Crude aniline colors are considerably cheaper, but are inadmissible for food purposes on account of the impurities they contain, but it would be absolutely unjust and without any foundation to condemn the use of properly manufactured food colors on account of the unscrupulous commercialism of some dealers. It therefore recommends itself for anybody using food colors to only buy from reputable houses who will furnish them with colors intended and manufactured for food products.

I hope that this will suffice to once and forever dispel the old prejudice against proper coloring matters with

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



J. P. Platte's Exclusive Umbrella and Parasol Store
58 Monroe Street, Grand Rapids, Mich.

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 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.

SHOT GUNS, RIFLES AND AMMUNITION

We have a splendid line of single and double barrel shot guns, including Stevens, Bakers, Baltimores, L. C. Smith and Imported Hammerless Guns, Winchester and U. M. C. Field and Trap loads. Fourth of July Pistols, Revolvers and Blanks. Our prices are right

W. B. Jarvis Co., Limited

Everything in Sporting and Athletic Goods
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.

your readers, and I also hope that this may cause some of your contemporaries to be more cautious in the future in printing and publishing in their columns the proof of the amazing lack of knowledge and confusion of some writers who do not hesitate to treat subjects of which they know exceedingly little, and which, to study up and to enlighten themselves about, they have not even taken the proper pains; whose sweeping statements are really not worthy of attention were it not that they befog and alarm the minds of the consuming public, who see that, although they may be telling the truth, they tell only one-half of it, the other half of the truth never being mentioned. The whole matter crystallized down would probably be that there are colors and dyestuffs which it is very dangerous to use, but that there are colors offered by respectable and reputable houses for food products which are absolutely non-poisonous and safe to use.—Hugo Lieber in Bakers' Helper.

Preparing For the Ice Cream Trade.

How about your ice cream parlor and your work room? These should also have attention. First see that your work room is a fit one to work in, and that your freezers, ice crushers, cans, dippers and everything else are in condition for use. If you do an ice cream business in the summer time you want to get out of it all you can; and the only way to do this is to use the best materials, and have the cream made by a competent workman who keeps all appliances scrupulously clean. There is good money in ice cream both in family and "parlor" trade if the business is managed on right lines. There are only two requisites to success. First, make the best possible article, and, second, give customers best possible service. If you have a family trade never disappoint a customer even if you have to make the delivery yourself, and then see that the cream is delivered in the right way. If you have a "parlor" trade make the room inviting and cool at all times; make it so comfortable that the people will know the place is such a one that they can drop in and get cooled off while eating a plate of good cream. Have the room fixed up nicely, using neat china and glassware, and have the cream served by a becomingly dressed and attentive waitress; not one that is slouchy, coarse or fresh. If possible have the room furnished either with ceiling or column fans, which will always insure a refreshing current of air. Many a promising ice cream business has been blasted at its start because a customer was poisoned by the ice cream served them. Good materials should always be used, but even these can be spoiled by working them in unclean utensils. Freezers, cans and everything else about a factory can not be scoured and cleaned too much, and if you would not take chances on poisoning a customer or ruining your business you will make sure that your tools are always in a clean and bright condition.—Confectioners' Journal.

HAVE THINGS HANDY.

Scrap Book—Mailing Lists—Cabinet for Cuts.

The advertising man believes that a great many merchants who have not yet created a separate department in their stores for advertising would find it advantageous to do so. Perhaps some who have given attention to that branch of the trade would be able to strengthen their advertising by a more carefully planned system.

Retail store advertising now embraces many other methods besides the newspaper advertising. Among them are the circular, poster, the barn and fence signs, letters, postal card notices, pamphlets supplied by manufacturers, and numerous special schemes for sales, lotteries, prizes and the like. Wouldn't it be a good plan to have some place in the store in which to keep all matter relating to advertisements?

A scrap book should have an important place in such a department, and in it should be pasted a copy of every newspaper advertisement used, with the date of publication, and the name of the paper indorsed upon it. All circulars sent out should be pasted here, the number printed, cost of printing and the results, if any, traceable to them.

Then in reading through trade papers when you read of a good selling or advertising plan which you think you may be able to use, clip it and give it a place in the scrap book. It may be that you will be unable to use them for some time, possibly not at all, but after such a plan has been followed for a while you will find the book a storehouse of ideas which should be valuable to you.

It very frequently happens that a plan which is no use whatever to an advertiser will suggest another which is.

Illustration plays such an important part in the retail advertising of to-day that careful attention should be paid to obtaining and using a sufficient number of cuts and some kind of a cabinet in which to put them would be very useful.

For a merchant who conducts a regular advertising campaign of any proportions whatever, stock cuts of at least five or six different kinds of shoes are almost a necessity.

Such cuts may be obtained from 25 to 35 cents each, that is, the ordinary electrotypes, from almost any engraver. Then a great many are supplied by shoe manufacturers who do this to assist their customers in advertising.

In the course of time a dealer can accumulate quite a supply if he takes care of them and can do it at a comparatively slight expense.

They are often useful for other purposes besides newspaper advertising. A cut or two shown in the ordinary hand-bill will enhance the value of the bill a great deal by marking it as a shoe advertisement at first sight.

The trouble generally is that when you want to get out a hand-bill in a hurry the cut is down at the printer's or somewhere else and you let the advertisement go without putting one in.

In getting out letters or postal cards to your customers the right kind of a mailing list is almost invaluable. You don't want to send out an advertisement of ladies' strap sandals to your entire list; you want a list of the young women. On the other hand, you will find a list of the boys and girls useful when getting out an advertisement of school shoes, especially if you wish to offer some kind of a souvenir to the children. Then, again, for a thorough, all-round campaign to cover an entire county or a large part of one for a general line you will find a list of the heads of families the best.

There are many ways in which these can be secured, one of the best ways to get a list of the county is to buy it from some agency which makes a business of getting them out, one which will guarantee the accuracy and refund postage on all letters not delivered. But such lists should be compiled and kept where they can be found.

The writer appreciates the value of newspaper advertising. We do not see how a merchant can persuade himself that it does not pay, for up to a certain point it is the best way

of reaching part of the trade; but on the other hand the direct method which has been neglected by a large number of merchants is almost equally effective. For a time it will be more so if you have not already followed it.—Shoe and Leather Gazette.

We Must Sleep or Die.

A person prevented absolutely from going to sleep for nine days will die. Sufferers from insomnia sometimes maintain that they have gone for weeks without sleeping, but it has been proved that they do sleep without being aware of it. At a certain point sleep is inevitable, no matter what the bodily condition, the alternative being death. Prisoners have slept on the rack of the Inquisition. And the Chinese found that only the greatest ingenuity and vigilance could carry out a sentence of death by sleeplessness. This mode of capital punishment was long in favor in China, and is said to be so to-day; while as a form of torture, deprivation of sleep is considered one of the most efficacious punishments in the Chinese judicial arsenal.

Labor is for man and not man for labor.

BALLOU BASKETS ARE BEST

THERE ARE

GOOD BASKETS
FAIR BASKETS
and POOR BASKETS

You pay the same price for Good, Bad and Indifferent! Nonsense, isn't it? It isn't necessary when BALLOU BASKETS are built on honor, of the best material, by skilled workmen, and with special features of construction not found in other makes. A neatly finished and strongly made basket is a better seller than a slovenly, loosely made article. Know what make of basket you get or don't take it. Demand Ballou Baskets, and Get 'Em.



Ballou Basket Works
Belding, Michigan

BALLOU BASKETS ARE BEST

VOIGT
CREAM
FLAKES

Try
Them
For
Breakfast



DELICIOUS, CREAMY FLAKES
OF HEALTH-FOOD,
FULL OF NUTRITION.

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



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 - - - JUNE 3, 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 27, 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 thirtieth day of May, 1903.

Henry B. Fairchild.

Notary Public in and for Kent county, Mich.

DANGERS OF PNEUMONIA.

No one needs to be told that pneumonia is a very dangerous and disastrous disease. Other ailments are perhaps more shunned and greater precautions taken against them, and still the mortality tables do not support that view of it. In New York State in the year 1902, there were 8,800 deaths from pneumonia. Chicago seems to be the most attractive place for this disease and there its ravages apparently are worse than elsewhere. The figures show that from January 1 to May 9 of this year pneumonia caused 2,487, or nearly one-fourth of the total number of deaths from all causes in that city. Everywhere East and West, North and South, pneumonia is dreaded and any attack of it is regarded by the well informed as very serious.

These statistics have started a discussion as to whether pneumonia is contagious. Ordinarily it has not been so regarded. For a very long time, and, in fact, until comparatively recently, consumption was not believed as in any sense contagious. Lately physicians and laymen have taken another view of it, and more attention is being paid than ever before to prevention. Only the other day the Governor of New York signed a bill making it unlawful to erect a hospital for consumptives in any town outside a city except after having the formal consent of the town board and the board of county supervisors. There are those who now insist that the pneumonia spitte or sputa is as dangerous as that of consumption and should be treated as cautiously and as carefully.

Whether or no this contention can be successfully sustained, it is undoubtedly a fact that thorough ventilation of residences, offices and factories is a very essential and reasonably certain safeguard against pneumonia. It may not always prevent but it is a great help. Breathing bad air may and often does bring a variety of disorders and diseases, and so those who take special precautions along this line against pneumonia are at the same time taking precautions against other ailments. The researches of the physicians and scientists to determine whether or no pneumonia is contagious will everywhere be watched with interest.

The United States now has a law that can be made to operate like the law of Germany for the exclusion of alleged unhealthful food products. It was enacted by Congress at the recent session, but the fact has just become known. An independent pure food bill which was before Congress was defeated, but this measure was incorporated in the agricultural appropriation bill and escaped attack. The law regulates the importation of foods, drugs and liquors, giving the Secretary of the Treasury authority to open packages, supply sufficient quantities of their contents for testing purposes to the Agricultural Department and, if the tests show adulterations, to refuse to deliver the consignment. Dr. Wiley, Chief of the Bureau of Chemistry of the Agricultural Department, says that it can be used as a retaliatory measure against countries that refuse to admit certain American products. Thus, if Germany objects to the borax in our meats, we can refuse to admit German sausages, for it has been found that they all contain borax.

It may strike some people as a little peculiar that a certain attaché of the State Dairy and Food Department is spending most of his time at Lansing nowadays for the purpose of securing the enactment of a measure which is designed to give him a better salaried position than he now enjoys. Of course, all this is done at the expense of the people and not at the personal expense of the man who expects to be benefited by the measure drafted by him for himself. This appears to be a way the modern exponents of food legislation have of feathering their own nest at the expense of the people they pretend to serve, but in reality only milk.

Again we hear of the movement for "a noiseless Fourth of July." Those who support it say the time has come when the American people should celebrate the birth of their nation in some less barbaric style. It does seem that something better than the discharge of fireworks and firearms could be devised to give vent to the popular feelings, but as no other method has been introduced the noise will probably continue just as it has since 1776. Americans are a noisy people, anyway. Individually and collectively they "declare" themselves precisely as their ancestors declared themselves free and independent.

GENERAL TRADE REVIEW.

What with cyclones and floods and the continued uncertainty and demoralization of labor and the usual depressing effect of a holiday it is not strange that the bear element continues to be so effectually dominant in Wall Street. Prices continue frequent breaks in many of the strongest properties and that when the industry represented is at the height of prosperous activity. As if determined to precipitate an industrial reaction the demands for increased wage scales are being most vehemently made where the conditions as to profits, as in textiles, are most favorable to demoralization. Whether this suicidal mania will persist until it succeeds in bringing destruction is a question that can but cause uneasiness. There is now a new factor in the situation—the organization of employers—which seems likely to exert no small influence. Whether this concert of action and co-operation in meeting the emergencies will succeed in controlling the situation by giving confidence can only be shown by waiting. As yet there seems to be nothing interfering with the even flow of the tide.

With the distractions of sensational flood conditions and the other interferences mentioned the course of business has met some interruption and the heavy Canadian failure does not tend to help the situation. Still these seem to be only temporary hindrances—as a whole industrial activity is the rule in every great line of trade.

Seasonable goods are especially in demand. School anniversaries are calling to an unprecedented extent for fancy footwear and the other requirements for such occasions. Then the outing season is gaining unusual attention and its peculiar supplies are called for beyond expectations. Resort and tourist business promise to engage no small share of transportation attention.

Footwear continues its exceptional activity and while cost of material and labor is yet a serious element in the textile situation, the situation in the woolen trade is encouraging, but there is an increase in the number of idle cotton spindles. Iron and steel continue as active as ever, with contracts still far ahead.

European agriculturists and manufacturers are apparently being convinced of the futility of combining against American producers. At a conference in Vienna to discuss the formation of an economic union against this country several prominent men declared that it would be useless and they advised against the adoption of any policy that would provoke American reprisals. A prominent manufacturer, Herr Kuffler, asserted that even the whole of Europe could not successfully combine against the United States except by force of arms. By shutting off her exports of cotton, for instance, said Herr Kuffler, the United States could paralyze the European industries. Our position is indeed invincible. We can get along if need be without European products, but Eu-

rope can not get along without our products. The more Europeans learn regarding the resources of this country the less they will talk of limiting the sphere of our activities. Prof. Ernst von Halle of the Berlin University, in a recent lecture admitted that the United States is beginning to govern the world industrially by supplying the intelligence and organizing capacity while the world supplies the capital.

Englishmen have always been more fond of walking than Americans. It is a pastime which has been popular in all classes for many generations. To it has been credited the superior robustness of English men and women. The advent of the bicycle and the automobile seemed for a time to obscure the interest in pedestrianism, but recently it has received a remarkable revival. Walking matches are the rage all over England. All sorts of novel contests are in vogue. The participants indulge in preliminary training and thus excite general interest. Good roads are universal over there and walking trips in the rural districts are distinctly enjoyable. When good roads become common over here, Americans may learn more about the pleasures and benefits of pedestrianism. Physical culturists agree that it is the best of all exercises and that their services would be seldom sought if it were more freely followed.

The Tradesman acknowledges the receipt of the Michigan Manual for 1903. It contains the usual amount of interesting matter and bears evidence of careful compilation. A regrettable feature of the Manual is the change in the maps. In place of the fine, cleanly-printed legible maps which have appeared heretofore, the book contains a complement of blurred looking cheap reproductions made by the cheapest process known to the engraving art and presenting an appearance which is anything but satisfactory. So great is the reduction that it requires a microscope in many cases to decipher the names of the towns. How the State officers permitted themselves to be inveigled into using such miserable excuses for maps is more than the Tradesman can understand.

District Attorney Jerome, of New York, believes in the power of the press, but he believes that power is located rather in the headlines than elsewhere. In the same sense that it is the hat that makes the man, it is the headlines that make the article. But unless there is something substantial under the hat and something of value under the headlines, all is vain. The same people are seldom fooled twice. There are, of course, newspaper readers who peruse no more than the headlines of articles in which they are not especially interested, but if they are at all concerned in the subject they plunge at once into it, not waiting to comprehend the caption.

"Nothing succeeds like distress," remarked the beggar, as he counted his coin at the end of the day.

THE SMART SET.

The sturdy Scotch blood of Andrew Carnegie boiled when some European trifler referred to him as a member of the "smart set" of America. And no wonder. If there is an animate being for whom a worker has utter contempt it is a rich man or woman who lives only for pleasure. And that is the class of degenerates which is habitually referred to in the press and in conversation as the "smart set." Doubtless there are useful persons who mingle with the smart set and are considered as belonging to it, but if they are useful for any purpose they lack the special qualification which the smart set regards as the highest distinction. No one can be useful who does not work. He may be a hod carrier or may follow the far more laborious occupation of a captain of industry; he may devote his energies to the public service or to the betterment of social conditions, but to accomplish anything of value in any direction he must be a worker, as distinguished from one who draws his income provided by some useful ancestor and spends it upon his own pleasure. They who live such lives as this are those whom we think of when we mention the "smart set," and it is that class to which Mr. Carnegie referred when he said: "Do you think I would belong to it? No man of real influence in America takes those people seriously. All that the 'smart set' achieve is to make themselves ridiculous by playing at caste and by aping European aristocracy. We merely laugh at them. They count for absolutely nothing in the life of our nation. In America, more than anywhere else, it is three generations from shirt-sleeves to shirt-sleeves."

All civilizations have their "smart sets." The families who composed them rose from obscurity through the effort of some ancestor of unusual capacity for work, from whom they degenerated into social parasites. Being useless, they were exterminated whenever the part of the earth which they inhabited got overcrowded. When similar conditions shall again arise on the earth the smart set of the day will meet the same fate. They are in no danger now because improved means of communication permit the workers to spread themselves over areas still open to settlement. Some day their time will come. In the meantime they tend to rapid self-extinction by the rot engendered by the vices which idleness invites. It is doubtful whether any of the "families" of our present smart set will be in existence when the time comes when the earth has no room for parasites. They will have perished from their own excesses. Man is born to a life of labor. The normal man craves it. A life of usefulness is the only life of honor. The "nobility of labor" is no figment of imagination. Labor is the only path whereby nobility may be achieved. The good for nothing sons and daughters of rich men are unmitigated nuisances, endured for a time, as the bite of a flea is endured, but in utter contempt, and destined to early extinction. No

wonder Mr. Carnegie resented the imputation that he belonged to the "smart set."

BILL BLACK'S ERRAND.

Little our modern writers, and our authors whose productions have passed into history as classics, have said to immortalize the tradesman, while nearly every other profession has received some tribute from the author's pen. David Harum was the village banker; a host of other well-known characters might be mentioned whose occupation was other than that of merchandising.

There is a comedian who goes about the country calling attention to the large number of "mother" songs which have been composed and to the fact that father has been slighted by the song writers. It is always a mother's son who is killed on the field of battle, but there are no ditties celebrating the sensations of a father when he hears the sad news from the front. This comedian points to the fact that we have "Just Break the News to Mother" and all that kind of thing, but the only song ever written of a father is, "Father, Dear Father, Come Home with Me Now," and makes the head of the family simply a booze-fighter.

It is a good deal that way with the grocer. At best, he has been merely a lay figure in most of the popular literary productions of the day. He cuts some figure in "Peck's Bad Boy," but after all it was the boy who was of the greatest interest.

It may be that it is this slight cast upon the grocer that has inspired a contributor of the Tradesman to write a story in which a grocer is the central figure. He believes that a grocer is capable of the same passions and nobler sentiments as are other men and this has resulted in the creation of Bill Black and the narrative of his Errand.

The story is in six parts and its publication begins in the Tradesman this week. It is not located in Michigan, but upon the plains of Nebraska, that scene of so many tragic incidents in days gone by. It gives a picture of the people of the frontier and personifies a type of the frontier tradesman, quite a different character from the man whom we know in Michigan and Indiana. The scene permits of a dramatic recital and interesting plot and, while the Indian is introduced, he is much more nearly the Indian as he really was in the final days of the settlement of the west than he is ordinarily pictured. The writer has been on the ground of which he writes and the detail of the story may be credited with the merit of some authenticity.

There is considerable concern felt because the water in the Great Lakes, especially Lake Erie, has lower average levels every year. It affects shipping because the number of feet over the bars and in harbors is thereby lessened and it is with increasing difficulty that boats of large draft can make ports. The authorities of the United States and Great Britain are considering the question and it has been thought to be a feasible undertaking to dam the Niagara River

at its source. This would set the water back in Lake Erie and so on up the chain. Damming the water at this point might shut off the falls of Niagara in the event of a long extended drouth. The Niagara River can have only the water which comes into it from Lake Erie, and the raising of the level will of course affect the current. Should the mouth of the river be dammed, circumstances might arise whereby the electric light plant would be crippled. The simile of damming the Niagara, meaning thereby an undertaking hitherto believed impossible, may yet go out of use. Nature has few forces which human ingenuity can not encompass when necessity arises.

Women have a way with them that wins most of the time. Let a woman demand that a man be stopped from doing this or that and she will find somebody to carry out her wishes. In New York the other day Rawson Underhill, a well known broker, decided that he would go to Europe. He telephoned his wife to get ready on two hours' notice to accompany him. Meantime he went aboard the ship and waited for her to join him. When Mrs. Underhill arrived she declared she was not prepared to go abroad and asked her husband to defer his trip. When he declined to do so she made a scene and so worked upon the sympathy of some sailors and policemen that they threw Mr. Underhill down on the dock. She then coaxed him into a cab and drove home in triumph.

The dust which makes traveling on rural roads disagreeable these days, suggests resort to the oiling process which has become very popular in the West. On the Pacific slope and in Texas the oil wells are so numerous that their products command a low price and inventive genius has set itself to work to find an outlet. One of them is the use of oil on the highways. It is put into an apparatus not unlike the ordinary grain drill, only with a larger reservoir. This is dragged over the road and, through the several hollow points which go an inch or more beneath the surface, the oil is constantly running. This operation is three or four times repeated, always followed by a roller. The result is that the dust is laid and the road given a very excellent surface which is springy and never too hard. The same treatment which prevents the highways from being dusty likewise prevents them from getting muddy when it rains, because the oil soaked surface sheds the water. The process has passed the experimental stage and in the West, continued dry weather and consequent dust make something of the sort very desirable. There is no reason why it would not work as well in this country on a road that was rough graded so as to leave therein no holes or ruts.

Good advertisements don't usually come ready made. They must be created to order to meet the individual requirements of the business to be advertised.

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—Ticks and similar lines are on a high level, although when compared with the cost of production, it will be seen that they are really very moderate in price. Sellers are not anxious to accept large orders, but prefer that buyers should make contracts for small quantities, keeping as near to the safety line as possible. Bleached goods are held firmly at the latest quotations and although 64 squares have not been advanced in price, there are practically no more concessions allowed, as was the case three or four weeks ago.

Wool Dress Goods—Dress goods agents representing both foreign and domestic lines of wool and worsted dress fabrics, speak in somewhat slighting terms of the heavy weight business that has come forward during the past week. Now and again sellers report some very fair orders, however, thus relieving the monotony of trade reports. There is nothing unnatural in the dulness which now affects the initial market. It is the natural result of the covering of the buyer's requirements in the shape of fall business and the lack of a sufficiently substantial fall business at second hands to lead them to proceed with repeat purchases to a material extent. While the jobber and the cutter-up have secured more or less advance fall business, their accomplishments in that direction can not by any means be accepted as affording a measurement of the business possibilities that face them. In certain directions the jobber made quite a substantial provision for his requirements, and it is not to be expected that on such goods he will do much toward placing reorders until he has secured substantial evidence in the form of orders from retailers. We speak now more particularly in regard to fabrics in plain colors. According to the statements of observing authorities in the dress goods field, of the fall goods business so far garnered, nearly, if not quite, two-thirds is represented in orders calling for single tone effects that are either yarn dyed or piece dyed. The jobber and the cutter-up have bought their largest yardages on plain goods. Included in this class of fabrics may be mentioned broadcloths, Venetians, thibets, chevots, unfinished worsteds, meltons, plain tricots, sackings, small, neat armure effects, etc. Such has been the character of the staple goods business garnered since the beginning of the season that manufacturers engaged thereon are pretty well satisfied that they will finish up the season in good shape. Some of the leading corporation mills are sold practically up to the limit, while others are not very far short of that position. This does not point to a shortage on plain goods, for there is lots of room for further orders in many other directions, but it does prove that the staple goods end of the market is healthily situated. If two-thirds or thereabouts of the initial fall orders

have been given on plain goods it does not require any deep thinking to set the fancy goods purchases at about one-third. Of the fancies represented in the ordering, pronounced fancy designs have figured in the minority. Neat, unassuming fancies have fared in a promising way in zibeline mixtures, in short and medium effects, Scotch mixture effects, fine invisible plaids, etc. Some sellers take a more promising view of the fancy goods prospect than others, claiming that the initial business on fancies does not represent their strength of position adequately. They say the buyer naturally was more decided in his initial purchases on plains than on fancies owing to the staple character of the former and they predict that the return orders on fancies will show up substantially.

Underwear — Balbriggans are scarce in all grades, that is, the genuine balbriggans. While it is generally thought and believed that some mills are holding back supplies in the expectation of realizing higher prices later on, we can not find that the amount so considered is particularly large, and probably if the entire lot was placed on the market now, it would be snapped up and the situation remain but little better than before. That there are such lines in the market is evident from the fact that where offers of 25c or 30c extra have been made, if goods could be delivered, refusal was supplemented by the remark that an offer of 37½c advance might be considered and certainly this could mean nothing less than one of two things: either that the manufacturer was holding back reserves or that prices would induce him to deliver goods that were made for other customers and that the latter would be the sufferers in spite of their contracts. We do not believe that a proposition like this would emanate from any house in good standing and certainly if it were known in the trade, the business of this house would suffer more than the 37½c could pay for. In regard to fall lines there promises to be a considerable scarcity also. Reports are coming to hand of a scarcity of labor in many of the principal knitting mill towns, and the unsettled condition of the cotton market is affecting the situation, also. Fleeces promise to be particularly scarce and this is due to several reasons: one is, the decrease in the number of mills making these goods, brought on by the unsatisfactory conditions that have existed in these lines for some time past; the other, the increased home and foreign consumption, to say nothing of the inability to procure sufficient material from which to make the goods.

Hosiery—Domestic hosiery manufacturers have practically got their lines for the spring of 1904 in shape, or at least all planned. The prevailing opinion seems to be that there will be little change in prices from the present season. The popular prices must, of course, be maintained and the difference will be in quality and method of manufacture, together with a probably smaller margin of profit. As the hosiery end of the

In Summer Time

the brownie overall is an important factor in every boy's make-up. Brownies that fit are the most satisfactory, but the



trouble with most makes is that the goods are cut to fit the price instead of the boys. Order the "Empire" make and get the kind that's right.

Four assortments.
Ages 4 to 9, 4 to 15, 6 to 13, 10 to 15

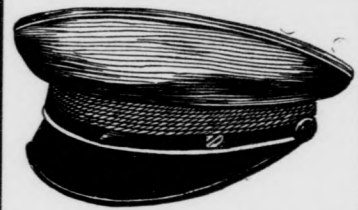
Two grades, retail at 25c and 35c per pair.

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.
Exclusively Wholesale

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.

LIGHT

The "Best" Light
Brighter than Electricity or Acetylene and Cheaper than Kerosene
Makes and burns its own gas. It is portable. Requires no pipes, wires or gas machine. A safe, pure white, powerful steady light. 100 candle power costs 2 cents for fifteen hours. Permitted by Fire Insurance Underwriters. No wicks to trim, no smoke or smell. Saving effected by its use quickly pays for it. Over 100 styles for indoor and outdoor use. This is the Pioneer Incandescent Vapor Gas Lamp. It is perfect. Beware of imitations. Agents wanted everywhere. Every lamp warranted.
THE BEST LIGHT CO.,
52 Fifth Street, Canton, Ohio.

LIGHT

Michigan



A Handsome Book Free

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

Petoskey
Bay View
Wequetonsing
Harbor Point
Oden

Mackinac Island
Traverse City
Neahawanta
Omena
Northport

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

Grand Rapids & Indiana Railway
(The Fishing Line)



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

business has been good and proved very satisfactory, a shading in this direction might do little harm. There will undoubtedly be considerable manipulation of stocks in various ways, but the shrewd buyer will expect and look out for it. Fancy hosiery will continue to be more or less of a feature in the trade for next spring. In fact, many agents say that there will be just as much fancy hosiery sold as ever before; the difference will be in the neater styles, quieter tones and more sensible effect all around.

Carpets—Carpet manufacturers in general are experiencing a very active market. Heavy initial orders continue to be placed at rates identical with those posted at the opening two weeks ago. Buyers now seem to have forgotten the threats that they would not be in the market until prices were quoted on a lower level, for they are at the present time exceedingly anxious that their orders should be taken and attended to with the least delay. All the big Eastern mills are sold up away ahead and some find it difficult to get their yarn needs filled on account of the great demand for that commodity, although their spinning departments are running overtime. Some are known to have been in the market for yarns, but they have not been very successful thus far in getting them. The Philadelphia weavers are in an altogether different position from their Eastern competitors just now, especially so when it comes to drawing up contracts for delivery of goods for future needs. This week the different labor organizations have taken the final step by ordering a general strike on June 1, unless the manufacturers concede to the help a 55-hour working week instead of a 60-hour week, which has in the past been in effect. The weavers have been in a position during the past two weeks where they could accept a great deal of business for delivery some months hence, but with the uncertainty that is before them they do not know what course to pursue. A majority of the mill men have the strike clause in the body of their contracts and have taken considerable business with that proviso, but a number of buyers in contracting for goods have not been desirous of sitting on the fence awaiting the results of the labor controversies before they may be sure of their goods. In this way the Philadelphia manufacturer is put to some disadvantage, but nevertheless he is running at full capacity to-day and as soon as this labor trouble has blown over, there promises to be a period of great activity and prosperity for some time to come. The three-quarter goods weavers were never more active than they are to-day. With advances ranging from 3@10c, largely from 5c up, they can do business at a much better advantage to themselves than some months ago. Nearly all those running on Wiltons and Brussels of the fine grades can not accept orders for future delivery except for several months ahead. In tapestries business is of a very favorable character and is increasing every day. Ingrain manufacturers are all busy as a rule.

Orders are coming in in a very satisfactory way. Filling yarns are now quoted some cents higher, so that the advance in the price of carpets at the opening did not place the weaver in a much more favorable position than he was in previously, as far as the margin of profit is concerned. Western jobbers are showing quite a large interest in the market and there promises to be a very favorable business doing for months to come. In retailers' hands stocks of carpets are gradually becoming smaller. Consumers are giving considerable attention to their needs and retailers are very jubilant over the results thus far. All grades of fabrics sell well, from the very cheapest to the very finest.

Curtains—Lace curtainmakers are beginning to place their fall samples on exhibition at the present time and will soon be in a position to take orders. Tapestry curtains are in fair demand.

The New Wrist Bags.

Those odd little bags from Japan over which women are raving are not going to oust the wrist bags. These simply make themselves prettier than ever and complacently say, "You can't resist me."

And neither womankind can.

The latest things in wrist bags are beauties. And every woman who has the price will own one. For a long time leading jewellers have been trying to make the beaded bag fashionable; but the vogue grew slowly. However, there is such a rush for old fashioned things this season that the bead bag, reminiscent of the quaint beaded reticule of our grandmother's day, would have been sure to have been in demand even had the fashion not already been well started. Combined, however, these forces have lifted it into the front ranks of accessories approved by fashion.

Like all the old-time modes that have come again, these bead bags have been beautified, made more artistic, and the colors in them are delightfully blended. There is a restraint in the patterns which aforesaid riotous with blue roses and green tulips.

One of the loveliest designs is a bag all in gold beads, with fleur de lis in blue. Another has gold beads and pearl beads in narrow diagonal stripes.

These pearl beads are quite a new feature. They are not the seed pearl, but tiny mother of pearl affairs. They give the most delightful shimmering, opalescent surface. These often form the background, and in them are imbedded the daintiest, most perfectly-colored bead flowers. One had morning glories in the soft pinks and odd blues of this flower, with a few delicate green leaves. Another had just a design of leaves in faint soft greens, which, with the gold mounting and chain, made the most exquisite combination possible.

J. C. Emery, traveling representative for Smith Typewriter Co.: Can not get along without your valuable paper. It is by far the best of its class I have ever seen.

PRINTING

It's as much a necessity in your business as the goods you sell! Get the right kind—neat, tasty, up-to-date printing. Tradesman Company furnishes this kind, at right prices. Send us your next order—no matter what it is, large or small. It will have prompt, careful attention.

TRADESMAN COMPANY

25-27-29-31 North Ionia Street, 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.

Hot Weather Goods

We Still Have a Good Assortment of

Organdies, Dimities, Lawns, Challies, Gingham H. F. C., Silk Gingham, Etc.

Ranging in price from 4c to 35c the yard
Write for samples

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

ELBERT HUBBARD,

The East Aurora Publisher and Poseur.

"Blessed is the man who has found his work," is a trite although somewhat homely epigram, that has been "done into" wall decoration, "deckel edged, and painted," and all the rest of it, by that second-hand philosopher, Elbert Hubbard, of Roycroft notoriety. And yet he lacked the nerve to dig a bit farther and show his sincerity by adding: And he who makes this discovery while yet a lady has a cinch.

"Fra Elbertus" would have been fully as erudite had he said: Temperament is a good thing. Get one early. Also get wise as to the one you select.

The free-thinking sage of East Aurora escaped remaining a farm hand by accident. He got into business by accident. By a mere mishap he was turned away from adopting the stage as a profession, fortuity forced him into trying his hand at writing advertisements. By chance he became identified with a soap-making concern that was prosperous and it happened that he won for a wife an intelligent and altogether charming woman, thus securing a relationship whereby, ultimately, he acquired a very liberal competence.

Hubbard was fairly along in years before he "found his work" and the chances are, ten to one, he would not then have taken root as he did had it not been for the series of lucky accidents above recounted.

But, with a wife of superior judgment and high ideals; with a liberal cash resource and supreme self satisfaction to build upon, the Wise One of the Big-Tree Road was able to give his temperament a chance; and what is the result? He found his work, he claims, blatinly, also that he is blessed.

He is known from Ebenezer to Holland as a visionist. His failure in breeding calico horses with spots located by rule is an old story; his political miscarriage when he tried to be elected to something or other in his home town is a village saga; he is known from Boston Common to Yellowstone Park as a poseur, while his skill in profanity is matched only by the like ability of his poor old man Friday, better known as "Ali Babi."

The fact that he was a mere pretender as a husband is a matter of court record, and the other fact that he is not an anchorite is an additional record of the court. Is such a man blessed? Do these records show that he has found his work or that his temperament is being given an opportunity?

The "work" discovered by Elbert Hubbard is to "work" others.

Special editions of this, that or the other of standard writings are issued in limited editions as often as needed. The authentic fly-sheets for these editions are printed, numbered and signed by Hubbard and kept in stock to be used as required and not a few of them find their way—so valuable are they—into the hands of the boys and girls employed at the Roycroft shop to be

used as scrap paper. Occasionally a hundred or so of these sheets go into a hundred or so of the books.

Out of the hundreds of boys and girls—chiefly girls—that he employs, probably 95 per cent. are the children of villagers and farmers in and about East Aurora. They are employed because, boarding and rooming at their respective homes, they are able to work at from two to five dollars a week, to feed a press, to dollars a week each. They learn, in a way, to set type, to feed press, to assemble book work, to stitch and bind books, to tool bindings, to fill in with colors and by hand faintly printed borders, initial letters and tail pieces. In brief, they acquire a mediocre skill in a variety of commonplace vocations, so inferior and rarely practical, indeed, that they are of little or no value to the workers once they seek employment away from the Roycroft shop. And so Fra Elbertus finds his work by "working" his employees.

The art value of the Roycroft publications—the little there is—must be credited not to the Roycrofters as a body and not to the proprietor of the establishment; because, in spite of his "Little Journeys to the Homes of Famous Painters," Elbert has very crude artistic appreciation. The credit, such as there may be, belongs to the heads of the departments, individuals who are good, average skilled workmen as designers, pressmen and bookbinders. And there are only five or six of these really competent persons in the entire Roycroft outfit.

For instance, there is a blacksmith who makes iron things so that they show the hammer marks. These marks are the essentials; then there is an old German who makes furniture by hand—the kind the Hubbard sells by the ton, judging from the designs; then, away over in the West End, there is a family of very old people named Young. The old man plays a fiddle and his brother plays a dulcimer or something at country dances, while the old ladies weave rag carpet rugs. These Hubbard sells at fancy prices, because his advertisements parade the wretched pun about rag carpets "made by Roycrofters seventy years young." See? Poor Mrs. Young is sixty or seventy years old and she makes rag carpets for Hubbard and so he "works" the Youngs. Dry humor, isn't it?

And then, too, Hubbard is such a liar. His story as to how it came about that he is called "John," how the admiring stranger drove up to make a first call, how he saw a chap in his shirt sleeves at work in the yard, how he called: "Here, John, come and hold my horse," and how John came and held it; then how the stranger went to the house and asked for Mr. Hubbard and was directed to the person holding his horse—why,

"In the days of old Ramesis
That story had paresis"—

and has been written into the life of every self-conceited ass in modern history—including The One of Today.

BARRELS OF OIL



We have it and are going after more. Five good wells near the pipe line. Contracts let for drilling 50. Six drilling gangs running.

The Great Northern Oil Co.

a reliable Michigan company, has over 60,000 acres in the great Kentucky oil fields. Here is one of the BEST INVESTMENTS OFFERED TODAY for safety and quick returns. Buy your stock now before it goes higher.

35 Cents a Share

In lots of 100 shares. Capital stock, \$600,000; par value, \$1.00 per share.

For full particulars and prospectus call or address

F. G. FRIEND

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

Citizens' Phone, 1515

Did You Take Advantage of Our Special Offer Yet? If Not, WHY?

Give us your reason and we will endeavor to prove to you that there need be no hesitation in ordering a

Wireless Sun Glow Battery

at our introductory price of

\$5.00

to subscribers and readers of the Michigan Tradesman.

We positively guarantee the batteries to cure or refund your money. NOTHING FAIRER. We could not afford to make this offer but for the fact that WE KNOW what the batteries will do, and therefore don't hesitate to stake our money and reputation on same.

WHY SUFFER from headache, neuralgia, toothache, sleeplessness, mental fatigue, rheumatism, gout, biliousness, bowel trouble, cancer or paralysis when \$5.00 will procure a battery that will positively cure you?

You take no risk whatever. Order a battery now, or write for our valuable little book—IT'S 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

Use Tradesman Coupons

But Hubbard's strongest pose is as a lover of birds, clover, rail fences and the solitude and thought-building ozone of the shaded dell. Love, how he does love these things! You should see him in blue flannel shirt, belt, wide rim felt hat, long hair and all, astride his horse. Truthfully, Hubbard sits a horse superbly and his horse is a fine one. Together they constitute a picture worthy the best effort of a Schreyvogel or a Remington; but if you'll watch him carefully you will note that it is but a part of the whole grand pose. He rides every day he is in town because the villagers expect it; because the transients have been informed and are on the lookout for the decoration.

Like the English chapel-replica—the original Roycroft shop, like "Ali Babi," like the field stone in the library building and in the new shop, Elbert and his horse and their beatific jaunts to the hidden holy-of-holies out in the country back of Cazenovia Creek are routine essentials perpetuating the superb bluff. By the way, Elbert's true art sense is well exemplified by his selection of the English chapel which, he claims, he reproduced in building the original Roycroft shop. Search the "tight little island" through and through, from Tynemouth to Dartmouth, and it will be out of the question to find a weaker example for copying honors. In all human probability the chapel claim is a mere pretense; at all events, it is cruel to shift the percentage of such a design to the shoulders of people so long dead. They can not defend themselves.

Ah, yes, Fra Elbertus is aesthetic above all else. Witness his cast iron hitching post in front of his residence—the well-known and not entirely bad figure of a little black boy standing with hand lifted as though holding the horse. Hubbard had such artistic honesty that he had the boy painted so that he was shown wearing a red shirt and, if I remember rightly, the boy's lips were also colored red. Statuesque honesty that, quite of a piece with another phase of Hubbard's true art instinct when he equipped his library building with an automatic piano playing machine. Sure, Hubbard is honest all the way through and he makes money by it, even although, unlike that other superb egotist, "Malvolio," he does not "wear his hose cross-gartered."

Never Saw Uncle Sam.

Assistant Secretary of the Interior Ryan, at one time a sheriff in his native state, relates how he was at one time ordered to arrest an Indian who had been selling whisky to his red friends on the reservation. After the sheriff had captured Lo he gave him a good sound lecture on the depravity of his conduct. The Indian listened stolidly to the reprimand, and finally asked:

"No way Injun get outer this?"

"No one can help you now but God," was the reply.

Sadly the prisoner shook his head. Then he muttered: "God heap like Uncle Sam; Injun never see him!"—New York Times.

A doubt is the heaviest thing you can pick up and try to carry.

A New Business for Bees.

In this climate and in this country rheumatism is one of the prevalent troubles. Those who have it much or often will make affidavit that it is very troublesome, painful, disagreeable, and to it may be applied a great many other adjectives of similar import. The regular physicians in good practice are almost daily called upon to prescribe for this ailment. There are dozens of patent medicines and proprietary remedies, each guaranteed to cure, but somehow or another, both regulars and quacks, leave many cases still untouched. It is a tough disease to tackle and it is very tough for those whom it tackles. Just as there is a cause for every effect so in theory, at least, there is a remedy for every ill. For rheumatism Dr. Perc, of Marburg, recently told a gathering of physicians at Berlin how he had cured 500 cases of rheumatism and was sure that others could go and do likewise, and he gave full particulars of prescription and treatment.

Dr. Perc does not claim for his plan any particular originality. It is sort of an old fashioned, homely remedy, and like many another it may be said that the remedy is as bad as the disease. He admitted in his address that the scheme had been known and resorted to for time out of mind by the poorer people. In a word, the Perc remedy for rheumatism is simply an addition to the industrial uses of the bee. He says that all it is necessary to do is to have the patient stung by bees and that in time a perfect cure will be secured. After the bee poison has been thoroughly introduced into the circulation the rheumatic pain gradually vanishes. The Marburg doctor says that at first he allows about seventy bees to sting a patient at a sitting, and he told of one very stubborn case, where a woman was stung 6,952 times, but in the end made a complete and satisfactory recovery. Rheumatic people may well pause to consider which is worse, to be stung a few hundred or a few thousand times by bees and have it over and done with, or to linger along with the pains and discomforts of the disease indefinitely. If this remedy is all that is claimed for it, the price of bees will advance and the owner of an apiary can make his stock doubly profitable. It does not appear that stinging rheumatics will in any way interfere with the insect's usefulness as a honey collector or manufacturer. The bee can do his little stunt at stinging in the morning and be busy flitting from flower to flower all the rest of the daylight hours. Since the prescription is proposed by an eminent physician who avows that he has cured more than 500 cases in this way, the plan deserves a test and a trial.

Unlike a Woman.

"Yes," said Henpeck, "the thing that impressed me most in Egypt was the mummy of one of the ancient queens."

"What was remarkable about it?"

"The fact that they could make her dry up and stay that way."

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

Beware of Imitations

The wrappers on lots of Caramels are just as good as the S. B. & A., but the proof of the pudding is in the eating. Insist on getting the original and only

Genuine Full Cream Caramel

on the market. Made only by

Straub Bros. & Amiotte

Traverse City, Mich.

S. B. & A. on every wrapper.

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

THE COURTS.

Why Merchants Should Keep Away From Them.

In order that the writer may not be charged with citing a fictitious case, the names shall be given and the skeptical reader shall be referred to the court records for verification.

A satisfaction of judgment was recently filed in the Muskegon County Circuit Court in the case of Isabella G. Miller vs. Elizabeth Cook. It shows that Mrs. Miller has paid the \$26.44 costs which were assessed against her and that from this has been deducted the verdict for \$9, which the jury gave her. As Mrs. Miller had also to pay the \$6 jury and stenographer's fee, the costs she was compelled to pay were \$32.44, or \$23.44 in excess of the judgment.

There is something seriously the matter when two people go to law about a \$9 matter and it costs the winner in court fees \$23.44 more than he or she realizes. It happens in this case that the parties were two women, but this kind of thing happens quite as frequently to the men. Not long ago the Supreme Court of Michigan felt called upon to roundly score the attorneys for bringing to that august body the same kind of a question in which an alderman and a Muskegon merchant were the parties.

It is seldom that both parties to a suit are right and when they are the jury generally disagrees. If both parties are not right, the one who is wrong is wrong in more than one particular. He is not only wrong as to the issue in the case, but he is making a mistake by getting into court at all. Of course, if it is the plaintiff in the case who is wrong, it is much easier for him to keep out of court than for the defendant, but a defendant will seldom find a plaintiff who would not much rather settle the case than go into court with it. The fault, then, seems to be in not possessing the faculty of analyzing your own side of the case.

I would not want to antagonize the lawyers, but there never was an attorney yet in my experience who would make too strong an effort to keep a man out of the courts. He is not very apt to advise you very strongly in that direction no matter what his personal opinion may be.

You may say that there are times when a man, in justice to himself, can not keep out of the courts, even although he knows he fights a losing battle. A shoe never pinches a cobbler quite as hard as the one he makes himself; and, being a writer, nothing ever aroused me quite so thoroughly as I was at one time when basely misused by a newspaper. It was the only time that I was ever tempted to test the efficacy of the courts in righting a wrong. Very luckily for me, I encountered an attorney who was different. This attorney told me very frankly that he believed, if the case was taken into court, that any jury would give me a verdict, but that, because the slander in question had not in any way affected my business and could not be shown to have damaged my reputation so as to interfere

with my income, the judgment would probably be the legal six cents. So I swallowed the injustice and kept out of the courts. I believe that the merchant who is tempted to go to law as a matter of principle would do well to swallow his feelings and keep his money.

In the ordinary controversies of business, I am in favor of arbitration, so far as it can possibly be utilized. If there is a bad law in existence it may work a little injustice to the merchant. The statute books of Michigan and Indiana are full of them, but it will be better to put up with them than to go into law and make a fight that will cost many dollars more than the amount involved.

The lawyer is different from the grocer. The grocer has the goods on his shelves to sell; the lawyer must both make and sell his goods, and it would not be human nature to expect the lawyer to very strongly discourage litigation. In this connection it is interesting to speculate why it is that, with so large a number of our legislators disciples of the law, there are so many laws enacted which will not stand the test of the courts. Either we have not enough lawyers in the Legislature or we have too many of varying opinions.

Some one has said that when one wishes to go to law he should have six things: A good case, and plenty of money; a good lawyer and plenty of money; lots of patience and plenty of money. At that there is no certainty that he will have plenty of money the next time. After all a man finds a perfect court only in his own home. His wife is the lower court, the higher court, the circuit court, the superior court, the supreme court and the court from which there is no appeal.

Do not let the merchant deceive himself with the idea that he will ever get the best of a lawyer. They tell a story of a Muskegon attorney who has a dog of destructive tendencies. Perhaps the story has been told of other lawyers with other dogs of the same destructive tendencies. The story is that a merchant who hoped to get the best of the attorney called upon this man one day and asked him, in case another man's dog broke into his property and killed his best chickens, whether he thought the chicken owner could recover damages and, in case half a dozen chickens were killed, how much. The attorney assured him that he certainly could and that any justice court attorney would give him \$15 any way if they were just plain, ordinary chicks.

"Well," said the merchant, after he had heard the lawyer's opinion, "they were my chickens and it was your dog;" and the next day he got a bill for \$10 balance on an account of \$25 for legal advice.

I never knew of but one merchant who ever got even with a lawyer. The lawyer married the merchant's widow.

Charles Frederick.

D. C. Dillabaugh, hardware dealer, Rapid River: Enclosed find renewal of subscription for another year. The last issue alone was worth \$1 to any merchant.

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.

McLachlan University
BUSINESS

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.

TWELVE KINDS

Lawn Hose

Try "TOM CAT."

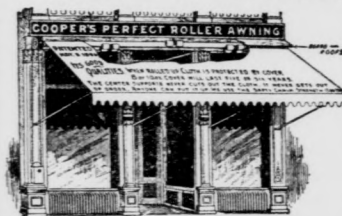
Goodyear Rubber Company

Milwaukee, Wis.

Write for Catalogue

W. W. WALLIS, Manager

DON'T ORDER AN AWNING



Until you get our prices on the Cooper Roller Awning, the best awning on the market. No ropes to cut the cloth.

We make all styles of awnings for stores and residences. Send for prices and directions for measuring.

CHAS. A. COYE

11 and 9 Pearl Street

Grand Rapids, Michigan

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 Cash Principle in Retail Business.

The advantages of cash dealings are many; the objections few, and yet the objections are so strong that they have dominated the human race from the beginning to the present time. Only now and then has a brave, hard-headed merchant dared to conduct his business on the right principle. Not one is in business for his health, nor yet for amusement. The first object is to make money. That system bearing plainly the stamp of honesty, which will secure us the largest net gain and afford us the greatest contentment of mind while operating it, is the best to employ.

I wish to be understood as referring to the cash principle in its perfect form. There are no books except the cash book. All goods are sold for cash and all purchases are discounted. This plan is feasible if sufficient capital be provided to conduct the business.

The first great advantage apparent for this system is the reduction in actual expense of conducting the business; and, as every thoughtful merchant realizes, the amount so saved on this account can be added, dollar for dollar, to that of net profit.

There is very little book-keeping, none requiring an expert, no collecting, no loss from worthless accounts, and no charge for interest; but, in place of the latter expense, a very considerable credit to net profit is secured by the cash discount you are able to take on all purchases. The above-named saying is a source of gain entirely unknown to the merchant doing an extensive credit business, even although he operates on the same capital as his neighbor. If you are subjected to the above items of expense in your business, and will ascertain their total for a year, these figures alone will represent the foundation for a very satisfactory profit.

The second benefit is derived from your ability to purchase. "Goods rightly bought are half sold," is an old adage, and experience in these latter days shows how true it is. We all know that cash, other things being equal, buys goods right, and has many advantages connecting it closely with your profit account, which all thrifty merchants realize.

The third advantage possessed by the cash merchant over his credit neighbor, who is obliged to use his time and ability in running after what should have been his when the goods were passed over the counter, or to stand off some importunate creditor, is that he has this time to think, to keep a proper assortment of stock, posted as to prices, and the general condition of markets. He is able to keep up to date, abreast of the times, and in many ways finds means to add to his profit.

Perhaps you ask why, if this principle leads to this superior management of business and to contentment of mind, and in various respects is a panacea for the ills of business life, it is not uniformly adopted. I reply that in the majority of cases it is the same as in your own. You have not the courage to make the change. You fear that you will lose trade, that you

will offend certain customers who are "perfectly good," and that your trade will go to your competitor. This last would probably be true if you kept your prices where you found it necessary to enable you, under the old system, to show a profit. Let me ask, do you not owe something to the dear public, or at least to that portion of it which has the cash or has always paid you promptly, and is it fair that you should longer ask cash customers to pay the premium you once demanded because certain dead beats never paid anything?

The cash system treats all alike. No one pays the debts of another. It is a recognized fact that the prices of goods in stores selling for cash are less than in those where business is transacted on the credit basis. In many cases the difference is as much as 10 per cent., and in some even 15. If this advantage in price will not bring to you as liberal a trade as you heretofore enjoyed, then it is to be concluded that you are for a fact operating in a very dry community. For when people can not, or will not, take advantage of 10 or 15 per cent. cash discount, would you not consider it a risky locality for credit business, and might not a change be desirable? Consider the cases of the few merchants scattered throughout the country who have had the nerve and courage to adopt the cash system. Enquire of them if they would return to the old way. Ask them as to their net profits, and whether or not they sleep well nights. Their answers will heartily commend the cash system. The profits actually realized upon the business and the amount of wear upon the merchant in conducting it include the whole question.

F. J. Hopkins.

The Old Coffee Pot.

I want to hear the simmer
Of the old coffee pot;
I want to hear it hummin'
When it's gettin' good and hot;
I want to see the vapor rise
Like incense in the room,
And float about a-fillin'
Every corner with perfume.

Oh, it isn't very often
That a feller gets the best;
But when he does it's like a whiff
A-comin' from the West;
It's like a rush of spring-time
Across a growin' field,
A-fillin' you with dreams of what
The harvest time'll yield.

I love the smell of roses
Along about in June,
And I'd hang around and listen
To almost any tune;
But the fragrance and the music
That nothin' else has got
Are the odor and the simmer
Of the old coffee pot.

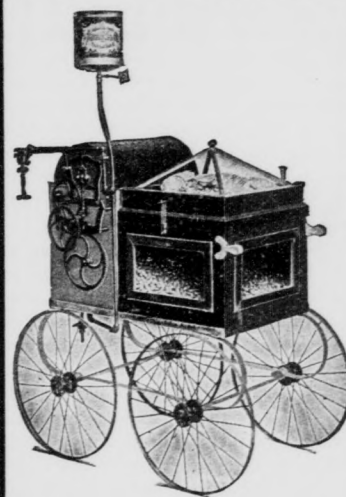
Must Shoot the Gun.

Your advertisement may hit the mark the first time, yet you can't get game if you don't shoot off your gun.

Frank Forester, the authority on field sports twenty years ago, used to say that he could kill more jack-snipe in a given period than the man who could kill four out of every five at which he shot. What was meant was, that the four out of five man would have to be so careful to take only good opportunities, that many possibilities would be allowed to pass without a shot. So it is with advertising. Keep shooting and your bag will be full when the day's sport is over.

People who carry sunshine with them are always welcome.

Little Gem Peanut Roaster

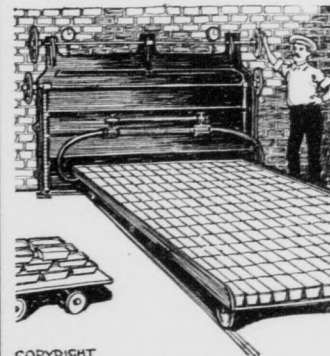


A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers, Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

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

Everybody Enjoys Eating Mother's Bread



COPYRIGHT

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. Wilmerk

COUPON BOOKS

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ♣ ♣ ♣
Four kinds of coupon are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application. ♣ ♣ ♣ ♣ ♣ ♣

TRADESMAN
COMPANY
GRAND RAPIDS, MICH.

Clothing

Where Clothing and Shoe Stores Never Close.

Some one has said that he who succeeds in making two blades of grass grow where but one grew before is a public benefactor. Shall we then say of the merchant who can get two weeks business out of one week, that he is a good merchant? But let us look into the conditions which make it possible to prolong the ten hours which constitute a business day into twenty-four with profit to the storekeeper. It has been successfully accomplished.

The reader, be he merchant or clerk, will naturally marvel at the possibility of doing business consecutively for 144 hours when it requires incessant hustling to get satisfactory turnover of merchandise during a week of 65 or 71 hours, and the neighborhood that will furnish trade throughout the twenty-four hours which make a full day and night must indeed be worked overtime to the full limit.

Such a neighborhood is to be found in New York, where furnishing, clothing and shoe stores, as well as others, have not been closed from early Monday morning until midnight on Saturday, and not a few of them have found that it paid to keep open on Sunday. The section referred to is that part of Broadway between Herald Square and Forty-second street, known as the New Rialto. It was so named several years ago when New York changed its theatrical center from down town to up town, Fourteenth street and Union Square being the old Rialto. Now Herald Square and its vicinity are the Rialto and the hotel center of the great metropolis. During the day it is the gathering place of theatrical people, as well as a busy mart of trade. At night it is like another city, teeming with humanity converging there from all sections, from nearby towns and far away points, seeking the good cheer of its numerous cafes, the hospitality of its palatial hotels, or the diversions provided by the numerous theaters and other resorts of amusement abounding in that locality, which is known as the "Tenderloin." Within a radius of several blocks are about twenty hotels, the largest and most pretentious in the country; about fifteen theaters, famous houses of entertainment and an equally large number of cafes and restaurants widely famed for their excellent cuisine and as the rendezvous for gentlemen of sporting proclivities.

It is, therefore, easily understood how this part of Broadway has become one of the busiest retail centers of Gotham, and is looked upon as the focus point around which the greater shopping district of the future will concentrate. Within the few blocks of Broadway stretching away from the Square to Forty-second street there are about six furnishing, six clothing and eight shoe stores. One block alone has five retail shoe stores.

Beginning at an early hour in the morning the streets are congested with

traffic made up of a motly throng of sight seers wending their way homeward after having seen the "Tenderloin" by night, mingling with the early workers hurrying to their various occupations for the day's work before them. They are, in turn, followed by the early shoppers on their way to the big department stores and the almost innumerable small shops. Along towards noon the sidewalks become the trysting place of theatrical and sporting men, and in the afternoon the crowds increase, augmented by the matinee patrons.

As the shades of night enclose the city in a mantle of darkness, and the big stores of the lower neighborhood and the shops down town pour out their great streams of day workers, who pass along the crowded walks, jostling each other and laughing gleefully under the inspiring effect of fresh air and freedom for a while from the cares of another work day, the Rialto and its neighboring streets begin to take on new activity. As the last of the army of daily toilers is lost to view the shop windows above Herald Square are alight with a myriad of incandescent globes. Brilliantly illuminated signs here and there direct the steps of incoming travelers and sightseers to the numerous places of refreshment and entertainment, while giving the thoroughfare a brilliancy of light that is not to be found anywhere else in this interesting island. Another city is awakening to a life teeming with activity of another sort than that which ushered in the dawn of day. The railroad depots and ferries close by add their congested loads of wayfarers and pleasure seekers, some weary with travel, hurrying to their caravansaries, others, gaily attired, joyously seeking the pleasures of an evening.

The whirl of life continues uninterruptedly throughout the night, swelling and receding at times like the flow and ebb of the tides. There is not another neighborhood like it anywhere.

It was this unending flow of traffic which influenced the Douglas shoe store to keep its place of business open all day and night several years ago when it was first opened, at which time we announced that departure in these columns. The place was brilliantly lighted and the store thrown open as an advertisement, not at first with the view to doing late business. But at times the business at night exceeded that of the day, and frequently there was more done after midnight than during the busiest hours of the day. It was then concluded that, so long as business was to be had, the store would remain open all night, and two sets of salesmen were put on.

Later the Normandie furnishing goods store followed suit, putting on two sets of salesmen and keeping open all night. Mr. Himmelrich, the manager, said that his rent was so high and expenses heavy that at the outset he kept open all night in order to overcome the enormous expense he was under. He found keeping open all night paid, as there was much business to be had at all hours of the evening, and sometimes the

business coming after midnight was heaviest. Being in a hotel neighborhood there was much transient trade to be had during the night through the arrival of belated travelers at the hotels.

Maurice S. Keller, furnisher, whose store is located on the next block above, found his neighbors keeping open at night and he also kept open until 12 o'clock. Others followed in the wake of these, some keeping their stores open until midnight and others all night.

These stores all have large fronts and ample show windows. They dress their windows full from the floor to the ceiling, and employ expert and artistic window dressers, whose displays not only attract attention, but considerable trade, as window dress in this neighborhood is a strong magnet. The trims are changed repeatedly, sometimes daily. The very best of merchandise is sold; in fact, all the stores in both furnishings and clothing in that neighborhood cater to the best tastes, their lines of merchandise being as good in quality as may be found on Fifth avenue.

However since the reform movement has wrought a change in the "Tenderloin," business is not quite so brisk as formerly, especially at night, but the day trade is better and is steadily increasing with the growth of the numerous building projects in that section, hence the stores referred to are at present keeping open only until midnight.

The most valuable thing for an editor to possess is a good thinker.


Ellsworth & Thayer Mfg. Co.
MILWAUKEE, WIS.



MANUFACTURERS OF
Great Western Fur and Fur Lined
Cloth Coats

The Good-Fit, Don't-Blip kind. We want agent in every town. Catalogue and full particulars on application.

B. B. DOWNARD, General Salesman




**PAN-AMERICAN
GUARANTEED
CLOTHING**

will fill the requirements of every retailer who's looking for a "steady" trade in popular priced clothing.

It's iron-clad clothing—and the buyer gets an iron-clad guarantee—a new suit for every unsatisfactory one.

Found we could make better clothing for the same money with Union labor than without it, so we've added the Union Label, too.



Men's, Boys' and Children's Suits and Overcoats. NO CHANGE IN PRICE—\$3.75 to \$13.50.

Better enquire about our Retailers' Help Department—we're giving 14 different kinds of advertising this season. We'll tell you about it and send you samples.

Salesmen have them, too—and we have an office at 19 Kanter Building, Detroit.

**WILE BROS.
& WEILL
BUFFALO
N.Y.**

FIELD OFFICE OF ADV. N.Y.

New Things in Gloves, Umbrellas and Canes.

Importers and manufacturers have little to complain about regarding the fall season so far as it has progressed. The business they have already secured is of quite generous proportions, and some of the leading firms inform us that trade up to the present exceeds that of last year. Retailers, they say, have been buying right along. While their purchases for the present season, since placing initial orders, have been of a piecing-out character, yet the orders have been so numerous and the demand so continuous that the first season of the year has rounded itself out nicely and the trade generally is satisfied. Coming directly upon so excellent a spring the fall season opened early, and some of the up-to-date firms report that they have taken orders for about all that they can turn out up to the time deliveries are called for. There are some who have not done so well. Yet few are complaining.

Importers report that the season has been large with them in men's gloves, much larger than it was a year ago. They have experienced a satisfactory business in all lines and grades, but speak gratifyingly of the large orders placed for heavy walking gloves of the hand-sewn kind. Capes, piques and mochas have also been ordered more liberally than last season, indicating, to the satisfaction of the representatives of foreign glove accounts, that the English and French gloves retain their hold on the public.

Leading domestic glove firms say that their business for next season has already been so large as to seem phenomenal when compared with the volume of a year ago. From the conservative ones we learn that the orders taken are somewhat ahead of the same time last fall, the Middle and Far West being particularly liberal purchasers.

Prix seam capes and pique goods have taken best generally. In piques the tan shades are preferred, the tones running about the same as for spring, while in capes there is a tendency to oaks and oak reds. A good quantity of mochas have been taken, gray shades being included very largely in advance orders. Grays have been accorded so much preference and seem to retain so much favor, season after season, that the trade has placed gray among the staple shades, believing that it is likely to remain there.

Furnishers have placed liberal orders for automobile gloves and gauntlets in buckskin and cape, especially in towns where the automobile has been taken up by the residents for both business use and for pleasure, and in large cities auto gloves and gauntlets have now become a part of the regular glove stock. The fur lines of gloves and gauntlets, introduced by domestic makers, for use in automobiling and driving, have also found new friends. Many of the new styles in fur have price advantages which make them good property for the retailer.

Wholesalers tell us that first-class

furnishers throughout the country are including ladies' gloves in their men's stock. Some have not yet included the fine dress kid stock, but are starting in with walking and driving gloves. The new driving glove for women, brought out for fall, has cuffs and is similar in style to the glove of several years ago.

Business in woolen or worsted golf gloves for men is not as large as it was last year, although a very fair amount of trade has been placed for worsteds in gray, oxford and black, while quiet patterns and colors are preferred in wool gloves. There is only a moderate proportion of whites included in the orders placed.

Preparations are being made for fall and a big season in umbrellas and walking sticks is expected. Stocks are said to be in an excellent condition among retailers, and it is believed that they will be ready for new goods just as soon as they are presented.

During the past season the waterproof umbrella was taken up by many stores as a decided novelty. It has sold better in the West and the Middle States than in New York, where retailers seem to be unnecessarily conservative about pushing it. In the West furnishers have taken hold of waterproof umbrellas as a good advertising novelty and have made window demonstrations of the waterproof qualities. One dealer opened up an umbrella in his window, partly filled it with water and put into this improvised pond a number of young ducks, which swam about as if at home in their native element. This was not only a window attraction, but also a trade winner. The store sold rainproof and other umbrellas as well.

There will be no variation to speak of in the construction of the umbrella for fall, excepting in the handles, which, in the very finest goods, will be more beautiful and expensive than ever. Ivory, in several tints, is the foundation of the most expensive umbrella handles for fall. These are shown in crook and straight handles, embellished with silver patterns in relief, as well as inlaid. The silver ornamentation is shown in bright or burnished and French gray finishes. One new style of design consists of heavy tubing effects on crook handles. Heavy silver etchings on ivory are also shown. These same treatments are shown in gold and on rare woods.

A Western manufacturer has brought out two handsome handles, one in virgin gold and the other an imported handle designated as tortured ash, which has been ornamented with gold plate, making a very rich and novel handle.

Fancy wood handles are decorated with silver inlaid and in relief in burnished and French gray designs. The most fashionable woods are partridge, thistle and English ash. Fancy wood handles are also being shown, plain, carved and etched, the latter being the mode of treating English ash. Choice novelties are shown in chased gold on pearl. Among the season's art designs in

This cut represents our

Dickey Kersey Coat

of which we are large manufacturers



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

handles in ivory are animals in white and colored effects.

Carved handles will also be shown in walking sticks for fall. Natural woods will undoubtedly be best, as they have sold best for the present season, English ash being particularly good. Crook and straight handles in the natural wood stick will be shown lightly tipped in silver, inlaid silver patterns, and also in gold and silver etchings. Among some of the latest novelties in walking sticks for fall will be a line covered with pig skin, the handles of which are ornamented with metal, silver, copper and gold, in various artistic effects and designs.—Apparel Gazette.

Status of the Clothing Trade in New York.

Clothing stocks are somewhat larger than they were at this time a year ago, the stores having done a much better business earlier in the season, while this spring the rush appears to be holding off. All are sanguine, however, as to the ultimate outcome of the season. May is usually the largest clothing month, and it is, of course, comparatively easy to do business during the busy months of the year, but it requires strenuous effort to boost business along during the dull months. April's business was about equal to that of last year, though the expectations were that it would be larger.

The department stores are undoubtedly feeling this lull in demand more severely than individual dealers, as they are laying off help that they do not usually let go until the latter part of June, and one of the largest department stores in Brooklyn, we are informed on reliable authority, has closed its receiving department. This in itself is significant of heavy stocks. Buyers in metropolitan stores have been advised to go ahead cautiously on purchases and not to place orders for anything not actually needed for the present.

Yet, here and there, we find large and small stores doing a good business and they report that their receipts for April were ahead of last year, and that May is also running ahead. This applies more particularly to the stores in our lines in the down town section of the city where the buyers are mostly men, and it would indicate that the depression is not at all general even in the city. Dry goods interests we conclude are, therefore, more severely affected than our own lines, and if the furnishing and clothing stores in the department houses are not doing as much business as the individual stores elsewhere, it would seem that men's wear lines in the department stores are suffering in sympathy with dry goods.

The season has been somewhat longer than is usual for top coats and all stores have done very well on this garment, their sales exceeding those of any previous season. Following the top coat demand there has been a fairly good trade in worsted and cheviot suits, for which there was quite a continuous demand throughout April and to this time, so much so that the stores seem to be

pretty well satisfied with business on this class of goods. Now with the first warm spell people will naturally turn to homespun and serges, which are beginning to awaken interest. Most all of the stores along Broadway have made attractive window displays of domestic and imported Donegal homespun. Brill Brothers had such a display in both their clothing windows for upwards of a week with very good results in a business way. The Thompson Clothing Co. also had a window of homespun which they made attractive with a spinning wheel operated by a girl dextrously handling wool mixtures, demonstrating the old way of spinning yarns by hand in the home.

A feature of interest in the current demand for suits is the double-breasted coats are receiving somewhat more attention than last year. They come in homespun, serges and other fabrics. In actual summer wear it is believed that the two-piece suit in these fabrics will be preferred, and clothiers are prepared to give the public their choice of leaving out the vest if so desired.

Referring again to the down town trade in those sections where all the largest and industrial interests of the country are represented by men of affluence and wealth, such clothiers as Lambert on Cortlandt street, and Chapmans on Nassau street, inform us that they are regularly gaining new customers from the ranks of those who formerly patronized the highest-priced custom tailors. Bankers, trust officials, railroad magnates and other men in equally high positions in the world of business are becoming patrons of the ready-made; men who formerly paid around \$100 for one suit are now buying three suits for this amount and not only expressing satisfaction with their purchases, but actually bringing their friends to the stores and thus certifying to their conversion and at the same time paying the highest tribute possible to the merchandise offered by clothiers. One of Lambert's new customers, a railroad president,

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.

"The Clothing that makes Rochester Famous"

REGISTERED BY Solomon Bros. & Leimert, 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

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.

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.

recently made a purchase of three ready-made suits on which a few trifling alterations were necessary and said at the time that he had paid \$90 for the business suit he had on, repeated alterations were made in it, and yet the suit was not satisfactory to him in fit. This is only an instance of the many recited to us from day to day, and certainly proves beyond doubt that ready-made clothing is indeed triumphant. If the custom tailor is attempting to build trade by telling his customers that they are so peculiarly built as to be unable to wear ready-made clothing, he is building on shifting sands and the ready-made clothier is reaping the harvest produced by his mistakes, if not his inability to give the fit which the ready-made can give.

Furnishers are not reaping results in business warranted by the present favorable weather. It is not because expectations ran too high, but all things being favorable better things should have followed. Stocks do not show much reduction and retailers are as much dissatisfied with their inability to duplicate on their initial orders as are the wholesalers who complain against the absence of spring duplicating. If the weather had been warmer it is safe to conclude that business would have shown an improvement, which will hardly come now much before June, the big retail month. In our canvass of the stores we find a number of the successful ones who express satisfaction with the business done from day to day, their receipts showing that taking one day with another, the volume of sales was equal to last year, while a number are running ahead. But the trouble appears to be that the sales of furnishings are confined to a few lines, such as shirts, neckwear and gray hosiery, other lines being neglected. Were the demand more general there would be a gain.

Cheap shirts do not seem to awaken any interest except when put out at a big sacrifice. Sales run more to higher priced grades, ranging from \$1.50 to \$3.50, and, if it were not for the steady sales of shirts, the depression would be more severe. New styles in shirts are constantly being introduced by the leading stores, most all of which are showing linen negligees in cluster pleats, flat pleats, and soft fronts. Among the newest things out are shepherd plaid negligees in black and white, and blue and white, and lead color madras, the latter styles in new patterns. The grounds are plain weaves with black warp and white weft. The patterns vary from small units closely set, to large figures sparsely distributed, the large figures being about two inches in size.

Wanamaker is showing imported madras white grounds with cords in color forming checks half an inch square. King Brothers follow this style with percales of the hairline variety in pinhead and shepherd checks.

Retailers deplore the absence of variety and novelty in this season's lines, declaring that merchandise is of too staple a character to attract the public. They say that in shirts,

for instance, a man has only to get out his last year's negligees and if he is not a stickler on patterns he will be as much in style as the fellow who makes new purchases. This they say, also applies to neckwear, and dealers would willingly welcome a return to reds, pinks, heliotropes and other colors in shirt styles. A return to brighter neckwear would also be beneficial to business, as the consumer would then have a wider choice.

The demand for gray half-hose in embroideries and clocks has been so large that buyers say they have not been able to get their duplicate orders filled fast enough, particularly in the half-dollar goods. This shortage in grays, however, was short lived, as beginning with the 15th inst. domestic manufacturers began throwing upon the market lines of domestic grays to retail at 25 cents, which buyers say are as slightly in appearance as half-dollar foreign goods. The best judges say that they have never seen such fine merchandise at the price. Notwithstanding that grays have been ordered quite freely for fall, it is believed that with so many domestic grays on the counters that color for fall will not be so good as it is at present.

With the first favorable weather warm enough to compel the public to seek gauze underwear it is believed that mesh goods will meet with ready sale, as lines are being freely displayed by the stores at from 50 cents to \$6 a garment.

New things in neckwear are appearing in the windows of the best shops, and from them some indication may be had of the incoming ideas for fall. These new cravats are in dark and bright colors with scroll and large Jacquard patterns. A pleasing assortment of colors in new styles cravats shows a double warp of two colors, black and golden brown, shot with green, the pattern being an all-over Jacquard with a small flower effect. The ground weave is ottoman with a changeable effect.

Novelties are shown by Budd, one of which is a batwing in ecru with dots in two colors on the ends of the tie, the neckband being plain. The fabric is a satin serge, a weave rarely appearing in cravatting, yet one of the best in neckwear for service that can be loomed.

The appearance of satins and satin-like weaves among the latest neckwear shown by the best shops may indicate a return of satin for fall in highgrade foreign cravatting.

Budd is also showing a graduated end tie made of ribbon. This tie is selvaged and folded in at the neck, the ends being in the full width of the ribbon. The weave is a cardinal and black basket.

A novelty in canes is shown by a Twenty-third street store and is called a prohibition cane. It is a Malacca stick with a silver top which screws on. The cane is hollow and fitting in this space is a glass tube about a foot in length with a silver top, in which can be carried a Manhattan cocktail or a highball, as the proud possessor may elect.

Grand Rapids Bark and Lumber Co.

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

Michigan Trust Building, Grand Rapids, Mich.

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

Wall Papers

Newest Designs

Picture Frame Mouldings

Newest Patterns

High Grade Paints and Oils

C. L. Harvey & Co.

Exclusively Retail

59 Monroe St., Grand Rapids, Mich.

Did You Ever?

Let Us Estimate On

Lithographing Printing

Blank Books

Loose Leaf Devices

Or BINDING of Any Kind

IF NOT, WHY NOT?

Grand Rapids Lithographing Co.

8, 10, 12, 14 Lyon St.

Grand Rapids, Michigan

All our goods are of our own manufacture and are guaranteed to be strictly First-Class

Shoes and Rubbers

Get Together On the Sale of Patent Leather Shoes.

There is no doubt whatever but that enormous quantities of patent leather shoes will be distributed this fall, unless some reaction occurs in the meantime from the present demand which strongly favors this article. So many types of patent leather shoes will be shown by manufacturers in their sample lines that the retailer will inevitably come to the conclusion that to be "in the swim" his stock must show about the same prepondering proposition as is exhibited in the samples which are put before him. Assuming this condition to be maintained throughout the season, we again emphasize the necessity for the retailer formulating a determined policy in the sale of these shoes. He must decide very quickly how far he is justified in making good claims, requests for rebates, exchanges on account of apparent deterioration in leather, etc.; and every salesman in the store must receive rigid instructions as to the policy of the merchant on this particular subject. Advertising matter should not evade the question, but state distinctly just what the dealer is willing to do, or not to do, in the matter of claims on this class of footwear. Neglect or evasion of this important matter must undoubtedly result in greater loss to the trade, through claims, on this class of footwear than ever before. It will be found, as the season progresses, that manufacturers will be more cautious and not nearly so broad in their statements regarding patent leather shoes as before. They, too, have had a lesson as to the cost of a vacillating policy in this regard. Even the mildest form of guarantee seems to be taken advantage of by the consumer as a basis for a claim, and even the statement of a retail salesman as to the reliability and general value of the patent leather, as shown in some particular shoe which he is offering without any guarantee at all, to the customer is liable to be taken advantage of by the latter if the shoe goes wrong.

We believe this matter is important enough for a dealer to invite his competitors into a friendly consultation on this subject, and determine on some policy which shall be uniformly adhered to by the leaders in his city or town. Let the important factors among the local retail trade get together on a subject of this kind and determine on a uniform policy on the sale of patent leather shoes, and the smaller trade will quickly fall into line, and if it does not the policy of the larger stores must prevail and have its influence. It is our belief that a great deal more can be done by the dealer who will take a half day and visit his leading competitors and get their sense as to a meeting for the purpose of settling this point, than in any other way. Every manufacturer of patent stock knows the limitations of this product, and he is vitally interested in seeing that the shoes made from his leather are

properly and honestly presented to the consumer. Any one of our subscribers is justified in going to his neighbors who sell shoes and, if necessary, carry this article with him and present it as an argument for such a movement as we have just described. We do not think he will be met with a rebuff in any case. Every merchant is in business to make money, and a definite line of action on such an important matter as patent leather shoes seems to be absolutely essential, if a satisfactory profit is to be derived from the sale of these goods.

Such a meeting should have for its purpose, first, the consideration as to whether any guarantee, no matter how limited, is advisable. If it is the sense of the majority that no promises whatever should be made on this stock, the minority (if any) should be diplomatically induced to follow the same course of action. Then the method of announcing, advertising, or making verbal promises on this class of goods should be given careful consideration. Joint action should also be taken as to the form of statement to be made on window cards, newspaper advertisements, and on bold placards in the store, as to the exact conditions on which patent leather shoes will be sold by these dealers. Perhaps a small fund might be raised, on which an advertisement can be inserted periodically in the local papers, giving the exact conditions on which these stores offer patent leather shoes, and signed by the names of every one of the dealers entering into this movement. Care should be taken, of course, that no undue prejudice be aroused in the minds of possible customers against patent leather shoes. There may even be displayed in a prominent place in the store a permanent sign, which shall describe the conditions as above mentioned, and also bearing the names of all the dealers who are parties to the agreement. Where the custom of enclosing a small card with every pair of patent leather shoes which leaves the

Assignees.

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

The Michigan Trust Co.
GRAND RAPIDS, MICH.



It's the parts you don't see in shoe-making that keep right the parts you do see. The careful, pains-taking attention we give to those parts of the shoes we make is why they wear so well. Our goods are right from sole to top. They look right and fit right--what's more important, they stay right.

They are the kind of shoes you need to create a permanent paying custom.

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

Mayer's

LADIES' SHOES

Embrace every feature of Style, Grace, Beauty and Durability; they wear well, look well.

The dealer who will put in our line of Ladies' Shoes will do well.

Write us about it.

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

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.

store is in vogue, giving the rules under which the store sells patent leather shoes, this might also carry the local agreement and signatures of all the dealers thereto. The greatest trouble in the patent leather shoe question generally comes from the fact that no two dealers in a town pursue exactly the same course in offering these goods, and frequently from over-zealousness and harmful competition, promises are made, and given which the dealer knows positively will cause trouble and loss, but excuses the measure on the ground that he is forced to it by the action of another dealer in the same community.

Such a step as we have here proposed may sound radical, but it seems to be the only safe and proper method of handling this proposition, and any representative dealer who takes the initiative can suffer no loss, except that of the little time given to the preliminary discussion with his fellow merchants, in case no uniform plan of operation can be agreed upon. We make the suggestion, believing that it will be found feasible in a great many cities, and wherever it is acted upon, we shall be very much pleased indeed to learn the particulars of the plan on which it was worked out, and with what success, for there is no question but that this matter must be treated in a more specific way than ever before if the fall business on patent leather shoes is to be profitable and satisfactory.—Shoe Retailer.

The Heel and the Tongue.

Two parts of the modern shoe on which the cobbler is frequently required to exercise his ingenuity are the heel and the tongue. The heel is too high and the tongue is missing. The first defect is due to the difficulty many women have in finding a shoe of becoming shape with a moderate sized heel. In order to get the toe and instep they want they have to take a heel that pitches them forward as if they were walking on stilts. That exceedingly high prop they frequently find objectionable and the cobbler is requested to pare off an inch or so of superfluous height.

"Why don't you buy the right kind to start with?" asked one of these artists in leather of a regular customer.

"I would if I could find them," was the reply. "They do not seem to be in the market."

The cobbler does not care for a commission of that kind.

"A heel cut down," he said, "never has the proper shape, and it is hard to fit an entirely new one."

Still he does it. Also he supplies new tongues. In many of the cheaper grades of shoes the tongue is an ephemeral affair. It falls out after the shoe has been worn a few times, and gets lost and the cobbler has to fill up the gaps. It is only of late years that he has to keep a box of extra shoe tongues on hand. Formerly tongues were made to stick, but they are now the least durable part of a shoe.

A merchant should be an honora-

ble man. Although a man cannot be honorable without being honest, yet a man may be strictly honest without being honorable. Honesty refers to pecuniary affairs, honor refers to the principles and feelings. You may pay your debts punctually, you may defraud no man, and you may act dishonorably when you give your correspondents a worse opinion of your rivals in trade than they deserve. You act dishonorably when you sell your commodities at less than their real value to get away their customers. You act dishonorably when you purchase at higher than the market price in order that you may raise the market on another buyer. You act dishonorably in every case wherein your external conduct is at variance with your real opinions. You act dishonorably if, when carrying on a prosperous trade, you do not allow your employees, through whose exertions you obtain your success, to participate in your prosperity. You act dishonorably if, after you have become rich, you are unmindful of the favors you received when you were poor. In all these cases there may be no intentional fraud. It may not be dishonest, but it is dishonorable conduct.

He Was Looking for Pointers.

"I don't wish to take your time," the caller said, "unless you think it likely I might interest you in the subject of life insurance."

"Well," replied the man at the desk, "I'll not deny that I have been thinking some about it lately. Go ahead. I'll listen to you."

Thereupon the caller talked to him 45 minutes without a break.

"And now," he said at last, "are you satisfied that our company is one of the best and that our plan of doing business is thoroughly safe and conservative?"

"Yes."

"Have I convinced you that we furnish as good insurance as any other company, and at rates as cheap as you can get anywhere?"

"Yes, I am satisfied with the showing you make. Perfectly satisfied."

"Well, don't you want to take out a policy with us?"

"Me? Oh, no. I'm a life insurance agent myself. I thought I might be able to get some pointers from you."

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.



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.

Caro, 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.

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

Story of the Life of a Shoe Dealer.

I am a retail boot and shoe dealer. I am fifty-six years old and I believe that I am considered fairly successful. In looking over my life I will try to set it down so that you can understand what I mean, although I am not much of a writer, as my experience has been limited to business letters which I have tried to make brief and advertisements which I have written for the newspapers.

I was born and brought up part way on a farm and it did me a great deal of good. I do not believe that I could have stood the confinement of life in a store had it not been for the foundation of health and strength laid by my early outdoor life in the pure air of the country—exercise and good plain food.

I was sent to school in a village and there made the acquaintance of some of the young men who worked in stores. After a few terms I had a chance to go to work in one of the general stores and left school and went to work. We sold everything. Groceries, flour and feed, dry goods, notions, some hardware, tobacco, cigars and snuff and boots, shoes and slippers. That list did not include all we kept. We had a little of everything that could be wanted by a good sized community and a surrounding population of farmers who did almost all trading with us.

The boots and shoes which we kept came in bulk and were bound together in pairs by a string through the back. There were no half sizes in any sort of footwear which we sold. Most men and boys wore boots. Fine calf ones for best and kip ones for every day. Most of the women's shoes and slippers we sold were prunella, sometimes foxed and sometimes not and some pebbled goat and calfskin.

Little boys wore copper toed boots when they did not go barefooted.

We got our fine calf boots for men in 24 cases, packed in solidly, and sometimes they were somewhat bruised in the handling. I know one of my early duties was to go over all of the fine boots and rub them up with a dressing which the proprietor made. I never knew what it was. This had to be repeated frequently on some of the pairs of boots, for every man in looking a pair over with the idea of buying would always test the "stock" by pinching and doubling the leather where it lay in a fold from the toe across the instep to the top, and no matter how good the leather, this was bad for the appearance of it.

It was just at the close of the war and in one of the Northern States and our business was something which I have looked back on, longingly, ever since. Our profits were large and goods sold very easily. I remember we only sold three or four sorts of women's shoes and we got them in 120 pair lots. There was very little fitting. After a woman was through with her other trading she might say, "Oh, I forgot, I need a pair of 'prunell' shoes," and she would go over to a big box where they were piled in together and poke around until she

found her size, and then, perhaps, poke around until she found her daughter's size, and maybe her mother's and possibly the girl's who lived with them and bring them to me strung over her arm like a mess of fish. I would do them all up in a bunch and she would pay or have them charged at the rate of \$2.50 or \$3 a pair. Just think of trying to sell shoes like that to-day.

In the summer when it was dull in the country store I sometimes went back to the farm and helped my father through his haying and harvesting.

When I was nineteen years old, one of the boys who had worked in our store and got a job elsewhere wrote me from one of the big towns in that section of the State that he could get me a job in an exclusive boot and shoe store there if I wished.

My employer was sorry to have me go but there was a glamor about life in a large town and the clerks in the stores were about the most dapper, well dressed and envied of young men. There were almost no women or girls employed in stores of any sort then, and the stores furnished employment for a great many young men who were thereby enabled to marry and establish homes right in their native towns, a thing which they are unable to do in the middle sized towns now on account of the large number of young women who have taken their places and who wonder, when they become of marriageable age, what has become of all the young men.

My work in this store was very pleasant, although hard. It was a village of only about 4,000 inhabitants, with a large surrounding country trade, and often, on special days like a fair day, or a circus day or some special celebration, we would take in as high as \$450, which seems very large sales now for a shoe store, but then the prices were high and there seemed to be plenty of money.

I worked for several years and was then offered a position in a shoe store in the city of B—at a salary considerably increased. I accepted it and as I had been keeping company with an estimable young woman, the daughter of a minister, in the village where I was employed, we were married and I went to work in my new location.

Living was expensive. My salary was only \$18 per week, and although we took only part of a house in the suburbs and lived very modestly indeed we could not save very fast. Kerosene oil was 30 cents per gallon and everything which we had to eat was high; flour, sugar and meat. We learned habits of economy which have been of the greatest benefit to me.

I will not weary you with the telling. One of my memories in this connection, though, always amuses me. In those days liver was but little regarded as a food. "Pluck" it was called, and when you were buying other meat the butcher would throw in as much as you wanted, or at any rate not charge more than five cents for a big chunk. We early learned to discriminate between beef's liver and calves' livers. My wife used to cook calves' livers to beat

any French chef that I ever knew of and during the veal season we used to almost live on "Pluck." And I may say that it took pluck of another sort to face the future as we did.

Once I had managed to save up \$260, but just after the first baby came, the one who is the junior partner with us now, my wife fell seriously ill and before she had regained her strength and was as near well as she has ever become, my little savings were all gone and we were \$73.56 in debt. I remember, you see, even down to the cents. Those figures used to sing in my head all day while I was fitting shoes and working around the store, and while it does not seem such a horrible amount to me now, it was a mountain of debt to me then.

But I compassed it finally, things took a little turn the other way, and we began slowly to save again. I remember wife tried to help a little. Shirts did not come ready made much then, and after we got our first sewing machine, my wife heard that one of the big dry goods stores would pay for making bosoms. I forget now just what it was they gave her, but at so much a dozen for the making she earned quite a lot.

People went to the store in those days, you know, and bought bosoms and then made their own fine shirts, mostly, and built the bosoms in. She worked like a beaver and every cent she earned went, entire, into the savings fund with what I could scrimp out of my salary. It was \$20 a week

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. 7546	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. 2310	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. 2318	Child's Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 8½ to 12, .70
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Hirth, Krause & Co., Grand Rapids, Michigan

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Halo 500 Candle Power.

and cut down your expenses. One lamp will make a 25-foot room BRIGHT AS DAY. The average expense of a 100 Candle Power Light is

Less than one-half a cent a day.

One quart gasoline will go farther than 9 quarts of kerosene; give more light than 8 or 10 ordinary lamps. Better than gas or electric light at ½ the cost. Anyone can use them. It is the one gasoline lamp that never fails to give satisfaction or to do as represented. **Every lamp guaranteed.** Over 100,000 sold during the last five years. Don't be persuaded to try imitations - they are risky and expensive in the end. Everybody pleased with the BRILLIANT. Write for catalogue.

BRILLIANT GAS LAMP CO.

42 State St., CHICAGO.



100 Candle Power.

Cadillac

Fine Cut and Plug THE BEST. Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)
AGAINST THE TRUST. See Quotations in Price Current.

now, but with a boy beginning to make expense it was slow work.

Finally, it was \$500. I remember taking home a can of oysters (they came in cans, then, mostly, you know), to celebrate the event on the night the bank book footed up just \$500. Just think, some of you people who think you are having a hard time, and wondering why you can not get ahead of a special treat of a quart of oysters!

It was the very next week that a chum of mine who was a clerk in a shoe store in another part of the city, came to me and said that he had heard of an opening for an exclusive shoe store in the village of T—. It was a good town and the dry goods and general stores which kept the only footwear there handled only small stocks.

Well, we talked it over and over. He was a single man and had saved up almost as much as I had, but the difference in the cost of moving my household goods would more than eat up the disparity in our capital. Finally we decided to risk it. It was a momentous thing. No man who has not seen his entire savings risked on a single venture can realize what it meant to us. More to me than to my partner because I had a family depending upon me. We resigned our positions and together we went to a shoe jobber in the city and told him our story. We had just \$1,000 between us. We were young and ambitious and we knew the shoe business from the ground up.

God bless that old man! He heard our story through without saying anything and then he turned and called one of the men from the outer office. I know now that it was the financial man of the concern. "Mr. G.," he said, "these are Mr. A. and Mr. B. They are going to start a shoe store down in T. Let them have all the goods they want and have Mr. R. help them all that he can in selecting a stock judiciously. They will pay \$500 down and I want them to have a special six months dating for the first year on all bills." "Now, boys," he said, "keep the other \$500 for emergencies and to establish your credit. There are some things you can not get of us. Pay spot cash and get the discount from everybody else and we will take care of you."

And he did. God bless him, I say. He was a far seeing man and it was good business for him for we have bought over a quarter of a million dollars worth of his goods in the years since then but he always stood by us and it seemed to us two venturers out into the unknown sea of business that half of the trouble was past with such a backer.

For the first year business went slow. People did not jump so readily as we had hoped at the chance to change from general stores to exclusive stores. We learned that the running accounts which the general stores carried with their old customers were a great temptation to continue trading in the old place, but our larger stock and greater range of prices and styles gradually won us our way. The end of the first

year showed our "present worth" to be \$879.62. I do not have to refer to old books or papers for those figures. I can not forget them. The shrinkage seemed to us terrific, but we kept stiff upper lips and went on. The next year one of the general stores came to us with a proposition to buy out their shoe stock and they would go out of that branch of the business. We consulted with each other for a long time but we finally did it, lugged the \$1,500 worth of tough old stock which we got for \$950 over to our store and inaugurated the first "sale" ever known in T.

The idea started slow, but when the people did get on to the scheme we closed that old truck out at a good profit, did away with one competitor and got a good deal of advertising out of it. The next year our annual inventory showed a present worth of \$2,100, and the third year it was nearly double that.

The news of our success had gone back to our old friends in B. and two more young men came down there and started an opposition store.

They had no more capital than we had to begin with, but they were not nearly so judicious. They started with an immense stock of the very latest and most extreme styles, cut and slashed prices unmercifully and were such hot competition that that year our store simply held its own. But the opposition store was doing business at a loss, they lived extravagantly, and in eighteen months they failed, and when the stock was sold, a Boston firm which made a specialty of such things, bought in the goods and proceeded to close them out at cut prices.

Our trade dropped to almost nothing, but we could have weathered it if the town had not seemed so good to the Boston firm that they made the establishment a permanent cut rate store in the town.

The next year was a blue one. We had bought heavily expecting to regain our trade after the cut rate store went away, and we were heavily overstocked. We knew that in another year we would be closed up and hoping to drop out in better shape, we made an assignment. Our liabilities were about \$11,000 and our nominal assets something like \$12,500, of which about \$11,000 was stock and the rest in accounts and store fixtures.

Our friend, the jobber, came down to see us. We owed him \$4,000, and I can remember yet how surprised we felt to find that the prospect of losing that, to us, immense sum, did not seem to worry him half as much as it did us. We expected to be roundly upbraided, but the only words that he said were, "Boys, why didn't you tell me?"

When the stock was sold by the assignee the cut throat men were on hand to buy it up, but our jobber friend was also there and he bid it in for 58 cents on the dollar, and then, tempering his philanthropy with a little business, he came to us, when we were in the deepest depths, and offered to let us have the stock at 60 cents, and take renewable notes to

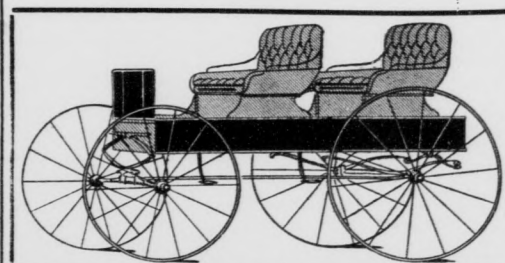
pay for it. It was a splendid offer and we took it and plunged again into the competition.

We got up a sale in the name of the assignee which made all the special sales ever held in that section pale to nothing. We could hardly control the rush. It was but a little time before the cut throat dealer had packed up and moved out of town, and with only legitimate competition left we soon settled down into a good, steady business.

We made a good thing on the long drawn out sale and disposed of a good many goods. We were able to make a big payment on the stock and, in short, our troubles were past. The town began to boom until it has become one of the brightest cities in

the State. We long ago paid the jobber for our stock, and not only that, but paid every creditor who lost by the failure, dollar for dollar with interest. We have the finest trade in the city. We have made money and try to keep right up with the times. We carry a \$25,000 stock and our annual sales are better than three times that figure.

It has been a long, hard fight, and I do not know that I would want to go through it again, still, the memories of the struggle and its victories are worth a good deal to me, and I believe that my partner and I are enjoying our success for more because of them. We are certainly better fitted to guard against pitfalls.—Boot and Shoe Recorder.



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Woman's World

Dorothy Dix Talks About the Gentle Grafter.

One of the virtues upon which women rather needlessly plume themselves is upon the possession of superior honesty to men. They point out, with pride, that it is the stronger sex that furnishes the defaulting cashier and produces the festive burglar and keeps the path to Canada and Mexico hot, while angelic woman faithfully guards the talents intrusted to her and seldom plays pranks upon the cash register.

This is true. A cynic might explain it by saying that up to now woman's opportunities for becoming an embezzler have been few, but it is a fact that the feminine awe of money is so great that a woman will not steal it, just as she hesitates to commit any other sacrilege. Besides, her talents do not run in that line. She is not, by nature, a safe-cracker. Her gifts tend toward petty larceny. You might leave a million dollars in her keeping, and when you returned she would hand over every penny of it, but those of us who have cut our wisdom teeth in society lock up our silver trinkets when we give a swell reception.

In all the vagaries of the feminine character there is nothing so utterly inconsistent and inexplicable as woman's attitude towards honesty, for every day of our lives we see women who pride themselves upon their probity, yet who not only commit

thefts openly and shamelessly, but actually boast of their pilfering.

No better example of this can be found than in the highway robbery that goes on under the euphonic name of collecting souvenirs. That a woman of even elementary principle and morality should steal at all is strange, but it is the marvel of marvels that women who have money enough to travel, and go to the best hotels in the countries, should be common thieves. Nevertheless, there is not one of us who does not number one, or more, such women among our acquaintances, and who has not been called upon to admire a collection of towels, or spoons, or plates, each one of which bore the name of some railroad or steamship company or hotel upon it. Last summer a wealthy young girl who has been a persistent globe trotter, told me she was going to be married, and speaking of her future home which she was furnishing, she calmly remarked that she had a wonderful collection of silver salt and pepper boxes that she had carried away from the various hotels where she had stopped.

Women who commit these thefts excuse it by calling it collecting souvenirs, but they know well enough that there is not one man who would not have a servant girl arrested if she formed the habit of collecting towels and pillow cases and spoons from them. Indeed, a case was reported from New York not long ago when a dishonest servant girl openly threatened her mistress with reprisal in this way: "Have me ar-

rested," she said, "and I will have your house searched for the towels and spoons with the names of fashionable hotels upon them and you will have to explain in court how you got them." And the rich mistress did not dare to do it.

Another common and flagrant instance of feminine dishonesty is shown in the way women cheat at cards. The ugliest word men have for another man is the epithet they apply to the fellow who plays a dishonest game of chance, but all of us have seen women who, for the sake of a dollar and a half imitation cut-glass prize, would do things so flagrantly dishonest that they deserved to have the door of society shut in their faces, as it would have been in a man's under similar circumstances. That it is not—that women who are known to cheat at cards, who have been actually caught punching holes in their score cards and surreptitiously helping themselves to cards to which they were not entitled, are not only not ostracised, but are invited everywhere, just as before, is a scathing commentary on women's low ideal of honor and honesty in their sex. A man caught cheating at cards would be kicked out of his club. A woman caught cheating is elected President of hers, as like as not. Let women remember that the next time they want to claim that women are more honest than men.

It is, however, when it comes to the gentle art of grafting—of getting things by their wits—that women loom up great and unapproachable

at the head of the profession. Strangely enough, this vice, like that of the souvenir collector, belongs almost exclusively to the rich, or to those who attempt to live like the rich. In one of Henry James' new novels he tells of a man who, on nothing a year, lived in luxury and style. "When people first saw him," says Mr. James, "they always exclaimed, 'How he does dress,' but after they had known him for awhile they exclaimed, 'How does he dress?' The feminine grafter could answer that question."

The gentle grafter has only two articles in her philosophy. The first is that it is her business in life to get everything she wants. The second is that it is other people's business to get paid for it if they can. That part does not concern her. She begins by running up big bills at the stores, paying a little on account now and then. That puts the merchant between the devil and the deep blue sea. He is bound to give her more credit in order not to lose what she already owes him, and so she goes serenely on her way, adorned like Solomon in all his glory, while the envious cry out: "How she does dress!" and the knowing ones ask: "How does she dress?"

This system applies equally well to her servants and the smaller trades-people with whom she deals, and by dint of continually changing sewing women and cheap dressmakers she avoids many of the expenses of the honest. But she treads on hearts. Poor dressmakers have told



A gentleman of Bagdad dreamed that in a certain house in Cairo he should find a treasure. To Egypt he accordingly set forth, and met in the desert a man who was on his way from Cairo to Bagdad, having dreamt that in a certain house there he should find a treasure; and, lo, each of these men had been directed to the other's house to find treasure that only needed looking for in his own.

Many a dissatisfied merchant has sold his business only to see the new proprietor come in and make money where he failed.

Nine-tenths of the failures in storekeeping are caused by neglect to stop the small daily leaks in profits—leaks that are trifling when considered singly, but often mean the difference between success and failure in the aggregate.

A National Cash Register stops these leaks. It puts a check on every penny received and every penny expended. It gives to the merchant every dollar he earns. Let us tell you more. Fill out and mail to us the attached coupon.

NATIONAL CASH REGISTER CO.

Dayton, Ohio

"The Watchdogs of a Merchant's Treasury"

We cannot see how a merchant can be without one of your registers, as they daily, yes hourly, check his business, whether he is absent or present. They promote accuracy and necessitate carefulness. These registers are the watchdogs of a merchant's treasury.

Talithina, I. T.

D. THOMAS & Co.



\$60 buys this **All Improvements**
National **Fleur-de-lis-design brass cabinet**

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Fine
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NATIONAL CASH
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GENTLEMEN: Please
send us printed matter,
prices and full informa-
tion as to why a merchant
should use a National Cash
Register, as per your "ad" in
MICHIGAN TRADESMAN.

Name _____
Mail address _____

me, time and time again, of having walked for miles, lacking even car fare, to the houses of rich women who owed them bills, merely to be turned away without a cent. In this city last summer two reduced gentlewomen who kept a little school for the children of rich people, were brought almost to the door of starvation through the criminality or carelessness of rich women who went away without paying for their children's tuition.

It is all very well and very charitable to say that rich women are negligent about their bills because they are so used to having plenty of money they can not realize that anyone could suffer for a few dollars, but it is not true. I have yet to meet the millionairess who did not have as keen a perception of the value of cash as any one, and they are worse than negligent—they are actually dishonest when they take a poor woman's work without paying her for it on the spot.

The gentle grafter does not confine herself, however, to imposing on strangers. In the language of the profession, she works both sides of the street, and holds up friends and acquaintances with equal assiduity. Indeed, one never realizes what the cash value of a friend is until one observes her methods. She never pays for lunch, oh dear no. Instead, she has a playful habit of dropping in just as the family sit down to the table, when she must, of course, be invited to eat, no matter whether it is convenient or not.

Neither does she waste her substance on carriages, although she always rides to parties and to opera, but the way she manages that is simplicity itself.

"Are you going to Mrs. A's ball?" she asks innocently and effusively of Mrs. B. Mrs. B. replies that she is, whereupon the gentle grafter says: "Let's take a carriage together, then, cabs are so frightfully dear." Mrs. B. agrees, and orders the carriage, but never, never does she see the color of the gentle grafter's money, for she never even dreams of paying her part.

Still another wile from which most of us have suffered, is the practice the gentle grafter has of getting us to buy something for her when we go downtown, and which she invariably forgets to pay us for. Or, it may be, we have gone shopping with her, and she sees some article for which she never has quite enough money to pay. "My dear, lend me two dollars, or five, or three," she coos. "I simply must have this, and I will hand the change back to you when I see you next." Alas, we might as well kiss the good long green good-bye, for never more will we behold its face again.

These are not extreme instances. They are such common experiences that the astute woman of small means who does not feel that she can afford to make presents, or pay her rich friends' bills, has long ago learned that it is never safe to have more than car fare along in her

purse. For it is not our poor friends who rob us. It is our rich acquaintances who are expensive luxuries.

And the curious thing about all of this is that women who do all of these things still esteem themselves models of honesty. The feminine point of view is peculiar in many ways. It is greatly to be feared that lovely woman looks at this important question slantwise, but before she shies any more bricks at her brother we would like to have her amend her ways in the matter of souvenir collecting, progressive euchre and, above all, to give up the gentle art of grafting.

Dorothy Dix.

The Grocer's Dream.

Last evening I was talking
With a grocer aged and gray,
Who told me of a dream he had,
I think 'twas Christmas day.
While snoozing in his office
The vision came to view;
For he saw an angel enter
Dressed in garments white and new.
Said the angel, "I'm from heaven,
The Lord just sent me down
To bring you up to glory
And put on your golden crown.
You've been a friend to everyone,
And worked hard night and day.
You've supported many thousand,
And from few received your pay.
So we want you up in glory,
For you have labored hard.
And the good Lord is preparing
Your eternal, just reward."
Then the angel and the grocer
Started up towards glory's gate,
But when passing close to Hades,
The angel murmured "Wait!
I have a place to show you,
It's the hottest place in hell,
Where the ones who never paid you
In torment always dwell."
And, behold, the grocer saw there
His old customers by the score,
And grabbing up a chair and fan
He wished for nothing more;
But was bound to sit and watch them
As they'd sizzle, singe and burn,
And his eyes would rest on debtors
Whichever way they'd turn.
Said the angel, "Come on, grocer,
There's the pearly gates to see,"
But the grocer only muttered,
"This is heaven enough for me."

When we are hurried or worried, gloomy or out of sorts, directly we injure the power of digestion. To fly into a rage is to turn the gastric juice into poison.

GOOD MERCHANTS

Can recommend to their customers and friends

MEYER'S

Red Seal Luncheon Cheese

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

This Elegant Display Case, filled with 2½ dozen 10 cent packages, **\$2.40**

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

J. W. MEYER,

Manufacturer of

Red Seal Brand Saratoga Potato Chips

127 E. Indiana St.

CHICAGO



"For Muscle"

Nutro-Crisp

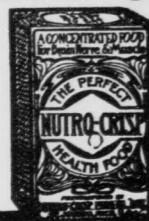
The Ready Cooked
Granular Wheat Food
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Produces firm flesh, rosy cheeks,
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The fact that one never tires
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YOU ARE ALWAYS SURE of a sale
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You can increase your trade and the
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HAND SAPOLIO

at once. It will sell and satisfy.

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

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

The Manufacture of Cut Tacks.

It is not everyone who sells cut tacks that is conversant with the manufacture of them. Most of the tacks made are from soft steel, the raw material coming in the shape of tack plates of about 14x30 inches in size, and from 14 to 17 gauge in thickness. In describing the process of manufacture in a well-known factory, a writer says the plates are first arranged edge up on a rack standing on a four-wheel truck, a space of about half an inch being left between the plates. The truck is wheeled into the cleaning room, containing three large wooden vats of about 500 gallons capacity each, and arranged in a semicircle around a hydraulic crane. With the aid of the crane the rack containing the tack plates is lifted from the truck and plunged into a vat half filled with a sulphuric acid solution. This removes the hard, black oxide and exposes the white natural color of the metal. After remaining in the vat but a few minutes, the rack is lifted and again lowered into a similar vat containing pure water, after which it is finally given a bath in a steaming vat of lime water.

The rack of plates is again placed on a truck and carried up an elevator to a floor above, where the plates are sheared into lengths of 30 inches and from $\frac{1}{4}$ to $\frac{2}{4}$ inches in width, varying with the tack or nail which is to be made.

The material is now ready for the tack machines, which are near at hand, making a cheerful din. The

long metal strips are fastened one at a time by a pair of plyers attached to a long, jointed stick, thrust through a tube which automatically feeds the metal to the cutting jaws. The tube is on a slight angle to the cutter, and is so arranged that every time the jaws open the metal is turned over. This makes a wedge-shaped slice. As the small blanks are cut from the long strips, they are held by the blunt end by a spring, which is pushed down about half an inch, allowing the blank to be gripped by dies, giving the nail or tack a more finished appearance, and leaving a small portion, just sufficient to form the head, exposed; barbs are also produced by this process. The head is formed by a hammer like motion of one of the parts while thus clamped, and may be of any shape, according to the die used. The nail or tack is now complete as far as shape is concerned, and as the clamping dies separate, the finished product is pushed away and falls into a trough leading to a box below.

The machines repeat this operation from 270 to 450 times a minute, so that very little time is allowed for each operation.

Although finished as far as shape is concerned, there are several processes through which the tacks are obliged to pass. Leaving the machine room, the tacks are carried in boxes of about fifty pounds to the annealing ovens, where their contents are placed in pans and slowly heated; this operation requiring about thirty minutes, or until the

right heat is attained. The heating does not change the color. If it is desired to blue the tacks, they are taken after annealing to other ovens having a much higher temperature, where they remain only seven or eight minutes.

If the tacks are to be tinned or coppered, they are tumbled in revolving barrels. This gives a smooth appearance and at this stage are what are known as "silver steel." Coppering is done by placing a small quantity (about twenty-five pounds) at a time in a sieve-like basket, which is suspended in a vat of blue vitrol for about a minute and occasionally shaken. The basket is then lifted out, rinsed in cold water, then in hot water, and finally emptied with a quantity of sawdust in a wooden tray, constantly agitated by machinery, where the contents are polished and dried.

The tinned tacks are given an acid bath, in which tin is dissolved, and coated in much the same way as the coppered. Copper-plated shoe nails, for instance, are generally electroplated in a revolving cylinder composed largely of rattan. After these different processes are completed the finished product is taken to the packing room.

The method used for indicating size is little understood. "In days of old," when a tack was a tack and only one kind was recognized, the different ounces designated referred to the actual weight of a paper containing 1,000. If tacks were put up in smaller packages they would be

marked half or quarter weight, according to the fraction of 1,000 included. The "ounces" now refer only to the length and weight of a package of full weight tacks, but not to the number in a package.

The Nature of His Proof.

"Officer, why did you bring this man here?"

"Because he wouldn't come by himself, your honor."

"And what offense has he committed?"

"He was drunk, your honor."

"But a man who is ill might stagger."

"He staggered in scallops, your honor."

"That isn't proof enough."

"Well, your honor, he looked hard at me an' then he says, says he, 'I can lick the two of youse, come on,' says he. So then I run him in."

Why He Called Her Peggy.

"I thought your wife's name was Elizabeth."

"So it is."

"Then why do you call her Peggy?"

"Short for Pegasa."

"What has that to do with it?"

"Why, Pegasa is feminine for Pegasus."

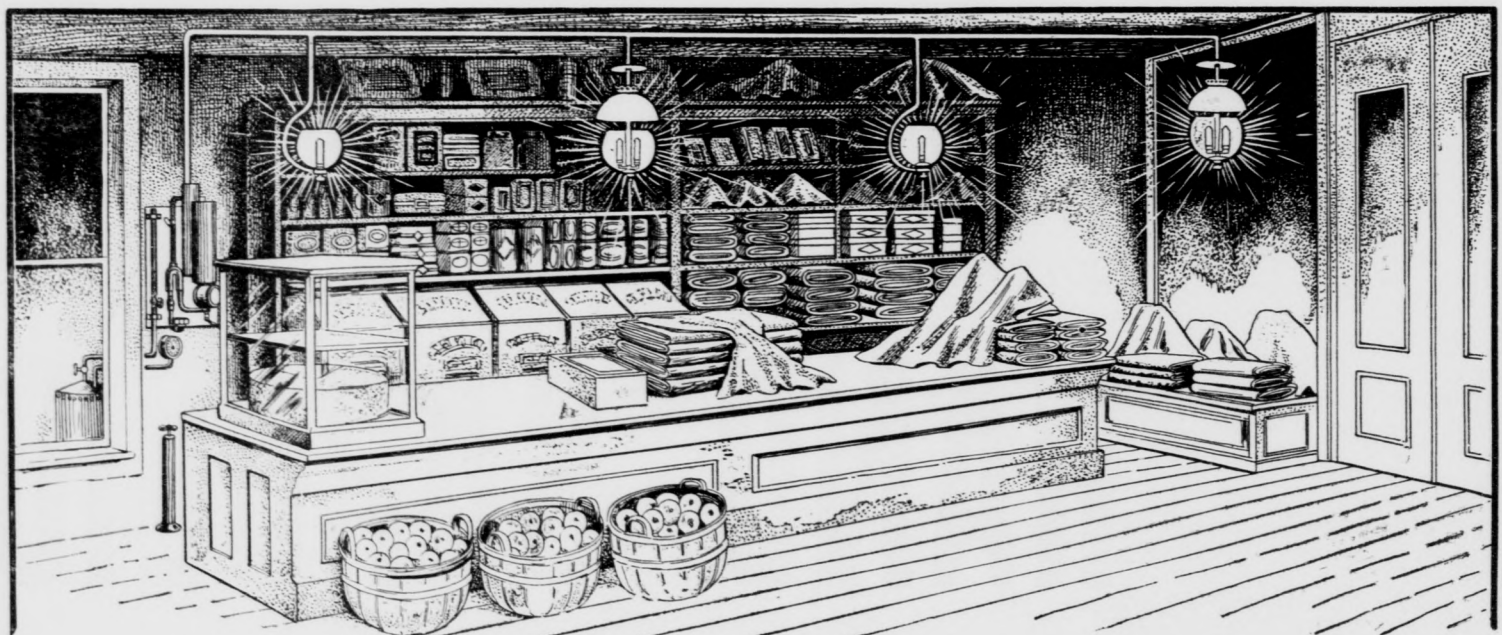
"Well?"

"Well, Pegasus is an immortal steed."

"What of that?"

"Sh! Not so loud. She's in the next room. You see, an immortal steed is an everlasting nag, and there you are."

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.

Plain Talk to Clerks by an Old Clerk.

While in one of the large stores the other day I overheard a clerk say to a woman who had just seated herself and asked to see some shoes: "How much do you want to pay for a shoe?"

Now this is bad business. Never come right out and ask how much do you want to pay? It sounds bad. It isn't business, and not only that, it makes a customer feel embarrassed. They don't want to come out and say just what they want to pay. You can readily find out without being so blunt. Feel around a little, size up the old shoe. See what it cost and show something at about the same value. Should they wish a pair at a little less cost this time, or perhaps something a little better, they will tell you. They may be a little flush this time or perhaps a little short.

There are many instances when a customer will come into a store and ask for a pair of three dollar shoes, but before they go out they will buy a pair at four or five dollars. When people see just what suits them, and they have the money, they will not let the difference in cost stand in the way.

Perhaps customers are not all alike and I am easy, but I never went to a tailor yet to have a suit of clothes made but what I paid a few dollars more than I intended.

A clerk is obliged to use his judgment with customers. They are not all alike. You will meet many different kinds in a day. Feel your way cautiously; do not be afraid to show several styles; people like to be catered to.

A satisfied customer is a good advertisement to your store, and when you are the one to please them they will look you up, and it will add to your popularity.

A clerk can not have too many customers. You may want a raise some time and when you do the boss will take this into consideration; but if you work like a machine and keep watching the clock you are apt to get turned down.

These bosses know a good thing when they see it, and if they see that the trade keeps calling for you they are going to hold onto you and pay you what you are worth.

When you are in the store you should feel as if the business was your own. Work the same as if every sale made was money in your pocket, whether you made the sale or one of the other clerks. There are lots of times when a clerk can help another by suggesting on the quiet some odd style, or running to the stock room for a size for the one that is serving the customer. Work just as you would like to have the boys work for you if you were boss.

When you are serving a customer do not get too "gabby." People do not like to hear a whole lot of stuff, and especially stuff that isn't true. When a clerk gets to talking incessantly, just like an auctioneer, he is very apt to say a good many things that are not just the proper thing.

There are quite a number of peo-

ple who go to a shoe store with a pretty good idea as to what they want and when a clerk tries to enforce his opinions and tastes too strongly, these customers do not like it. They like to have some mind of their own. A clerk that is onto his job will in a very pleasant way find out what ideas a customer might have and act accordingly. It is very bad policy to cross a customer. When they get angry it is hard work to satisfy them. A clerk that knows his business can very easily size up a customer's likes and dislikes in a very short space of time. When a customer lays down a shoe with the remark: "I would not wear anything like that," do not try to convince them that it is just exactly what they ought to have. Even if it is, show up some other styles. When you see them fasten their eyes on a certain style you know then that you are on the right track. Put away the shoes they cast aside and work on those on the order that took their eye.

Talk in a matter of fact way. Be honest with your customers. Do not try to bulldoze them. In this way you can make a sale much quicker and more satisfactorily than by an elaborate display of your oratory. People do not go to a shoe store to be educated or hear a sermon. They go to buy a pair of shoes and it is your duty to serve them properly and with respect. Be polite to all customers, even if they are cranky. Treat the old lady with a shawl over her head just as politely as you would the village belle. The latter expects it; she is used to it and thinks no more about it, but the former will feel grateful and may be a better customer for the house.

Do not go too much on looks.

Do not get out of the way when an old man comes in with the gout for a pair of slippers, then make a regular football rush for the door when a fair damsel comes in. You must cater to all classes of trade if you expect to be a winner. There are things to learn every day.

As soon as a customer enters the door one of the clerks should be right there to welcome him. It makes him feel more at home. He will not feel so strange, and you can handle him much easier. Do not be afraid to show the goods. It is not necessary to bring a whole armful of shoes; bring two or three, show them up, and if nothing seems to catch the eye bring out a few more, but the moment you see that a certain style has struck the fancy of the customer, get it on the foot, then gradually get away the other styles and make your sale. Nothing easier if you will only practice.

Tackle all the hard customers you can.

They will put you on edge. Then when you get an ordinary one it will be like giving candy to a baby. When finished with your customer, invite him to call again. See him to the door, make him welcome, even if he did not purchase. There are other times, and he has friends. A little politeness and attention go a long way.—Shoe Trade Journal.

PEOPLE say, "Ceresota is high," in fact, higher than others. RIGHT. Why? Because it costs more to make it, consequently it cannot be sold at the price of other flours. It is better and more economical to use even at the higher price. Ask the bakers—they know. Would we pay the mill and you pay us more for Ceresota than for other flours unless it was more economical to use? Hardly. Why does a nice brick house cost more than a frame one? Because it is better, it will last longer and give more satisfaction all the time. Just the same with Ceresota. If the amount of bread made from a barrel of Ceresota counts for anything it is the cheapest you can buy—that's right.

Judson Grocer Company

Distributors
for Western Michigan
Grand Rapids, Michigan

Would a system of keeping your accounts that

Lessens Bookkeeping By One-Half

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

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

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

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

The Simple Account File Co.

500 Whittlesey Street,
Fremont, Ohio

Hardware

Solution of the Catalogue House Problem.

The modern equipped hardware store, with a well selected stock of goods, bought at the lowest prices, in the hands of a merchant who has intelligent knowledge of the methods of catalogue houses, can very largely control the business in his town or territory and largely prevent the catalogue house from doing business therein. It is not true that when the hardware merchant cannot furnish the article from stock promptly to the customer who calls for it, that the customer's only resort is in sending his order away and inasmuch as he has at home a copy of the catalogue house price list, his first and sometimes only thought is to send the order to them, which he does. On the other hand, if he happens to have the article which the customer calls for, but is informed that the price is higher than that catalogue house, if he is thoroughly acquainted with catalogue house methods, he will soon be able to insure the customer that he is furnishing a better article than the catalogue house, or if it should happen to be same identical article he ought to be able to furnish it at as low a price with delivery charge added. If he cannot do this, he is not buying his goods at the right price.

Let me tell you what came under my observation very recently. A well-to-do farmer came into our store wanting to purchase several articles. He had come sixteen miles and had a catalogue price list under his arm. He first stated that he wanted to get our prices on the following articles: one fodder cooker, one clothes wringer, one corn sheller, one stock tank, one washing machine, one lard press. He had studied the catalogue and had the prices memorized. We named the price of each article in order and he said that he would take the goods. He afterwards showed us the prices that the catalogue house was quoting, which were no better than our prices considering that our customer would have to pay delivery charges. The fact of the matter is that we actually saved our customer about \$1.75 on the lot of goods and we further convinced him that all the articles except the feed cooker and lard press were without doubt of better quality than those kept for sale by the catalogue house. We were able to prove to him that the stock tank sold by the catalogue house was made of No. 24 galvanized sheet steel, while the one sold by us was made of No. 20. Thus making a difference to the farmer of about 50 per cent. in the life of the tank. The farmer had the goods set aside, paid for them and returned in a few days, loaded them on his wagon and went home happy, fully satisfied that he had gotten his money's worth, had saved \$1.75 more than he had expected to and four articles out of the six were of better quality than he had expected to buy. This man has lost faith in the catalogue house and he is our customer for good. He is

now a walking advertisement for us and against the catalogue house. We have already heard of several instances where he has related his experience to others and, being a prominent farmer, his word goes without question.

Twenty years ago I entered the employment of a hardware merchant to learn the business and from the first day, my only ambition was to some day have a thorough knowledge of the business to be a successful hardware merchant. I found it an unending task. It is a school from which no one graduates. It requires daily and hourly study, although not wearisome or monotonous, for new features come up daily. The hardware business brings us into contact with the men who control the world's wealth, the men of genius and brain, the great manufacturers, the great merchants, the skilled mechanic, the laborer and the farmer. No man woman or child can get along without the use of many things that come from the hardware store. So that we must study to please all classes and know the wants of all trades. It has become a profession, and not everyone who seeks it, can attain it. It requires the greatest diligence, much methodizing and systematizing, to properly conduct the business. Let us open a new store and begin business and we see what is required.

If it be in a manufacturing town, select a good location, have the premises renovated thoroughly, made neat and clean on the interior, canvass a large number of all of the largest consumers from whom you expect to draw patronage, ask them for a list of materials they use in their business, then make a careful study of what the requirements of the town will be, call at the stores of the other hardware merchants of the town, spot if you can their dead stock, study their faults, so that you can thoroughly post yourself on the markets and you are ready to purchase our stock. There is an old adage, "That goods well bought are half

WE CALL ATTENTION TO OUR
SPLENDID LINE OF

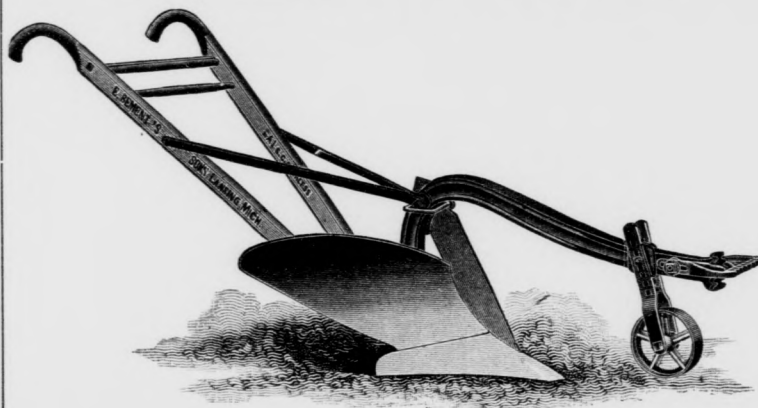
LIGHT AND HEAVY HARNESS

OUR OWN MAKE

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

BROWN & SEHLER
Grand Rapids, Mich.

E. Bement's Sons *Lansing Michigan.*



Bement Peerless Plow

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

Bement Plows
TURN THE EARTH.

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

E. Bement's Sons
Lansing Michigan.

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

sold." This is true of everything but trashy or dead stock. Don't put in a stock of hams, sausage and codfish, leave these for the grocer or butcher. You can't do all the business in town, you would have a monopoly if you did and monopolies you are conscientiously opposed to. There are more than enough articles in the hardware lines to fill your store and keep you busy.

Begin now to advertise that you are going to open a new hardware store and that your aim will be to cater to the people's wants and to supply them with everything in the hardware line and don't lie about it. Tell the truth in every advertisement. It is as wrong to lie in a newspaper advertisement as it is before a jury after you have been sworn as a witness. Advertise and be prepared to give the people what you advertise. Be able to put a card on articles in your windows with the words "as advertised." No merchant can do legitimate business and be very successful without advertising. There are many ways of advertising, but I believe the best for the average hardware merchant is through the newspaper press. Now fit the store-room with the latest fixtures in every department, it costs money, but will be the best investment you ever made. A constant silent salesman meets every move of your customer's eye.

The average article looks much better sampled on the front of a shelf drawer than it does on the top of a counter or on the top of original packages. Don't put the most salable goods in the front of the store. Put the most unsalable, thereby compelling your customers to walk back into your store for what he wants most frequently. And as he does this he sees many times the things he is not after, but he is almost sure to see something he can use, but had no idea what to ask for or that you had it. I have heard our customers repeatedly say that they came for but one article, but seeing several they could use and needed, they purchased all of them. You will find it will increase the sales of such articles twenty-five to fifty per cent. A well kept show window changed frequently will sell goods for you seven days and nights in the week. Don't put into the show windows all the staple articles. The odds and novelties attract most attention and the average customer supposes of course that you have the staple articles within. Moreover there is more profit in novelties.

The entrance to the store-room should be kept neat and attractive, clean enough for the woman in white to enter. A hardware store can be kept as clean as a jewelry store and should be. The sign over the door should be neatly executed by a competent sign-writer. Don't give the job to some poor fellow because he needs the money and who is liable to get some of the letters upside down, for invariably the proprietor gets the credit for all such sign-writing, and the passer-by forms his opinion of the proprietor from

what he sees on the outside. The glass in doors and windows should be kept clean as you keep your spectacles; dust should not be allowed to gather and remain for more than an hour on counters, show cases, or goods where your customers are constantly coming, the floors cleanly swept twice per day. The average store will keep a porter busy throughout the year and is money well spent.

But after you have stocked the room with goods and have carried out all of the foregoing suggestions most serious problem confronts you, that of securing the most competent clerks to wait upon customers. It is a serious problem because good hardware clerks are scarce. As before stated it is a profession and but few learn the business in all its details. Select the best you can, don't hire a man because he is cheap, get the man that you think will best fill the position and pay him what he is worth to you, and after you have had him a year, if he is not worth more than he was a year ago, discharge him and hire another. Politeness in a clerk is second only to honesty. No matter how much knowledge of the business he may have, you cannot afford to have him if he is not polite to every customer or friend of yours. If you need more than one clerk multiply the above prescription by the desired number. There is no economy in hiring a first-class man and then hiring a cheap bunglesome fellow to undo what the first-class man does. Their ignorance and mistakes make them more expensive than the best. Courteous treatment to customers by the most experienced clerks is the hardest kind of competition to meet. Of course it is implied that the proprietors are always courteous.

Allow no clerk to misrepresent any article or to deceive any one to any degree, don't tolerate it a moment; he will eventually deceive his employer. Deception will drive away trade and it can't be brought back. Every article in the store should be marked in private characters giving the cost and selling price, or price cards with the information should be kept near the articles for sale. The loose leaf price books are the best article on the market for our constant use and every store should have an indexed list of every article kept for sale giving cost and selling price on same. This for quick reference and in buying. A complete inventory should be taken annually and everything properly named and at its market value at the time of invoicing. An inventory should be legibly writ-

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.

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Manufacturers of

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

Jobbers and Importers of

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



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.

ten and kept for reference during the ensuing year. Perhaps the best plan is to use a good quality of paper with journal ruling and have the whole bound in a substantial manner with alternate leaves of linen paper. Then indexed, using the margins to the left of the item for entering names of persons from whom goods were purchased. The blank leaves for noting changes etc., thus keeping a record for the entire year. This book is invaluable to the buyer as a reference and stock book.

The circulars, advertisements, catalogues, pamphlets, that seem to come all too numerous in the mail, are among the best means of acquainting oneself with the latest price, newest goods and introducing you to the manufacturer or the dealer, and every one of them should be saved, if in your judgment there should ever be a likelihood of your needing them. We have made it a rule to preserve all such and indeed many that do not at the time appear to be of any use, but we file them away with care and index them and the result is we sell a large number of articles at nice profit that we would not or could not keep a stock of. We are thereby enabled to furnish many articles for our customers by the means of having the name and address of the manufacturer or dealer and often showing an illustration of the article. It has become a valuable part of our equipment and a profitable part of our business. We have now on file approximately fifty-thousand of these to refer to in addition to several hundred bound volumes of miscellaneous goods.

These days of close competition, the hardware merchant cannot afford to have the so-called dull seasons, to avoid them he must add such kindred lines as stoves, tinware, paints and oils, fencing, and implements, either in part or all so that he is assured of business twelve months in the year. The margin of profit being smaller to-day than former years, we must increase our business, extend our lines and reach out for new business, put salesmen out among the shops and farms in our territory and see to it that their wants are supplied. We cannot sell all the goods used by them but we will be sure to get our proportion. Don't let us complain about some other house coming into our town and selling goods under our nose when we are making no effort along this line whatever. Never was there a more opportune time to set out to do this work than just now. The business of the hardware merchant must grow larger or smaller for the one who is simply holding his own is like the patient with a deadly disease, may hold his own for awhile, but death has been written on his face and will overtake him finally. So the merchant may hold his own for awhile, but failure stares him in the face and will claim him sooner or later.

We must buy larger quantities of goods to-day in order to get the lowest prices, but if we go out after business, we can afford to carry larger stocks, because we can sell the goods. Moreover buying larger quantities

and getting lower prices enables us to meet the strongest competition, enables us to furnish the goods, to meet the prices and on many lines on which there is no competition, we are enabled to make a larger margin of profit. The hardware merchant of to-day must place his order for goods much earlier than formerly. Summer goods are now ordered in the fall, winter goods in the spring. Last summer when the thermometer stood at 107, a customer who was looking ahead called at our store to look at base burners. This winter when the thermometer was the lowest we had another customer who called at our store to see refrigerators. The merchant finds it necessary to order his goods a whole year in advance. This is brought about by the large volume of business being done generally and the desire of the manufacturers to be able to contract for their materials in advance and also to operate their plants without cessation. I believe in liberal buying where the prospects for trade will justify it. A stingy buyer hamper a business. Of course, it is safer and better business policy not to overstock on anything, but he may be liberal in his buying and not overstock himself. But if he buys liberally he knows that he must have a liberal patronage to dispose of his goods and he will study all the harder to make disposition of them.

We have a man who has special charge of the country trade. We asked him how many cars of ready-made fencing he could sell during the season. He said he could sell ten or twelve. But we knew his ability and the prospects so we contracted for twenty-five. He knew he had to sell them all and he set at work at once to accomplish the task and in three months he compelled us to add twenty-five cars more to the contract and he now informs us that he will need still more. This is only one instance. If I could take the time I could give you more. We discover in addition to it being an incentive to the clerk or salesman to work hard to sell goods, it acts as the best kind of an advertisement with the trade.

Large quantities of goods attracts attention, impress the customer and most customers buy more freely and quickly from a large stock than they



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

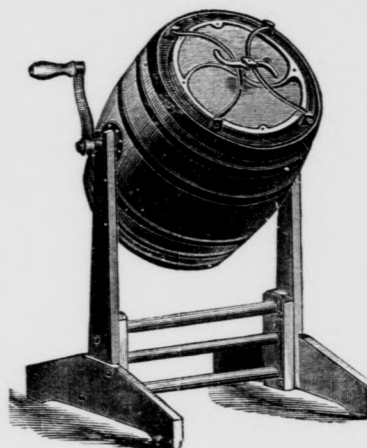
Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

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

FLETCHER

Backed by a Guarantee that Insures
Protection to Dealer and Rider.

BICYCLES

Write for special proposition on
Model 34, 22-inch Bicycles.
We are offering them at less than
factory prices.

FLETCHER HARDWARE CO.

DETROIT, MICH.

would from a small stock. Let me illustrate. I at one time lived near two grocery stores, and in water melon season one of them would buy half a dozen melons at a time and the other would buy one or two hundred at a time. The one who bought one or two hundred would be sold out first. There are many things the merchant must do to-day to draw trade that seem to him at first unnecessary and expensive. But if he sees his neighbor make a success of business by doing those things, he should not set his judgment up. One of the best drawing cards that we have in our business is two delivery wagons that are constantly upon the streets going on a trot in all directions, all hours in the day, delivering goods free of charge and we keep a third wagon ready to make deliveries in the country where the distance does not exceed six miles. We don't allow even a farmer to worry about setting up a stove that he purchases from us. We also find that it is to our advantage to see that every stove is properly set up by experienced men. And for this reason we have seldom a complaint.

I am not a pessimist, never was and can't be induced to be one, nor to train with them. I never did like to borrow trouble. I never had any very serious trouble, but I believe that borrowed troubles added to what should be light troubles make very serious ones at times. One who is a pessimist or despairer has not the strength and courage to meet the obstacles which the optimist or hopeful one can successfully overcome. However, I would not willfully close my eyes to danger signals raised by the bitter experience of others, or to the signs of the times. I believe there are future dangers that we must all see indications of now and prepare against. I have alluded to some of them herein before. Indolence upon the part of the merchant will write the death sentence upon his business career for the more progressive business and catalogue houses will draw his patronage away from him. I predict that before long the manufacturers will seek to do business largely with the retailer and in fact this is being done to-day in many lines. The manufacturer does this for his own protection and profit and it is going to be in my opinion the best thing that could happen for the retailer.

But the manufacturer will seek to place his goods only with those who he considers will make the best distributors, so that the unprogressive merchant in this case would be left out of the question and I believe that I would venture another prediction that the great jobbing houses of our country will sooner or later be compelled to solicit the consumer or go into some other kind of business. The only thing that can keep up the large jobbing concerns is the patronage of the retailers and when it becomes possible for the retailer to buy his goods direct, the jobber loses his trade. This condition of things would first be felt in the cities and towns of some importance. I believe that the days of the unpro-

gressive dealer in the cities are numbered and now what confronts the country dealer or dealer in the small towns are the traction lines, the telephones, the rural free delivery of mails, the large supply houses in cities who canvass the country for the consumer. So that the consumer of to-day has his choice of buying goods almost where he pleases.

I believe that this period of prosperity will remain indefinitely; prices are steadier than ever before, generally speaking, and all the large combines are planning to produce goods at the lowest figure and to market them at a fair price and to maintain a steady market, so that there need be little fear on the part of great reduction of values in the near future. I think that the greatest danger is that we hesitate too long and allow others to step in and take our business from us. If we propose to continue in the business we should lose no time in strengthening our position and getting it well fortified, for it will make no difference to the unprogressive merchant whether a panic overtakes him or his competitor, for either will be hard to withstand and probably neither would be long in wrecking his business.

Sharon E. Jones.

Richmond, Ind.

Man and Mule.

The mule—he is a gentle beast;
And so is man.
He's satisfied to be the least;
And so is man.
Like man he may be taught some tricks;
He does his work from 8 to 6;
The mule—when he gets mad he kicks;
And so does man.
The mule—he has a load to pull;
And so has man.
He's happiest when he is full;
And so is man.
Like man he holds a patient poise
And when his work's done will rejoice.
The mule—he likes to hear his voice;
And so does man.
The mule—he has his faults 'tis true;
And so has man.
He does some things he should not do;
And so does man.
Like man he doesn't yearn for style
But wants contentment all the while.
The mule—he has a lovely smile;
And so has man.
The mule is sometimes kind and good;
And so is man.
He eats all kinds of breakfast food;
And so does man.
Like man he balks at gaudy dress
And all outlandish foolishness—
The mule's accused of mulishness;
And so is man.

Retailers

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

Merchants' Quick Price and Sign Marker

Made and sold by

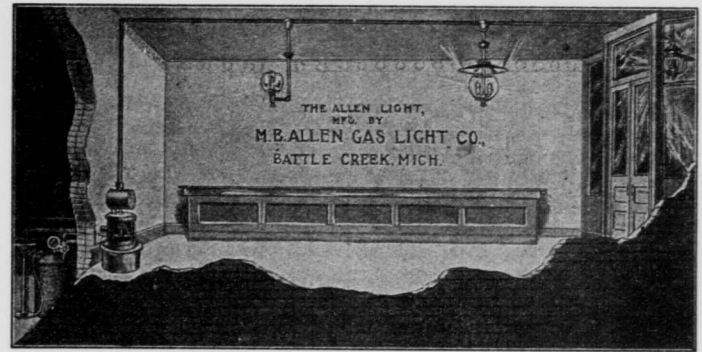
DAVID FORBES

"The Rubber Stamp Man"

34 Canal Street,
Grand Rapids, Michigan

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

CASH IN YOUR POCKET



Will be saved by using the ALLEN LIGHTING PLANT. Three years on the market without a fire loss. Absolutely safe. Just the thing to take camping. Light your cottage and cook your meals. Why not enjoy city life out in the camp? Responsible agents wanted in every town.

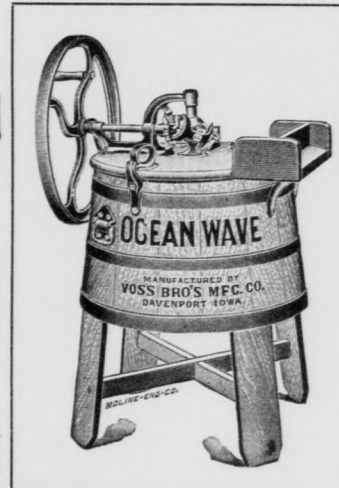
The Popular Ocean Wave Washers

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

TRADE MARK

SEARCH METAL POLISH

FOR CLEANING BRASS, COPPER, TIN,
NICKEL AND STEEL.
REMOVES ALL RUST.

DIRECTIONS:
APPLY WITH SOFT CLOTH, WIPE OFF
WITH DRY SOFT CLOTH OR CHAMOIS

MANUFACTURED BY
McCOLLUM MFG. CO.
DETROIT, MICH.
U.S.A.

"Search"

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

**McCollum
Manufacturing Co.**

Chamber of Commerce,
Detroit, Mich.

BILL BLACK'S ERRAND.

A Tragic Romance of Frontier Store-keeping.

Chapter I.

When Bill Black decided to kill Lewis North he determined to do it in a dramatic, even spectacular, way. "I'll make him fill that six-shooter of his," he mused, "and I'll put just one cartridge in this old gun of mine. Then we will take ten paces each and wheel and fire. If we both miss he will have five shots left to finish the business. If only he misses, poor cuss—but he did not pity me and I will not pity him. If I miss—but I will not miss."

Thus the frontier store keeper sat in the little back room of the general store and nursed his hate. It was no impulse, this determination to rid the world of the man who had wronged him, as he believed. He had arrived at it after long thought as he sat alone by his sputtering lamp. A man learned in mental diseases would have said that all this time his mind had been giving away; the people of the town, for such a place of only a hundred souls may be called, took men as they found them and to his neighbors Bill Black was only a man who had grown morose. To them he had never expressed his murderous intentions. They could not read in his hectic cheeks and blazing eyes the fever of discontent.

It was when the last man had slouched out of the place to stumble home to his rough cabin and the key had been turned in the rusty lock of the front door that Bill lighted his unsteady lamp and threw himself down upon the rough pine counter. There in the semi-darkness, where quaint and ghostly shadows danced attendance on the flickle light, the storekeeper counted over his wrongs as a miser numbers his hoarded gold. Unlike the miser's golden pieces, his store of hate grew larger with each counting until one word stood out of the blackness and the solitude—"Kill."

When first that unholy vision came to him in his moody hours, he pushed it away. When first he heard that brief and terrible word singing through his brain, it woke him to a realization of whither he was drifting. He rose and locked his door and strode out upon the plain to fight the murder from his thoughts; but the night wind sang, "Kill, kill," to his fevered brain and the cactus rose bloomed with a death pallor in the moonlight. He walked until he felt his limbs relax with weariness and then he turned and stumbled back to the little store, while coyotes slunk into the shadows and ranch-dogs challenged him with their alarms. At last his trembling hand fumbled the key into the lock by chance and he entered and fell upon his blanket, thanking God for the blessing of fatigue.

When another day had gone and the last customer and his rude oaths had been locked out into the night, the storekeeper thought to lie down and sleep and not again let this temptation seize him; but he was denied the boon of slumber. He could only

think of her—the one woman; and as he thought of her so he must also think of him who stood between them. There surged back across his soul the waves of bitterness and hate and out of the darkness rose the unholy vision from which he had run away when first it tempted him. But to-night he did not walk forth to rid himself of its presence. He only gazed on it with awe and felt a strange questioning throb of pain in his brow. Thus was he lost; for the vision crept into his heart and would not be denied.

When night came upon him again he was not alone, for the wraith of Murder stood beside him. In time he grew to beckon it from the darkness and commune with it, and together they planned how Lewis should be put away. The wraith was for doing it quickly and with little noise. But the man said nay, that it should be done in fair fight and on equal ground. He was not to blame if he had better skill than Lewis, but the fact troubled him; so he reached the compromise with his honor by which Lewis was to have six shots for his one. "He'll have the drop on me if I miss," he said. But he knew he would not miss.

It was not fear or lack of resolution that kept him from doing this thing. It was a time of mental preparation. He wanted no slip, no failure. There was a feeling, too, that the time was not here, that there would be a supreme moment when he should act. One strange thing was this: that he never thought beyond the deed itself. Its consequences to himself he did not consider.

This night, when the curtain of dusk had been drawn around the town, he shut himself in again, but there was a tremor of excitement in



The First Step

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

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

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

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

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

Save three Pennies

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

Ask Dept. K for catalogue.

THE COMPUTING SCALE CO.,

DAYTON, OHIO,
MAKERS.

THE MONEYWEIGHT SCALE CO.,

CHICAGO, ILL.,
DISTRIBUTORS.



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.



his breast. He wondered what it was as he sat down to count his store of hate and again he read, chapter by chapter, the story of his lonely life. It had been hard knocks, he declared to himself, and many of them. Then, eight years ago, the doctor had tapped him on the chest, shook his head and told him to seek the plains. The little money he had earned at a desk he carried to Omaha and there invested it in such things as they told him would be bought on the frontier. He packed it over the plains to the very fringe of civilization and, opening a store where there were the fork of a river and two cabins, watched a town grow up about him.

But the town soon lost its interest, for there was transplanted to its dusty slope one day a rose from the Illinois prairie. She struggled under the cognomen of Mehitabel, but Bill re-christened her Rose and soon Rose she was to all. She was twelve then and awkward and yet with a rare womanliness of mind she carried her responsibility as old man Lawton's daughter and housekeeper. The storekeeper found her education had been neglected, but he brought out some treasured books and taught her to read and spell and write. When she had learned how to do these things a little she playfully discharged her tutor and taught herself. She was a better teacher than he had been. She taught him as the years slipped away to love her; but he only taught her to wonder at him.

The storekeeper dreamed a different

dream in those days. It was a dream of when Rose should be twenty. This night Rose was twenty, but that dream had not come true. Poor fool, he did not know the heart of woman. He did not know it never could come true. He only knew that Lewis Sorth a year ago had built that cluster of ranch buildings six miles away and a mile from old man Lawton's little herd and home. He only knew that Lewis had won for his the rose he had tended all these years to pluck for himself.

This night he decided to go upon his errand. Douglas Malloch.

(To be continued.)

When Is a Woman Old?

When is a woman old, or, rather, how long is a woman actually young?

It is an important question, and the usual answer is that to others a woman is as old as she looks and to herself as old as she feels.

A woman is actually young at 25, and she is not old until she is 30; and she is not really old then, but just settled.

"A woman may be any age she chooses," asserted a man of the world the other day, adding: "I know several charming young women of 50. It is simply a matter of temperament."

Really there is no year of a woman's life, no ten years, in which you can definitely demand that she should cease to be young. There are some women who probably will never cease to be young at moments and under certain circumstances, but they are and must be like Cinderella at the

ball, with the clock on the stroke of 12. The staying power gives out long before the power of appearing young; yes, and being young.

But, after all, what is the charm of youth? Is it physical simply? Of course, clear eyes and skin, round, firm outlines and freshness of lips and cheek are lovely, but not all young girls possess them.

Is it manners? There is a charm about the half-timid, yet well-trained manner of an ingenuous girl, but the gracious tact that comes only by experience, the self-poise that knows just what to say and do and leave undone, possesses even greater charm.

And surely it is not the intellect and the conversational power of youth to which people so lovingly cling—the crude ideas, the impossible theories, the misplaced credulity or the sweeping conditions of mental development in which women would remain.

What then? In spite of the reason one can bring to bear upon the matter the fact remains, and, no doubt, will remain, that youth is a possession to be clung to as long as possible, and feigned as much longer as may be.

In the new order of things, with deeper interest, wider outlook, enlarged sympathies, woman now feels the relentless march of years much less than formerly, and with all the new light upon her physical care and condition, she can easily look as young as she feels.

Nowadays, if women grow stout and clumsy, or thin and faded at an

early age, it is not of necessity, but from indifference to the laws of health.

If people were careful to observe all laws of health in regard to exercise and diet, the natural age of man would perhaps be from 120 to 140 years, and his best working years would be from 80 to 100, and women would be in their prime and at the age of greatest loveliness at 60.

Ancient sculpture abounds in examples of mature womanhood. Venus de Milo is evidently a woman of 30. All the Junos, Minervas, Venuses, Melpomenes and many Madonnas are mature women.

Titian preferred to paint women at 30. Rubens goes without difficulty as far as 40. Van Dyke does not recognize age at all; with him art is free. He entertained a sovereign contempt for time. Rembrandt does more by a gesture, a look, a smile, he banishes age. Cora Stowell.

He Was Charitable.

Mamma—Johnny, I left 10 cents on this shelf a little while ago. Did you take it?

Johnny—Yes'm. There's a poor old hunchback man that has a big family to support and I gave it to him.

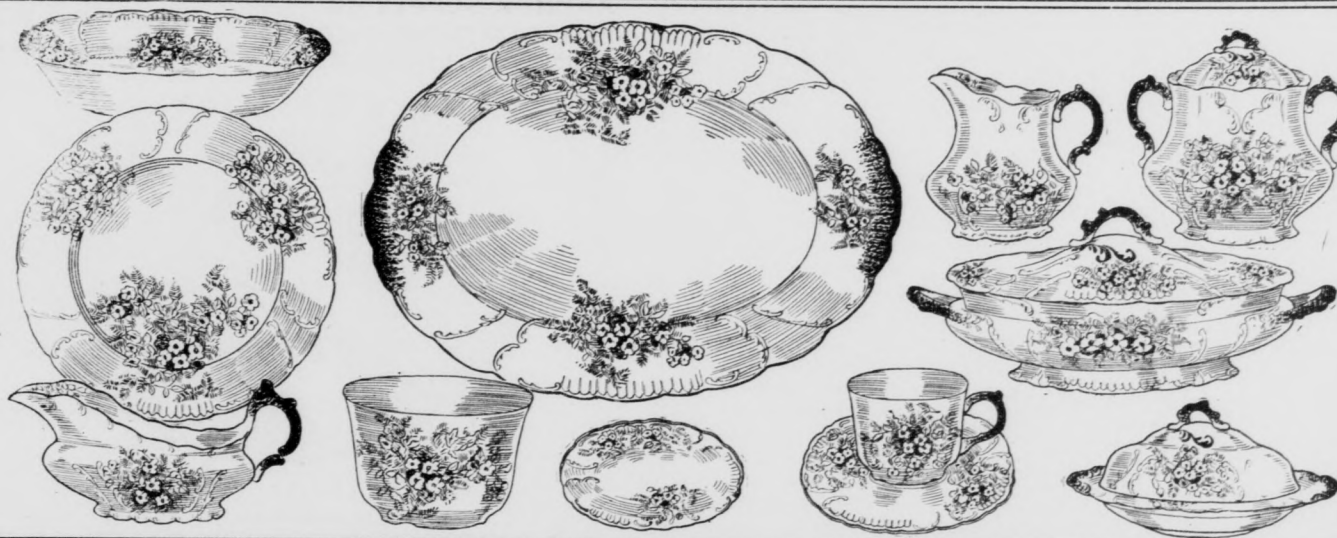
Mamma—Ah! and where did you see this poor man?

Johnny—He came to the door sellin' candies an' things.

Some author says that one of the uses of adversity is to bring us out. That is true—especially at the knees and elbows.

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

Government Aid in the Making of Bread.

Uncle Sam ought to help bakers make bread. He helps farmers grow wheat; it is entirely proper that he should aid in securing the best product possible from that wheat. No one now questions the wisdom of the expenditures that have been made by the Department of Agriculture in the line of improvement in seed and processes of grain-raising; like expenditures in the line of developing the best selection of bread-flours and the best processes for turning flour into bread logically follow. And this very thing is coming. The baking fraternity, as well as the people of the United States of all classes, are to be congratulated that the Department of Agriculture has already commenced investigations that are sure to lead to most desirable results.

In the organization of the Department a special bureau is devoted to investigations of plant cereals, under the charge of Mr. M. A. Carleton. This bureau has established, in connection with its work with cereals, a thorough line of investigations in the chemistry of different grains and flours and regular baking tests. This is sure to become a very important part of the work done by the bureau, and will certainly prove of very great value to bakers and millers. An experimental test was recently made to determine whether bread equal to or better than that made from the ordinary Northern spring wheat could be made from some of the recently introduced macaroni wheat. The details of the results of this experiment can not yet be made public, but in general it may be said that the indications are that good bread can be readily made from this wheat. One of the best bakeries in the country has been chosen as Government experiment station, and from time to time tests will be made of various flours under regular commercial conditions. In the experiments referred to two kinds of flour were made up into ordinary loaves under exactly the same conditions throughout, marked carefully, and then were sent out by the Department in pairs—one of each with a series of questions to be answered in regard to them. These loaves were sent to well-known bakers in different parts of the country, and on their judgment as to the comparative merits of the two loaves, as expressed in the answers sent, the Department depends largely for its verdict.

This is but one of the experiments made. Much more will be done; and it is beyond the power of any man to say what will be the outcome in the way of enlarging materials and improvement in materials for breadmaking. The possibilities of governmental help in the art and science of breadmaking are practically unlimited. A few years ago wise men scoffed at the idea of the Government being of any use to the farmer in the selection of seed and the harvesting of crops; wiser men, fortunately, were not deterred by ridicule from pushing forward what they knew would do good work; to-day every one in the land acknowledges the debt agriculture owes to

the Department bearing its name. History will repeat itself in other lines than farming.—Bakers' Helper.

Two Simple Items Can Keep the Trade Interested.

Get the new things and advertise them.

There are some truths which must be repeated frequently, but each time they sound new.

Keep out of the rut.

The merchant is like a public official. He is there to serve the community. His prosperity depends as much upon his enterprise as anything else.

Money alone will not bring success. Brains and ideas must be combined with it.

There are a lot of old mossback merchants who have money but their business is steadily dying of dry rot.

This is an age of hustle and the merchant must hustle to win. He must keep abreast of the times.

Every year brings out some new things in popular priced garments within reach of the poorest people. They soon become a necessity.

The merchant who wants the trade of his community knows that he must play for the patronage of the women. To get it he must interest them.

Is he keeping his stock up-to-date? Does he buy the new and practical things that come out each year and give his trade a chance to buy them?

Or does he allow the women of the community to say that they must send away for all of those things?

Would the women of your town be interested in new waists. You bet they would. Get a sample waist and display it. Suppose you sell a dozen to start with. What have you accomplished?

Added to your reputation as an enterprising merchant, given several more people the impression that when they want anything up-to-date they must come to you, and added a good item to your line of profit-makers.

Is that much? It is worth a whole day's effort. It will multiply in your favor as the weeks go by.

The Apollo suspender is another new thing. Goes on over the undershirt and makes a support for the pants without showing the suspenders. A good warm weather suspender and will be much appreciated in hundreds of towns by the young men. Retail at fifty cents. Get that and display it.

When you have these two things you have two good items to advertise and you can do it without cutting prices on anything. All the world is interested in new wearing apparel.

Every live clerk should be on the lookout for just such things as these. Order a few and tell the clerks to talk them. The results will surprise you. Then watch out for the next you. Then watch out for the next be sold in your town.—Commercial Bulletin.

When the world discovers a man's weak spot it hammers away at it every chance it gets.

How Much Our Farmers Make.

The total income of all the workers of the nation in the year 1900 was \$18,659,000,000, according to the estimate of last month. Of this immense value, \$3,688,700,000 was produced on the farms. During the same year there were 5,737,372 families that obtained their living from these farms. This is an average income of \$643 a year to each family. The other families of the nation, numbering 10,226,593, or nearly twice as many as the farming class, enjoyed a total income of \$14,960,300,000, more than four times the value of the products of the farm. This was an average of \$1,463 to each family not on a farm.

That the agriculturists should get less than half the income of the mechanic, the clerk and other non-rural workers would seem at first thought a pretty poor showing for the farm. But there are some weighty compensations.

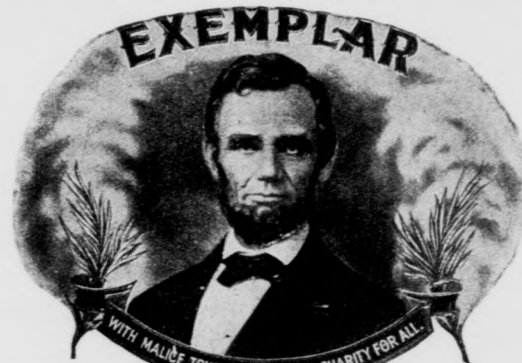
The farmer's income was exclusive of house rent. The city man must pay from 15 to 25 per cent. of his income to the landlord. The food bill of the average city family is above 40 per cent. of the total income; they pay all the profits from farmer through various middlemen to the corner grocer.

With these various considerations it may easily be that an annual income of \$400 on the farm represents as much of comforts and even luxuries as does twice that income spent in the crowded areas of the great city.

Geo. B. Waldron.



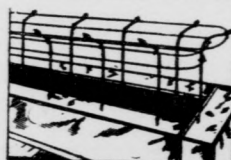
MADE ONLY BY
ANCHOR SUPPLY CO.
AWNINGS, TENTS, COVERS ETC.
WRITE FOR CATALOGUE EVANSVILLE IND



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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



Overhead Show Case and Counter Fixture

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

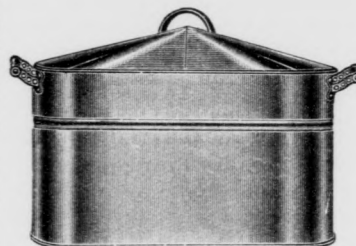
WESTERN MANUFACTURING CO., Milwaukee, Wis.

Patent applied for

306-308 Broadway.

WM. BRUMMELER & SONS

Makers of



Good Tinware

Grand Rapids, Mich.

Send For Catalogue.

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 \$150. Owner will sell for \$350 as he has ordered a new machine.

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

Get our complete list

MICHIGAN AUTOMOBILE CO
GRAND RAPIDS, MICH.

The Band Played and the Crowd Spent Money.

Drawing events are not always a success in the store but an Iowa merchant has brought out a new one which made his place the Mecca of the purchasers in his territory for one week.

He advertised by circular letter and through the newspapers a week in advance the details of the plan. By sending out three sets of circular letters he aroused considerable interest in the scheme before the week opened, but the big interest was aroused after the first night's drawing had been announced.

He advertised bargains for the entire week and special bargains for each day.

As the customer paid for his purchase he was given a ticket on which was printed at each end a number.

Before leaving the store the customer tore the ticket in two and left one end in the box used for that purpose.

On Monday night when the first

drawing took place, the customers present appointed a man to "draw." The first ticket he took from the box after it had been thoroughly shaken was the lucky number. The prize was two dollars' worth of merchandise. The holder was not present. Another number was drawn, the holder of which was present.

The fact that some one had lost two dollars' worth of merchandise through not being present at the store on that evening was advertised by circular the next day.

At every drawing on evenings following a large crowd was present. The grand drawing took place on Saturday evening, when five prizes were given away. All of the tickets deposited in the boxes during the week were dumped into a large box and the first five out drew the prizes.

After Monday night a large crowd was present each evening, and the store was jammed on Saturday evening. The crowd bought some goods and inspected a lot more while the town orchestra played patriotic airs.

The success of such a scheme lies almost entirely in the advertising. In the average town the circular must be used as the principal medium of reaching the trade. One announcement in the local paper is the best that can be done, without giving competition too good a chance to prepare for a like event.

A great many merchants who might try this would not make it go as they would only half do it. It takes some steam. Something more than placing an advertisement in the local paper.

The circular should be gossip, spicy and to the point. There is a good opportunity for originality in exploiting this event.

If you give away twenty dollars worth of merchandise and make the scheme work you have secured a fine lot of advertising cheap.

It is not expected that the merchant who sits on the counter and squirts tobacco juice at the stove will "take much stock in them air schemes." — Commercial Bulletin.

In a Class by Himself.

"I suppose every trade has peculiar customers," said the head man in a big retail shoe house. "I had one in here a few moments ago who wanted buttoned shoes. Nothing particularly strange in that—we have 'em, but after he had tried on four pairs and none just suited, I suggested that we might please him in lace shoes."

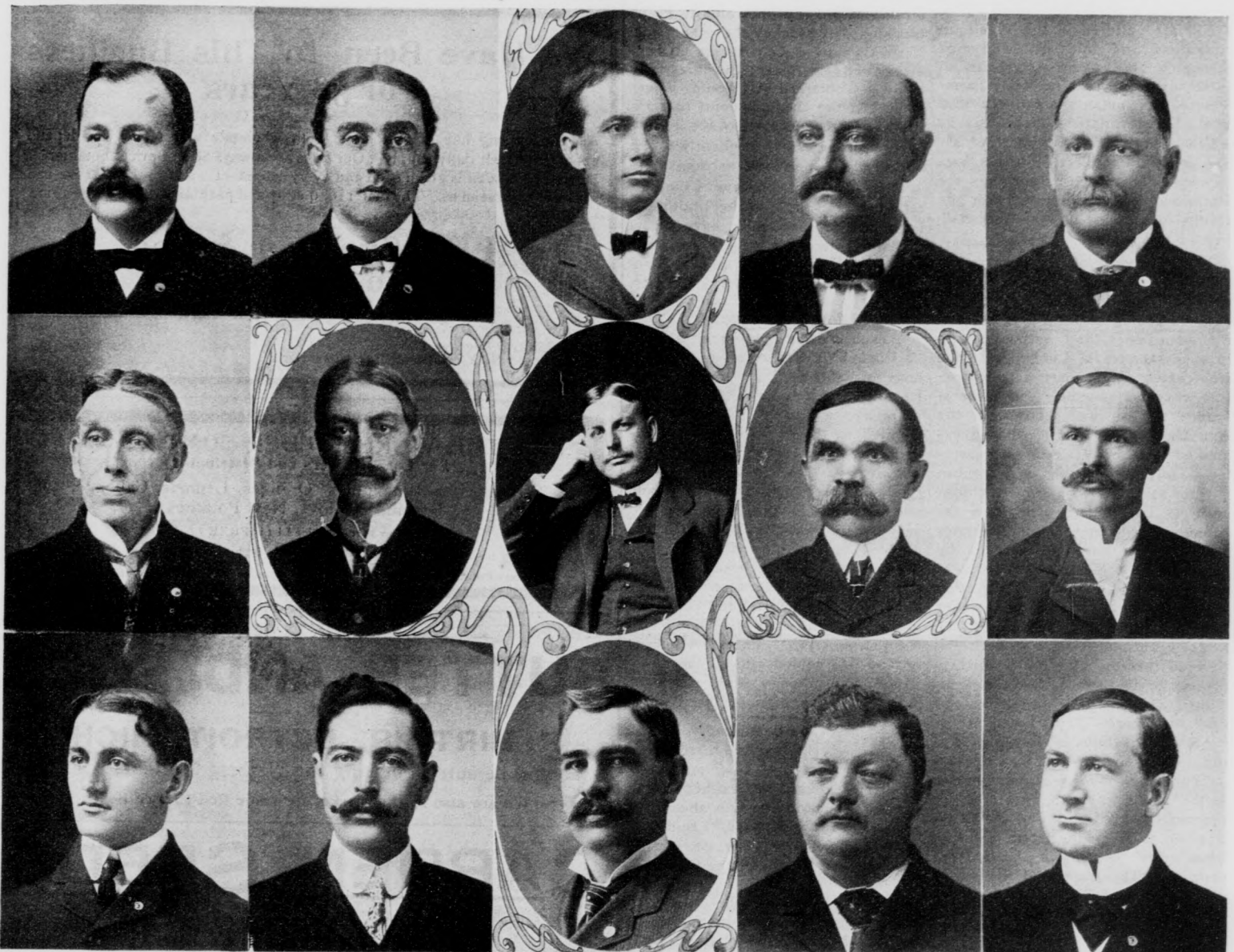
"He shook his head and put up his hands."

"Excuse me," he said, "wouldn't wear lace shoes if you gave me every pair in your house. Did you ever notice," he continued, "that every man or woman reported to the police as missing is described as wearing lace shoes when last seen."

"I had never noticed it, but this man assured me that it was so. I asked him if he expected to turn up missing. He said he might, and if he did he wanted the description of himself to be a little different from the stereotyped one."

"That was his notion, and it seemed to be fixed, for he went out."

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



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F. E. Burleson
F. L. Anderson
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Produce

The Manufacture of Foreign Cheese in America.

All European brands of cream cheeses will probably soon be made in America, for a series of interesting experiments having for their object the isolation of the bacilli which "ripen" the soft varieties of such luxuries is approaching conclusion at Wesleyan university. The successful outcome of this investigation will have an important effect upon the dairy industry of this country, and the progress of events in the Wesleyan laboratories is being watched with interest.

The secret of "soft" cheesemaking is found in the realm of bacteriology, and the goal for which Prof. H. W. Coon and his assistant, Prof. Esten, are striving is to isolate the particular bacillus that is responsible for the changes which cheese in the process of "ripening" undergoes. Prof. Coon has been industriously pursuing the study of lacteal bacteriology since 1894. Eight years ago he discovered the bacteria known commercially as Bacilli 43, whose mission on earth is to make butter "come." The bacilli are cultured in the Wesleyan laboratory and sold to dairymen throughout the country and, like all these organisms, are perfectly harmless to the human system. In 1896 Prof. Esten isolated that bacillus which sours milk. Within the last five years the subject of casein bacteriology has been absorbing the attention of these experts, with the results mentioned in the introduction of this article.

The discovery of the butter and sour milk bacilli convinced the two investigators that the mystery of cheese ripening must be sought along the same lines, and with this end in view samples of Limburger, Brie, Neufchatel, Camembert and Roquefort cheeses, together with several brands not so well known to the American public, are now being examined in the Wesleyan laboratories. Only a few of the European cheeses are imitated in America now, such as Camembert, Brie, and the common Neufchatel, but the methods employed are carefully guarded by the producers. The experiments at Wesleyan have already proven that the European and American varieties of Brie cheese are ripened by the same organism. It has also been discovered that the blue mold which is present in Roquefort cheese is penicillium, which is very productive and easy of culture. Prof. Esten in describing his results, is quoted as saying:

"The simplest form of soft cheeses is the Dutch cheese. This is spontaneously soured milk and the flavor is given to it by the lactic acid and what other organisms have been growing. The flavors of the different complicated cheeses are produced by organisms acting on the cheese. Pure casein, the precipitate in sour milk, has very little flavor of itself. The flavor is contributed by the agent which precipitates it."

The one discovery that the same

organism ripens the European and American brie cheeses is of itself highly important and suggestive, and if the investigation of other cheeses result as successfully, the secret will no longer be a monopoly, and the American producer can stand on an equal footing with his European rival. This of course would mean a reduction in price of the more expensive cheeses, and transform what is now a luxury into a delicacy within reach of any one who desires it.

In speaking of milk and its relative purity, Prof. Esten made the following observations:

"The different brands of milk vary greatly in the number of bacteria present. The purest milk contains from 2,000 to 150,000 bacteria to the cubic centimeter and they run up to the millions in numbers.

"The presence of these bacilli is due in a great measure to the lack of cleanliness and care used in looking after the milk. A brand of milk containing 500,000 bacteria is considered a fair brand of milk. One large dairy concern is, however, so careful in respect to cleanliness that it has reduced the number of bacilli to 500. This milk is so pure that it is shipped to Europe, and it keeps fresh until it reaches the other side. Perfectly pure milk contains no bacteria, and if absolutely pure milk could be obtained it would never spoil. At the curdling point bacteria to the number of 250,000,000 to the cubic centimeter are frequently found but they are perfectly harmless."

These statistics, in view of the agitation on the part of the health departments for pure milk, have a particular interest for cities, and bear out the assertions made so frequently by the physicians of the city.

Origin of Canard.

A canard means in French a duck; in English it has come to mean a hoax or fabricated newspaper story. Its origin is amusing. About fifty years ago a French journalist contributed to the French press an experiment of which he declared himself to have been the author. Twenty ducks were placed together, and one of them having been cut into very small pieces was gluttonously gobbled up by the other nineteen. Another bird was then sacrificed for the remainder, and so on until one duck was left, which thus contained in its inside the other nineteen. This the journalist ate. The story caught on and was copied into all the newspapers of Europe. And thus the "canard" became immortalized.

Hard Rushed.

Everybody knows how hard David Balesco works, and how incessantly he keeps at it. The other day a friend was talking to him about it.

"You work too hard," said the good Samaritan. "Why do you do it? By Jove, you'll die the first thing you know."

"Yes, yes," sighed the toiler. "I know I may die. But what's the use of dying? I wouldn't have time to go to the funeral."

There are 50,000 muscles in an elephant's trunk.

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.

We Have Been In This Business For 38 Years

And have a long line of customers (both wholesale and retail) who depend upon us for their daily supply. Our sales are always at best prices obtainable. Personal attention is given each and every shipment. We do the best we can with what you send us. The better the quality and packing the better the price.

L. O. Snedecor & Son EGG RECEIVERS

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

THE VINKEMULDER COMPANY Car Lot Receivers and Distributors

Strawberries, Pineapples, Oranges, Lemons, Cabbage,
Bermuda Onions, New Potatoes

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?

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

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.

Cheese Takes a Drop at Utica.

Utica, May 25—The report from Watertown of a drop in the price of cheese there on Saturday was a surprise to the salesmen who came in to attend the Utica Dairy Board of Trade to-day. There was nothing in the situation at New York or Montreal that seemed to make a reduction necessary, and the reports from Western New York indicated that prices would be maintained. Buyers, however, have learned to be very cautious about this time in the season. Some of them dropped a good sized bundle in the deal of a week a year ago and they will not care to buy that experience again. The sudden decline of 2 cents a pound about the middle of May last year was as unaccountable as it was unexpected, and it may occur again. The immediate wants for both export and home trade have been to a large extent supplied, and the bear element may have the opportunity to get in their work. They succeeded last week in hammering a fraction off the price of large cheese, but small sizes were firm from start to close, with some choice lots selling at a premium. The receipts of cheese in New York since the first of May are 23,281 boxes more than for the same time a year ago. The export trade, however, has taken 24,748 boxes more than for the same time last year. This indicates a shortage in the home trade, which is farther shown by the firm position and close clearance of small cheese. With the present outlook for a reduced production, it is difficult to see any good reason for a decline in price. Still, there are dealers who will not be happy until one figure covers the quotation on cheese, and they may see it. May 19 last year buyers paid 11½¢ for cheese in this market, and a week later they bought more for 9½¢. It was September 8 before 10¢ or above again appeared in the official record, and large cheese closed the season ¼¢ below the May price. The highest quotation on June cheese last year was 9½¢, and the same cheese is sold to consumers in Utica this week at 20¢.

Everything started slow on the Utica Dairy Board of Trade to-day, but there was a fair attendance of salesmen when they all got in, and all buyers were there. Headquarters were temporarily transferred from the room occupied for many years to one adjoining, but it was easier to find the room than an active market. Continued dry weather is reported in all sections. It was conceded that a drop in the price of cheese was inevitable, and the only question was how far down it would go. Some salesmen predicted it would be ¾¢ below last week, but more were of the opinion that ½¢ would be the size of it. The record shows that the buyers knew where they were at all the time and they were remarkably harmonious in their views. Everybody was satisfied, because there seemed to be no use to kick, except perhaps the fellow with the little 60 box lot, who took a drop below any other man on the market, and he made no sign of distress.

Little Falls, May 25—A decline in cheese is shown here to-day, amounting to about ½¢ per pound, the bulk of the sales being at 11¢. While cheese shows improvement in quality, it can hardly be called "grass cheese." By another week, however, some full grass stock will be offered. No rain has come to this section in more than six weeks and dairymen are beginning to be alarmed for the hay crop, and pastures show the effects of the long dry spell.

Recent Business Changes Among Indiana Merchants.

Alexandria—Games & Co. is the new style which continues the flour and feed business of Games & Matthews.

Alexandria—Carson & Whitehead have purchased the meat market of Hollingsworth & Co.

Angola—The Angola Furnace Co., manufacturers of furnaces, has incorporated its business with a capital stock of \$20,000.

Belle Union—H. M. McCommack has sold his grocery to A. O. Alley.

Hobart—Halsted Bros. have purchased the grocery stock of Thos. B. Harrison.

Indianapolis—Wm. Laurie & Co., dry goods dealers, have merged their business into a corporation under the style of the Wm. Laurie Co.

Indianapolis—The O. B. Wilson Manufacturing Co., manufacturer of stock bells and curtain poles, has removed its plant to Gosport.

Kokomo—C. A. Sullivan has purchased the interest of his partner in the grocery business of B. Sulavan & Son.

Matthews—The Kauffeld-Mall Glass Co. succeed the Kauffeld Glass Co.

Tipton—G. T. Harker has taken a partner in his drug business under the style of Stowers & Harker.

Webster—Monger & Co., dealers in general merchandise has changed their style to the Monger Mercantile Co.

West Lebanon—Wood & Son have purchased the grocery stock of A. L. Winks.

That Was All.

"Maria," demanded Mr. Billus, in a loud voice, "what have you been doing to by razor?"

"Nothing," said Mrs. Billus, "except sharpen it again, after shavin Fido's tail with it. It's all right, isn't it?"

Advertising is the fertilizer of business, but the crop needs cultivation and weeding.

Fresh Eggs

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Butter

I always
want it.**E. F. Dudley**
Owosso, Mich.

Only One Cent

If invested in a postal card

May Make You Many Dollars

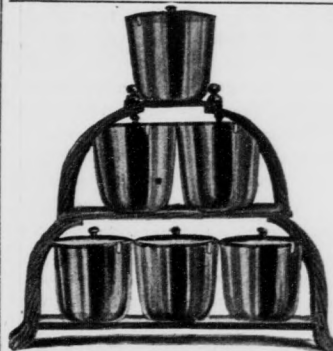
Address one to the

TANNERS' SUPPLY CO., LTD.

asking for prices on

HEMLOCK BARK

Ten tanneries represented.

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

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.

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

Wanted to Pawn a Skeleton.

"The oddest thing I ever had offered to me," said a pawnbroker, "was a skeleton, and I didn't take it. I hadn't any doubt that it was all right; that the man who offered it owned it, and had a right to sell it, but I didn't want it. I suppose he was a medical student who wanted money just then worse than he wanted a skeleton; but I didn't know anything about the value of human bones, and how much to advance on them, so I didn't take it.

"Of course, you understand that not all pawnbrokers take everything. There are men who advance money on nothing but watches and diamonds and jewelry and pictures and that sort of things, and who would not give anything on the handsomest satin lined overcoat that ever was made, because it is not in their line. They have no conveniences for keeping such things. Then there are pawnbrokers doing a general business, who take all sorts of things—practically any and everything that is offered them. They might occasionally run across something that they wouldn't take, as I did with the skeleton, but not often; there's practically nothing but what they will take, and practically nothing but what is offered at one time or another.

"I like to deal with these fellows who follow the races, for they are among our very best customers. I've let many a man of this character have more than the value of the article pawned, simply because I knew that he would come back and make good. They generally name the amount they want, and I make out the ticket and hand over the money. The question whether a man who wants a loan is likely to redeem what he pledges is often taken into account. It is a common thing for a pawnbroker to look at a man, maybe a stranger, and lend on his judgment of the man as well as on his knowledge of the value of the article the man puts down on the counter. Of course, mistakes are made, but the pawnbroker takes the chances, and the most of them are good judges of human nature. I have things in my safes that I know I could never get my money back on if forced to sell, but I know the parties who pledged them will come and get them. When I get a customer I try to keep him, and I have people who have been dealing with me for many years. Of course, when one of these comes in and offers an article and asks for a certain advance, he generally gets it unless it is out of all reason. Now, if that had been a regular customer who offered the skeleton I guess I would have managed some way to let the man have the money, even if it had been necessary to let him keep the skeleton. Well, the fact is, I didn't want the thing around the place here anyway."

Foolish Position Assumed by Some Merchants.

There are many merchants, both large and small, whose credit ratings are not what they ought to be; at least, they are not what the mer-

chants think they should be. Investigation, however, shows that in most cases, if not in all, the fault lies with the merchants themselves. One prime cause for the merchant's failure to secure the rating to which he believes he is entitled is the lack of information furnished with reference to his financial condition. Some merchants refuse all information whatever, upon the assumption, apparently, that their resources are so large as to make them independent of credit ratings. Such a position is extremely foolish. The world is prone to accept a man at its own valuation until such time as it has had the opportunity to demonstrate an error. Silence leaves the world to form its own opinion, and at this date it is very apt to conclude that because no statement is made there must be something to conceal. On the other hand, a statement frankly made and demonstrated to be correct carries opinion to the other extreme, and gives the merchant the full measure of credit to which he is justly entitled.

Several points are considered when ratings are established, in addition to capital or present worth. These include the broad questions of business integrity, of general business methods and of habits with respect to payments. Of two men, equal in all other respects, one discounting his bills and the other habitually paying slowly, the first will have the better rating as to credit, even although the capital ratings of the two are essentially the same.

Merchants formerly bought their goods in person. They journeyed to the warehouse and factory to make selections, and thus came into direct contact with those of whom they asked credit. Now purchases are made through intermediaries. The merchant's orders are given to traveling salesmen or are forwarded by mail or telegraph. The merchant, then, should not overlook the fact that in the changes which have been made in the methods of conducting business, changes also have necessarily been made in the methods of establishing credit or determining a rating. A signed statement to-day takes the place of the personal interview of a few years ago.

The great commercial agencies that make a business of ratings are only an instrumentality that modern business has found it necessary to employ to meet changing conditions. The man who does not have the rating to which he thinks he is entitled should commence to remedy the wrong by a careful study of the situation. In the end he will be quite willing to comply with the reasonable requirements of modern jobbers and manufacturers, some of which are here pointed out.

A. O. Kittredge.

Removing the Causes.

"So you belong to the Don't Worry club?"

"I do, and I'm glad of it, although my membership compels me to take a few chances."

"In what way?"

"I had to quit looking at the gas meter and weighing my ice."

ALABASTINE

is ready to mix by the addition of cold water, in fourteen beautiful tints and anyone can brush it on. Ask for circular showing tints and giving information about decorating.

Buy only in 5 lb packages properly labeled.
ALABASTINE CO., Grand Rapids, Mich.
New York Office, 105 Water St.

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

MOORE & WYKES

MERCHANDISE BROKERS

3 North Ionia St., Grand Rapids, Mich.

ASK YOUR JOBBER FOR

Schaefer's Handy Box Fruit Jar Rubbers.

Big profit. See quotations in special price list. Write us for sample.

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 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

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.

Make Your Own Show and Window Cards.

The first thing necessary is to procure some suitable brushes, and it is not necessary to have more than six to twelve of these. For an outline or single stroke brush, the ones most commonly used are called "riggers," and you would require two of these, one for hair lines and one for heavier strokes. You will also need a small "quill pencil," which has a flat square end when wet; also one that has a pointed end when moistened. You can get along nicely with these four brushes for practicing. At your local printing offices you can always find cardboard of various colors and sizes. You can use any of these, but it is much better to use a board that will not absorb the paint too readily.

Do not use the cardboard called "China" by the printers, and which has a glazed surface.

In the matter of paints there are several different ways of mixing these for show card work. One which the writer has found the most practical, as well as economical, is to procure a small quantity of each of the following dry colors, zinc white, ultramarine blue, medium chrome yellow, vermilion and drop black. A small bottle of mucilage will be ample for the mixing of enough of these colors to last a long time. Place a small quantity of each color in small tin boxes, or lids, and add just enough of the mucilage to make a thick paste. After you have prepared your colors in this manner it is only necessary to dip your brush in clear water and work up the color. Upon the quantity of water used to moisten the colors depend the denseness or shade of the letter. The more water, the lighter the color, and it is possible to make several shades of the same color in this way.

The colors prepared as above are not waterproof and will harden in the boxes, but that does not injure them, as by moistening when wanted again they will be found all right. If you wish to use either gold or silver paint it is only necessary to procure some bronze of a good quality and mix with water and mucilage. Or you can procure at any paint or drug store a gold or silver paint, already mixed, at a very slight cost. This bronze paint can be used with nice effect on dark colored cardboard, or on ribbons.

The Meanest Kind of Swindle.

According to a Massachusetts State Board of Health report, of thirteen samples of diabetic flour, or flour prepared for the use of diabetics and purporting to be free from starch, only three samples, the product of one manufacturer, were found to be free from starch; the other ten, or nearly 80 per cent. of the samples collected, were found not only to contain starch, but that in large quantities, seven being found with 60 per cent. or more of starch. These were in reality but little better than whole wheat flour, and were sold at prices varying from eleven to fifty cents per pound.

There are probably few of the better informed of general physicians who would not say, "All the better

for the patient, so far as his health is concerned," because bread that does not contain starch doubtless injures him more than the best made, well-baked "crusty" wheat bread. There seem to be a deal of indefiniteness and a vast deal of difference of opinion among physicians as to these questions of bread and diet for diabetic patients. These differences do not show themselves so much in the text books, where there is general uniformity of advice.

But when it comes to getting his bread the poor diabetic finds that the physician knows little or nothing as to the chemic and digestive qualities of the breads he can buy. The matter is left without oversight to the bakers and commercial agents, precisely where it should not be left, and much to the perplexity of the patient. No wonder that the diabetic's health fails when he tries to digest some of the "bread" he is advised to get! After trying it he can but think, if he does not know that his disease is a modern one, that the origin of the scriptural injunction against giving a stone when bread is asked for arose from experience of his poor ancient brethren in trying to live while conforming to the scientific diet-list of those days.—American Medicine.

Must Have Waxed Paper.

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

The Man to Avoid.

Preserve me from the man who says,
"Well, really, I must go!"
And then he settles down to chat
With me an hour or so.

Preserve me from the man who says,
"I was about to say
That I would feel obliged if you
Would lend me \$5 today."

Preserve me from the man who treads
Upon my corns to see
If they are painful, then who says,
"I hope you'll pardon me."

Preserve me from the man who tries
When'er we chance to meet,
To pass me on both sides at once
And takes up all the street.

Preserve me from the man who has
The only kid, and who
Is always telling me about
The things that kid can do.

"Business is sensitive; it goes only where it is invited and stays only where it is well treated."

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency.

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.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

Petoskey Rug M'fg. & Carpet Co. Ltd.
Petoskey, Mich.

BUY OF YOUR JOBBER

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS BY 1/2 OZS

"IMPERIAL" COMPUTING SCALE

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB

BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE 130 DIFFERENT KINDS OF SCALES

They Save Time
Trouble
Cash
Get our Latest Prices

USE BARLOW'S PAT. MANIFOLD SHIPPING BLANKS
BARLOW BROS. GRAND RAPIDS MICH.

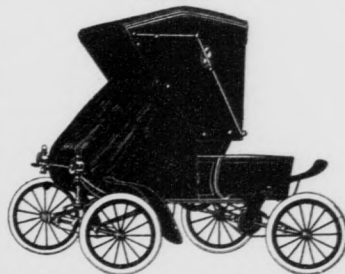
Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

THE OLDSMOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

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

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

ADAMS & HART

12 West Bridge Street, Grand Rapids, Mich.

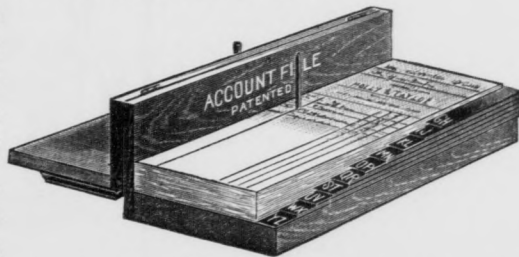
Simple Account File



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

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.

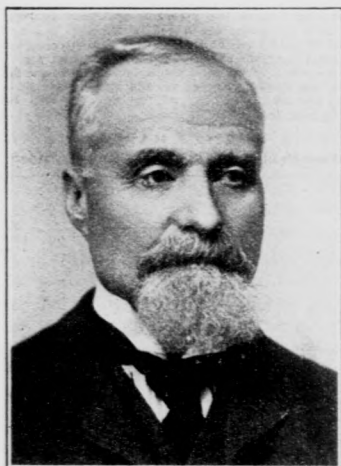
Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. B. HOLDEN; Secretary Treasurer, L. F. BAKER.

SUCCESSFUL SALESMEN.

Daniel Cleland, Representing Ideal Clothing Co.

As a rule, the successful salesmen of to-day are the young men who have started in their particular lines of business as boys and have grown up in the business. This line of education and qualification is not an essential element to success, as has been demonstrated by Daniel Cleland, who is to-day one of the most successful salesmen who travel out of Grand Rapids. Mr. Cleland is one of the representatives of the Ideal Clothing Co. His territory is Southern Michigan and Northern Indiana.

Mr. Cleland was born in St. Lawrence county, New York, on February 25, 1843, and is therefore past 60 years of age. He is of sturdy Scotch parentage. He was born on a farm



and early in life learned that prosperity was the result of energy and hard work. His father was a successful farmer, and at the age of 22 he was married, his wife also being of Scotch parentage. She has traveled with him through all of his ups and downs. Immediately after his marriage he assumed charge of his father's farm, which he tilled for three years. With the savings of this period he struck out for the West with his family, locating on a farm in the forest three miles north of Coopersville, in Ottawa county.

This farm was hewed from the forest by him and is owned by him at the present time. There he resided for seven years, during which time he had paid for his farm and accumulated a small sum of money, with which he purchased a small store building in the village of Coopersville and engaged in the grocery business. This was the commencement of a long and successful business venture. His business prospered and other lines of goods were added un-

til he had a complete line of general merchandise, his store having been rebuilt to accommodate his increasing business. He continued this business from 1874 to 1898, a period of twenty-four years. During this entire period he received a generous measure of patronage from a growing and thrifty farming community, many of his customers being his old neighbors who traded with him during his entire business career. Mr. Cleland was always considered by the trade as a careful buyer. He was first of all a judge of quality and values. As a salesman, few equals have measured tape or balanced the scales from the merchant's side of the counter. He was always pleasant, the circumstances never so aggravating as to banish a genial smile. During his term of mercantile business he suffered severe loss by fire, but recovered from the same.

About a year after retiring from business he entered the employ of the Ideal Clothing Co., which he now represents.

If you should ask Mr. Cleland what his occupation is, he would undoubtedly say he is a farmer. He is the owner of three farms, the conduct of which he personally superintends and which—unlike the experience of most men under similar conditions—are successful business ventures.

Mr. Cleland has two sons—A. H. Cleland, Secretary and Treasurer of the Dettenthaler market, in Grand Rapids and Rolland J. Cleland, who is the attorney in charge of the Detroit office of the Commercial Credit Co. His home is in Coopersville, about fifteen miles from Grand Rapids on the Muskegon Interurban Electric line, where he lives comfortably in a home modern in all of its appointments. Mr. Cleland is a Republican in politics, believing implicitly in sound money and an adequate tariff resulting in the full dinner pail, but while intensely Republican and in a Republican stronghold, he has always declined political preferment, always insisting that his time was all required in the management of his

own business. He has been eminently successful as a traveling salesman and, while he modestly attributes his success to the superior excellence of the line of merchandise offered by the house he represents, it must be admitted that a large element of his success is his natural tact and his untiring energy.

Without a Guard.

The train goes roaring through the night
And I, a traveler, lie and dream;
Behind the heavy curtains Care
Frets not my sleep—I know that there
Is one who watches track and steam.

The great ship plunges through the waves
And I, a traveler, lie at ease;
I know the watchman on the deck
Will guard me well from rock and wreck
And all the storms that sweep the seas.

Some night—some dark and fearful night—
I'll start upon a journey when
No man may guard me while I sleep—
O may my faith be strong to keep—
The dreams I dream untroubled then!

F. M. C. COFFEES

are always

Fresh Roasted

Save Oil, Time, Labor, Money

By using a

Bowser Oil Outfit

Full particulars free.
Ask for Catalogue "M"

S. F. Bowser & Co.

Ft. Wayne, Ind.

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.

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

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. SHAFER & CO., State Agents

AGENTS WANTED EVERYWHERE.

P. O. Box No. 69
NORTHVILLE, MICHIGAN

Gripsack Brigade.

Silas K. Bolles is ill in one of the city hospitals. It is feared that his trouble is cancer of the stomach.

Harry P. Winchester has transferred himself from the Judson Grocer Company to the Worden Grocer Co., the change taking effect June 1. His old house paid him the compliment—very unusual under such circumstances—of writing each of his customers, announcing his change and bespeaking for him the best wishes of his former house and associates. He will cover the same territory he has heretofore, seeing his trade every two weeks. He does not supplant any other salesman with the Worden Grocer Co., nor will the position he vacates be taken by a new man, the other salesmen who travel in his vicinity taking on the additional trade.

The man who can contentedly sit down and play solitaire has patience enough to fish for shad in a mill pond or sit upon a river bank and wait for a squirrel to come down from a sycamore tree for a drink. He could spark a girl for five years without once asking her if she loved him and patiently wait for a wealthy maiden aunt to die and leave him her fortune. Such a man could stay a whole night trying to rock a restless child to sleep or hold the baby half an afternoon while his wife went shopping. He has the requisite patience to take a grist to mill with an ox team and wait for the grist to be ground. The man who plays solitaire is a modern Job.

The generous traveling man, nearly all of them are generous—places little or no value on a penny, and day after day this little coin slips away. If traveling men in every city will organize little saving associations, make the weekly payments, in a few years the amount saved will be a surprise to every member. One good man can take charge of the business and attend to the local organization without salary. Have a board of directors and invest as they direct. Invest in building and loan associations, or purchase lots and in time build houses, thus saving rent. Give the matter serious thought, and the Tradesman will join you in everything that will benefit salesmen and their families.

There is nothing too good for the knights of the grip, who travel-worn always appear; who compass this planet by the railroad and ship and keep at it year after year. To-day they are snowbound way up at Boyne Falls, to-morrow break loose on a freight, the next where stern duty ne'er satisfied calls, on business in some other state. A jollier set never lived on the earth, their business to make the world glad, the wrinkles of trouble are pressed out by mirth, though traffic is booming or bad. Away from their homes nearly all of the days, they crush down the sorrow they feel, and strive at all times, in all places and ways, the dark side of life to conceal. They meet now and then for an elegant spread, at home where their wives can be there, and talk of the knights who are living and dead, of skies that are cloudy and

fair. I think when the world shall grow weary and stop, and tourists have made their last trip, safe-housed over yonder, the best in the shop will go to the knights of the grip.

It is a lamentable fact that it is always found easier to criticize than to commend. The province of the fault finder is unlimited, while the one who would suggest intelligent methods of correcting an evil finds himself confronted by an almost unsurmountable obstacle. It is easy to point out mistakes, but to provide the remedy taxes the most versatile. Criticism given in the right spirit is helpful but can easily be made antagonistic. The "roast" is a boomerang and seldom fails to return to the author. Better by far smother personal feelings and seek to make bad matters better instead of worse. If an evil exists it should be remedied, but keep in mind that vinegar is less effective than sweets. That the traveling public are frequently imposed upon is to be deplored, and the impositions frequently exist in the form of an ill kept hotel, but a suggestive criticism will do more to bring about a healthful change than a venomous personal attack that can do nothing but harm. After all the people belong to a common race and similar characteristics are found in the several individuals.

"The drummers and newspaper men of this country are the great moulders of public opinion," declared Congressman Norton, of Missouri, recently. "It is, of course, conceded that the newspaper men and by the term I mean the reporters more than the heavy-browed editors—are potent factors in shaping public sentiment, but I believe that few people have yet reflected on the influence exerted by commercial travelers in the same line. The drummer is a regular visitor to every cross-roads town in America, and his coming is always hailed with joy. He is the bearer of news from the big cities and smaller towns along his route, and details even more interesting gossip than the newspaper reporters write. His customer is usually the leading man of the neighborhood, and by giving to this merchant all the news, political and otherwise, of the outside world, with his characteristically pertinent and pungent comments on each item of information, he is largely instrumental in influencing the merchants opinions and judgment of affairs and men. Very often the drummer's visit is the signal for the congregation of the farmers or the neighborhood to the country store, and the tillers of the soil sit on nail legs and cracker boxes for hours, spell-bound by the drummer's eloquent and interesting narration of what is going on in the next neighborhood, town or county. Let me have the drummers of this country on my side and I will stay in Congress as long as I want to. In fact, I don't know but that they could elect me President of the United States if they tried."

The fact that a woman is flighty by no means indicates that she is growing wings.

TIMELY WARNING.

The Exposure of Warner Bros. Fully Justified.

The Tradesman felt called upon last 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.

Subsequent investigation proves that the warning was fully justified and that Warner Bros. are probably a myth and that the man who claimed to represent the firm was a shrewd and unscrupulous swindler.

Resort to R. G. Dun & Co. disclosed the fact that there was no such firm engaged in business at the address given and that the parties occupying the building at that address have received mail from time to time which has never been called for.

Enquiry was also made of the Superintendent of Police of Chicago, who replied as follows:

Chicago, June 2—In answer to yours of June 1 relative to Warner Bros., I beg to inform you that there is no such concern at the address given. We have had numerous complaints against this concern and have no doubt whatever that the person traveling around the country representing such a concern is a fraud and should be apprehended.

If we can be of any assistance in the matter it will be our pleasure to do so.

Francis O'Neill,
Supt. of Police.

The Tradesman has a list of several Michigan merchants who have been victimized by Warner Bros., through a man who gives his name as I. C. Warner and his title as "general manager," and if any of them will swear out a warrant for the arrest of the man on a charge of making fraudulent representations, the Tradesman will look the matter up through the Police Department of Chicago, with a view to securing the extradition of the scamp, so that he can be tried before a jury of his peers in this State. The Tradesman has unearthed the private address of the man who perpetrated the fraud and believes it can aid in his apprehension.

The campaign of fraud conducted under the name of Warner Bros. furnishes a fresh illustration of the warning the Tradesman has so frequently uttered during the past twenty years—to pay no money to strangers under any circumstances and to deal with strangers just as little as possible until they are properly identified and vouched for.

The conditions that environ man on the road are such as to demand for him more consideration than is wont to be given to employes in the home office. He is away from home and friends, and is deprived of that counsel and sympathy which come from these, and all men at all times feel to be almost indispensable. To harass him, therefore, with carping criticism and fault-finding on the slightest shadow of excuse, is calcu-

lated to take the heart out of him, make him discontented with his position and cause him to cast about for a connection with some other house. To err is human, and as the traveler is not any nearer angelic than men are in general, it should not be expected that he will not make a mistake. It is well enough to apprise him of his error, but he should never be "nagged" at. The mere mention of it in a kindly way will have a better effect towards preventing its repetition than if you intimate he is a stupid blunderer. The gentle reminder will not arouse his wrath, but the ill-natured screeed will beget resentment. The conscientious man feels keenly enough his mistakes, and it is not necessary for the house to either request or warn him not to allow it to happen again. There must, of course, be a discrimination between excusable error and careless blunders, or willful disobedience of orders and disregard of instructions. In the latter case there is but one alternative, and there can be no advantage in preparing the way for it by lengthy correspondence. The house will find it to its advantage to let the traveler understand from time to time that it appreciates his services. I remember an instance in which one of the best men a certain house ever had in its employ, and one whom it was very desirous of retaining, tendered his resignation for no other reason than that it had never written him anything but the coldest and most formal business letters. In the three years he had been with it, he informed the proprietor, he had never received the slightest word showing appreciation of his work.

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

For a nice, quiet, home-like place
the
Livingston Hotel
will meet with your hearty approval.



None better at popular prices.
First-class service in every respect. Central Location. GIVE US A TRIAL.
Cor. Fulton & Division Sts., Grand Rapids, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
WERT P. DOTY, Detroit - Dec. 31, 1903
CLARENCE B. STODDARD, Monroe - Dec. 31, 1904
JOHN D. MUIR, Grand Rapids - Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac - Dec. 31, 1906
HENRY H. H. H. Saginaw - Dec. 31, 1907

President, **HENRY H. H. H. 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.**

Things Which Every Pharmacist Ought to Know.

Why should eye washes and hypodermic solutions be filtered? To be sure that no solid matter is left that would cause irritation.

Why should not all solids be dispensed in the powdered form when there is no danger of chemical reaction? Many of them would not have the effect desired if given in a concentrated form. Many of the very soluble salts are irritating to the alimentary canal.

Why are some solids best given in the form of powders? Because in such form they may act as mechanical protectives, such as bismuth subnitrate, for instance. Some are more pleasant and convenient to take in this way.

Why should such substances as calomel and ipecac be very finely divided? The finer the powders the more active they seem to be.

Why should the following substances not be dispensed in the form of a powder: carbolic acid, calcium bromide, iron and ammonium citrate, potassium acetate, potassium carbonate, potassium hypophosphite, sodium hypophosphite, potassium iodide, sodium iodide, strontium bromide, granular effervescing salts and sodium bromide? They are hygroscopic or deliquescent.

Why should the following substances not be dispensed in the form of powders: ferrous sulphate, lead acetate, sodium carbonate, sodium sulphate, sodium phosphate and zinc acetate? They lose water of crystallization and become more concentrated.

Why should the following substances not be dispensed in the form of powders: ammonium carbonate, chloral, lead acetate, camphor, the iodides of mercury and the salts of silver? Ammonium carbonate loses ammonia and carbon dioxide; chloral is irritating; lead acetate loses acetic acid and becomes insoluble; the iodides of mercury darken; camphor volatilizes; the silver salts are reduced.

Why should these substances not be prescribed together in the form of powders: antipyrin with carbolic acid, resorcin, or thymol; camphor with carbolic acid, chloral hydrate, menthol, naphthol, resorcin, salol, or thymol; chloral with euphorin, exalgin, phenacetine, menthol, salol, or thymol? They liquefy or form soft masses.

Why should chlorates, permanganates, silver oxide, chromates, or nitrates not be rubbed with organic

matter or other reducing matter? Because the liberation of a large amount of gas will cause an explosion.

Why are fibrous drugs frequently useful as pill excipients? They are absorbents and serve to bind the mass together, as well as to aid disintegration of the pill.

Why should althaea be used sparingly as a pill excipient? It contains mucilage and is apt to make the pills hard. Moreover, it makes the mass elastic and hard to roll.

Why are moderately soluble salts better rubbed with a little oil rather than with water in making ointments? If dissolved in water the water will evaporate and the salts will crystallize and possibly become irritating.

Why is a mixture of ammonium acetate and spirit of nitrous ether a good combination? Because as soon as the nitrous radical is liberated from ethyl nitrate it combines with the ammonia of ammonium acetate and forms ammonium nitrate, which is nearly as active.

Why is an amber bottle better than a blue bottle for silver nitrate solutions? It gives protection from the light as well, and the contents can be more readily seen.

Why is a trace of hypophosphorous acid sometimes added to a solution of physostigmine salicylate? Unless protected the solution soon becomes red-blue, due to the formation of rubeserin. One part of dilute hypophosphorous acid to five hundred of solution is said to be sufficient to keep it.

Why does potassium iodide sometimes cause precipitation of alkaloids from aqueous solutions? Because potassium iodide combines with some alkaloids in strong solution; more often, however, precipitation is due to the alkali carbonate present in the commercial salt.

Why is the presence of alcohol often advisable when an alkaloidal salt is prescribed with other compounds? A large number of compounds precipitate alkaloids; alcohol prevents this precipitation.

Why should a mixture of mercuric chloride and potassium iodide not be given with an aqueous solution of an alkaloidal salt? Mercuric chloride and potassium iodide cause the formation first of mercuric iodide and potassium chloride. Then the mercuric iodide combines with more potassium iodide, forming Mayer's reagent (potassium mercuric iodide), which precipitates alkaloids. Even when the precipitated alkaloid is harmless, the mixture may be dangerous on account of the mercuric compound which is precipitated.

Why are morphine and atropine sometimes given together although they are somewhat antagonistic in physiological action? When given together the atropine is in small amounts, and in such a combination it relieves indigestion and cardiac depression.—**E. A. Ruddiman in Bulletin of Pharmacy.**

Trouble will meet you halfway and will gladly accompany you the rest of the distance.

The Drug Market.

Opium—Is steady at advanced price.

Morphine—Has not as yet advanced.

Quinine—Is dull and weak.

Bromides—Manufacturers of bromide have not produced the usual quantity for the past five or six months and there is a scarcity. Several manufacturers have advanced their price for the bromide salts, but two of the larger ones have not and probably will not change their price. The jobbing price for the three bromides, therefore, are not likely to be any higher.

Cocaine—Is very firm, on account of higher price for crude material. An early advance is looked for.

Chloral Hydrate—Has been advanced 5c.

Oil Cajeput—Is very firm and advancing.

Oil Peppermint—Is unsettled and declining.

Senega Root—On account of the new crop, which will soon be in, prices are declining.

Removing Old Paint.

The ordinary method of removing old paint is either scraping or burning it off, but this is extremely laborious and too slow for general purposes. The more thorough and expeditious way is by chemical process, using for the purpose a solution of soda and quicklime in equal proportions. The solution may be as follows: The soda is dissolved in water, the lime is then added, and the solution is applied with a brush to the old paint. A few minutes are sufficient to remove two coats of paint, which may then be washed off with hot water. The oldest paint may be removed by a paste of soda and quicklime. It should be borne in mind, however, that the wood must be afterwards washed with vinegar or an acid solution before it is repainted. In order to remove all traces of the alkali.

As for removing old varnish and shellac, either turpentine or alcohol would in all probability be found efficacious.

Bill Against Manufacture of Saccharin.

The German reichstag recently passed a bill in the terms of which the consumption of saccharin will be greatly diminished—a radical action indicated by the beet sugar interests although strongly opposed by the chemical industries, claims that the one is as much an enterprise of national import as the other. Hereafter all but one or two of the saccharin factories will be closed, the government liberally compensating those going out of business, while the licensed factories will be placed under stringent regulations, including the limitation of the output, the licensing being subject to cancellation at the option of the imperial chancellor. On the other hand, the distribution of the article is confined to pharmacies and specially licensed shops.

Why the Metric System Is So Hard.

One of the things that trouble a new student, is the fact that it is theoretically constructed on the deci-

mal plan, the same as our coinage. As a matter of fact, however, it would be much simpler if each were restricted to a centesimal scale. There is no practical advantage in having five or more wheels to an ordinary wagon. With our coinage there is very little use for dimes and eagles; in fact, they are ignored in all commercial transactions.

No one ever states the price of an article as two eagles, four dollars, three dimes, two cents and eight mills. This kind of a quotation is the way the metric system looks to a beginner. Practically, however, we have kylos, grams and centigrams. If you will study it and think about it in the way that you do about dollars and cents, omitting the intermediate fifth wheels, the whole system will be much easier.

P. F. Miller.

A remark which is pertinent to the subject may be impertinent to the object.

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.

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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		Conium Mac.	800 90	Sedlitz Mixture.	200 22	Linsed, pure raw... 45 43
Aceticum \$	600 8	Copaiba 1	150 1 25	Sinapis 2	18 18	Linsed, boiled 45 43
Benzolium, German.	700 75	Cubebae 1	300 1 35	Sinapis, opt.	30 30	Neatsfoot, winter str 50 55
Boric.	22 27	Erechtithos 1	500 1 60	Snuff, Maccaboy, De 41 41		Spirits Turpentine.. 53 58
Carbolicum 220 27		Erigeron 1	000 1 10	Soda, Boras, po.	11 11	Paints BBL. L
Citricum 30 30		Gaultheria 2	300 2 40	Soda, Boras, po.	11 11	Red Venetian. 1 1/2 2 0/8
Hydrochlor. 120 10		Geranium, ounce.	50 50	Soda et Potass Tari. 240 30		Ochre, yellow Mars. 1 1/2 2 0/4
Nitrosum 120 10		Gossypii, Sem. gal.	1 800 1 85	Soda, Carb. 340 5		Ochre, yellow Ber. 1 1/2 2 0/4
Oxalicum 120 10		Junipers 1	500 2 00	Soda, Bl-Carb. 340 5		Putty, commercial. 2 1/2 2 1/2
Phosphorium, dil.	15 15	Lavandula 900	2 00	Soda, Ash. 340 5		Putty, strictly pure. 2 1/2 2 1/2
Salicylicum 420 45		Limonis 1	150 1 25	Soda, Sulphas. 2	2 60	Vermilion, Prime 130 15
Sulphuricum 1 1/2 5		Mentha Piper. 5	000 5 50	Spts. Cologna. 500	55	Vermilion, English. 700 75
Tannicum 1 100 1 20		Mentha Verid. 5	000 5 50	Spts. Ether Co. 2	000	Green, Paris. 14 18
Tartaricum 380 40		Morrhuae, gal. 5	000 5 50	Spts. Vini Rect. bbl. 7		Green, Peninsular. 130 18
Ammonia		Myrica 4	000 4 50	Spts. Vini Rect. 1/2 bbl. 7		Lead, red. 8 1/2 7
Aqua, 16 deg. 40 6		Olive 750	3 00	Strychnia, Crystal.	900 1 15	Lead, white. 8 1/2 7
Aqua, 20 deg. 80 8		Pisces Liquid. gal.	100 12	Sulphur, Subl. 240	4	Whiting, gliders. 2 90
Carbonas. 130 15		Pisces Liquid. gal.	100 12	Sulphur, Roll. 240	4	White, Paris, Amer. 1 1/2 25
Chloridum. 120 14		Ricin. 10	2 94	Terebenth Venice.	280 30	Whiting, Paris, Eng. 1 1/2 25
Aniline		Rosmarini. 1	000	Theobroma. 420	50	Varnishes
Black. 2 000 2 25		Rose, ounce. 6	500 7 00	Vanilla. 9 000 16 00		No. 1 Turp Coach. 1 100 1 25
Brown. 800 1 00		Succin. 400	45	Zinc Sulph. 70	8	Extra Turp. 1 800 1 70
Red. 450 50		Sabal. 900	1 00			Coach Body. 2 700 3 00
Yellow. 2 500 3 00		Santal. 2 750	3 00			No. 1 Turp Furn. 1 000 1 10
Baccae		Sassafras. 600	65			Extra Turp Damar. 1 500 1 60
Cubebae. po. 25 24		Sinapis, ess. ounce.	1 500 1 60			Jap. Dryer, No. 1 Turp 700
Juniperus. 60 7		Thyme, opt. 1	800			
Xanthoxylium. 300 35		Theobromas. 150	20			
Balsamum		Potassium				
Copaiba. 500 55		Bi-Carb. 150	18			
Peru. 50 50		Bichromate. 150	15			
Terabin, Canada. 60 60		Bromide. 150	15			
Tolutan. 450 50		Carb. 120	12			
Cortex		Chlorate. po. 170	18			
Abies, Canadian. 18		Cyanide. 340	38			
Cassia. 12		Iodide. 2 300	2 40			
Cinchona Flava. 15		Potassa, Bitart. pure 280	30			
Euonymus atropurp. 20		Potass Nitras, opt. 70	10			
Myrica Cerifera, po. 12		Potass Nitras. 60	8			
Prunus Virgin. 20		Prussiate. 250	28			
Quillaja, gr'd. 15		Sulphate po. 150	18			
Sassafras. po. 18 14		Radix				
Ulmus. po. 20, gr'd 50		Aconitum. 250	25			
Extractum		Althae. 300	33			
Glycyrrhiza Glabra. 240	30	Anchusa. 100	12			
Glycyrrhiza, po. 280	30	Arum po. 20	25			
Hamatox, 15 lb. box 110	12	Calamus. 200	40			
Hamatox, 18. 130	14	Gentiana. po. 15 12				
Hamatox, 1/4s. 140	15	Glycyrrhiza, pv. 15 160				
Hamatox, 1/4s. 160	17	Hydrastis Canad. 2	80			
Ferru		Hydrastis Can. po. 120	15			
Carbonate Precip. 15		Hellebore, Alba, po. 120	15			
Citrate and Quinia. 2	25	Inula, po. 180	22			
Citrate Soluble. 75		Ipecac, po. 2 750	2 80			
Ferrocyanidum Sol. 40		Iris plox. po. 350	38			
Solut. Chloride. 15		Jalap, pr. 250	30			
Sulphate, com'l. 2		Maranta, 1/4s. 250	35			
Sulphate, com'l. by 80		Podophyllum, po. 250	35			
Sul, per cwt. 7		Rhei. 750	1 00			
Sulphate, pure. 7		Rhei, cut. 750	1 25			
Flora		Rhei, pv. 750	1 35			
Arnica. 150 18		Spigelia. 350	38			
Anthemum. 220 25		Sanguinaria. po. 15 350	38			
Matricaria. 300 35		Serpentaria. 1 2	1 25			
Folia		Senega. 1 2	1 25			
Barosma. 350 40		Smilax, officinalis H. 20 25				
Cassia Acutifol. 200 25		Smilax, M. 100	12			
Cassia, Acutifol. 250 30		Scilla. 100	12			
Salvia officinalis, 1/4s 120 20		Symplocarpus, Fosti- 20 25				
and 1/4s. 120 20		Valeriana, Eng. po. 30 150	20			
Uva Ursi. 80 10		Valeriana, German. 150 20				
Gummi		Zingiber a. 140 16				
Acacia, 1st picked. 65		Zingiber j. 160 20				
Acacia, 2d picked. 60 45		Semen				
Acacia, 3d picked. 60 35		Anisum. po. 18 2 15				
Acacia, sifted sorts. 60 35		Aplum (graveleous). 130 15				
Acacia, po. 450 65		Bird, is. 40 6				
Aloe, Barb. po. 180 20		Carul. po. 15 100 11				
Aloe, Cape. po. 25 120 14		Cardamon. 800 1 00				
Aloe, Socotri. po. 40 60 30		Coriandrum. 80 10				
Ammoniac. po. 40 550 60		Cannabis Sativa. 64 7				
Assafoetida. po. 40 250 30		Cydonium. 750 1 00				
Benzolium. 500 55		Chenopodium. 250 30				
Catechu, is. 13		Dipterix Odorata. 60 1 00				
Catechu, 1/4s. 14		Foeniculum. 70 9				
Catechu, 1/4s. 16		Foenugreek, po. 70 9				
Camphora. 640 69		Lini. 4 2 6				
Euphorbium. po. 35 2 40		Lini, gr'd. bbl. 4 4 2 6				
Galbanum. 1 000		Lobelia. 1 500 1 55				
Gamboge. po. 250 1 35		Pharlaris Canarian. 6 2 6				
Gualacum. po. 35 2 35		Rapa. 5 2 6				
Kino. po. 80, 75 2 60		Sinapis Alba. 90 10				
Mastic. po. 40 2 60		Sinapis Nigra. 110 12				
Myrrh. po. 45 2 40		Spiritus				
Opil. po. 4.400 4.30 3 40 3 50		Frumentum, W. D. Co. 2 000 2 50				
Shellac. 350 45		Frumentum, D. F. R. 2 000 2 25				
Shellac, bleached. 400 45		Frumentum. 1 250 1 50				
Tragacanth. 700 1 00		Juniperis Co. O. T. 1 650 2 00				
Herba		Juniperis Co. 1 750 3 50				
Absinthium .oz. pkg 25		Saacharum N. E. 1 900 2 10				
Eupatorium .oz. pkg 25		Spt. Vini Gallii. 1 750 6 50				
Lobelia .oz. pkg 25		Vini Oporto. 1 250 2 00				
Majorum .oz. pkg 25		Vini Alba. 1 250 2 00				
Mentha Pip. .oz. pkg 23		Sponges				
Mentha Vir. .oz. pkg 23		Florida sheeps' wool				
Rue.oz. pkg 39		carriage. 2 500 2 75				
Tanacetum V.oz. pkg 32		Nassau sheeps' wool				
Thymus, V.oz. pkg 25		carriage. 2 500 2 75				
Magnesia		Velvet extra sheeps' wool, carriage.	2 500 2 75			
Calcined, Pat. 550 60		Extra yellow sheeps' wool, carriage.	2 500 2 75			
Carbonate, Pat. 180 20		wool, carriage.	2 500 2 75			
Carbonate, K. & M. 180 20		Grass sheeps' wool, carriage.	2 500 2 75			
Carbonate, Jennings 180 20		Hard, for slate use.	2 500 2 75			
Oleum		Yellow Reef, for slate use.	2 500 2 75			
Absinthium 5 500 5 75		Syrups				
Amygdale, Dulc. 500 60		Acacia. 50 50				
Amygdale, Amara. 8 000 8 25		Aurant Cortex. 50 50				
Anisi. 1 000 1 65		Zingiber. 50 50				
Aurant Cortex. 2 100 2 20		Ipecac. 50 50				
Bergamill. 2 850 3 24		Rhei lod. 50 50				
Calpuil. 800 85		Rhei Aca. 50 50				
Caryophyll. 800 85		Smilax Officinalis. 500 50				
Ced. 800 85		Senega. 50 50				
Chenopadi. 2 000 2 10		Sellae. 50 50				
Citronamoni. 1 000 1 10		Unguentum				
Citronella. 1 000 1 10		Hydrarg Chlor Mite. 1 000 1 10				
		Hydrarg Chlor Cor. 1 000 1 10				
		Hydrarg Ox Rub'm. 1 000 1 10				
		Hydrarg Unguentum. 500 50				
		Hydrargyrum. 500 50				
		Iodine. 500 50				
		Iodine, Resubi. 3 400 3 80				
		Iodoform. 3 400 3 80				
		Lupulin. 50 50				
		Lycopodium. 500 50				
		Mael. 500 50				
		Liquor Arsen et Hy. 25 25				
		drarg lod. 100 12				
		Liquor Potass. 25 25				
		Magnesia, Sulph. 100 12				
		Magnesia, Sulph, bbl. 100 12				
		Manna, S. F. 750 80				

Seasonable

PARIS GREEN

LONDON PURPLE

INSECT POWDER

NAPHTHALINE BALLS

NAPHTHALINE FLAKES

PO. WHITE HELLEBORE

CARBOLIC ACID ALL GRADES

SLUG SHOT

WE OFFER AT BEST MARKET PRICE

Hazeltine & Perkins

Drug Co.

Wholesale Druggists Grand Rapids, Mich

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Flour		Pickles Cheese	
Index to Markets			
By Columns		1 2	
Col.		AXLE GREASE	
A	Aurora55 6 00	Marrowfat90 21 00	
Axle Grease1	Caster Oil80 7 00	Early June90 21 80	
B	Diamond50 4 25	Early June Sifted1 65	
1/4th Brick1	Frazer's75 9 00	Plums	
Brooms1	IXL Golden, tin boxes 75 9 00	Pineapple1 25 2 75	
Brushes1	BATH BRICK	Sliced1 35 2 55	
Butter Color1	American75	Pumpkin	
C	English85	Fair75	
Candles11	No. 1 Carpet2 50	Good90	
Candles1	No. 2 Carpet2 25	Fancy1 10	
Canned Goods1	No. 3 Carpet2 15	Gallon2 55	
Catsup2	No. 4 Carpet1 75	Raspberries	
Carbon Oil2	Parlor Gem2 40	Standard1 15	
Cheese2	Common Whisk85	Russian Caviar	
Chewing Gum2	Fancy Whisk1 70	1/4 lb. cans3 75	
Chicory2	Warehouse2 90	1 lb. cans12 00	
Chocolate2	BRUSHES	Salmon	
Clothes Lines2	Scrub	Columbia River, talls @ 1 85	
Cocoa3	Solid Back, 8 in.75	Columbia River, flats @ 1 80	
Cocanut3	Solid Back, 11 in.95	Red Alaska1 30	
Cocoa Shells3	Pointed Ends85	Pink Alaska1 30	
Coffee3	Stove	Sardines	
Crackers3	No. 375	Domestic, 1/2 s3 35	
D	No. 21 10	Domestic, 3/4 s5	
Dried Fruits4	No. 11 75	Domestic, Mustard6 2 3/4	
F	Shoe	California, 1/4 s11 1/4	
Farinaceous Goods4	No. 81 00	California, 3/4 s17 2/4	
Fish and Oysters10	No. 71 30	French, 1/4 s7 1/4	
Fishing Tackle4	No. 41 70	French, 3/4 s10 2/4	
Fly Paper4	No. 31 90	Standard1 20 1/4	
Fresh Meats4	BUTTER COLOR	Shrimps	
Fruits11	W., R. & Co.'s, 15c size1 25	Standard1 20 1/4	
G	W., R. & Co.'s, 25c size2 00	Succotash	
Gelatine5	CANDLES	Fair1 25	
Grain Bags5	Electric Light, 8s12	Good1 25	
Grains and Flour5	Electric Light, 16s12 1/2	Fancy1 40	
H	Paraffine, 8s9 1/2	Strawberries	
Herbs5	Paraffine, 12s10	Standard1 10	
Hides and Pelts10	Wicking17	Fancy1 40	
I	CANNED GOODS	Tomatoes	
Indigo5	Apples	Fair9 1/2 1 00	
J	3 lb. Standards50	Good1 15	
Jelly5	Gallons, standards2 00 @ 2 25	Fancy1 25	
L	Blackberries	Gallons8 25	
Licorice5	Standards85	CARBON OILS	
Lye5	Beans	Barrels	
M	Baked80 @ 1 50	Eocene@ 18	
Meat Extracts5	Red Kidney80 @ 1 50	Perfection@ 12	
Metal Polish5	String70	Diamond White@ 11 1/4	
Molasses5	Wax75 @ 80	D. S. Gasoline@ 15	
Mustard5	Blueberries	Deodorized Naphtha@ 14 1/4	
N	Standard1 20	Cylinder29 @ 34	
Nuts11	Brook Trout	Engine18 @ 10 1/2	
O	2 lb. cans, Spiced1 90	Black, winter9 @ 10 1/2	
Olives5	Clams	CATSUP	
P	Little Neck, 1 lb1 00 @ 1 5	Columbia, 25 pints4 50	
Pickles5	Little Neck, 2 lb.1 50	Columbia, 25 1/4 pints2 60	
Pipes5	Clam Bouillon	Snider's quarts3 25	
Playing Cards5	Burnham's, 1/4 pint1 92	Snider's pints2 25	
Potash5	Burnham's, pints3 60	Snider's 1/4 pints1 30	
Provisions5	Burnham's, quarts7 20	CEREAL COFFEE	
R	Cherries	Cere Kofa, 24 packages2 50	
Rice5	Red Standards1 30 @ 1 50	For sale by all jobbers	
S	White1 50	CHEESE	
Salad Dressing7	Corn	Aome@ 11 1/4	
Saleratus7	Fair1 00	Amboy@ 12	
Salt Soda7	Good1 10	Carson City@ 11	
Salt7	Fancy1 40	Eisle@ 12	
Salt Fish7	French Peas	Emblem@ 9	
Seeds7	Sur Extra Fine22	Gem@ 12 1/4	
Shoe Blacking7	Extra Fine19	Gold Medal@ 14	
Snuff8	Fine15	Ideal@ 11 1/4	
Soap7	Moyen11	Jersey@ 12	
Soda8	Gooseberries	Riverside@ 12	
Spices8	Standard90	Edam13 @ 14	
Starch8	Hominy85	Brid@ 90	
Sugar8	Lobster	Lelden@ 17	
Syrups8	Star, 1/4 lb.2 00	Limburger13 @ 14	
T	Star, 1 lb.3 75	Pineapple50 @ 75	
Tea8	Picnic Tails2 40	Sap Sago@ 20	
Tobacco8	Mustard, 1 lb.1 80	CHEWING GUM	
Twine9	Mustard, 2 lb.2 80	American Flag Spruce50	
V	Soused, 1 lb.1 90	Beeman's Peppin50	
Vinegar9	Soused, 2 lb.2 80	Black Jack50	
W	Tomato, 1 lb.1 80	Largest Gum Made50	
Washing Powder9	Tomato, 2 lb.2 80	Sen Sen50	
Wickling9	Mushrooms	Sen Sen Breath Perfume1 00	
Woodenware9	Hotels18 @ 20	Sugar Loaf50	
Wrapping Paper10	Buttons22 @ 25	Yucatan50	
Y	Oysters	CHICORY	
Yeast Cake10	Cove, 1 lb.8 @ 90	Bulk7	
	Cove, 2 lb.1 5	Red4	
	Cove, 1 lb Oval1 0	Eagle7	
	Peaches	Franch's6	
	Pie8 @ 90	Schener's6	
	Yellow1 25 @ 1 85	CHOCOLATE	
	Pears	Walter Baker & Co.'s	
	Standard1 00	German Sweet2	
	Fancy1 25	Premium3	
		Vanilla4	
		Caracas3	
		Eagle2	
		CLOTHES LINES	
		Sisal	
		60 ft. 3 thread, extra1 00	
		72 ft. 3 thread, extra1 40	
		60 ft. 3 thread, extra1 70	
		60 ft. 6 thread, extra1 20	
		72 ft. 6 thread, extra1 20	

3		4		5	
Jute		Marshmallow Creams..... 16		Pork	
80 ft.....	75	Marshmallow Walnuts..... 16		Dressed..... 7 2 7 4	
72 ft.....	90	Mary Ann..... 8		Loins..... 10 1/2 2 11	
90 ft.....	1 05	Mixed Picnic..... 11 1/2		Boston Butts..... 2 8 3/4	
120 ft.....	1 50	Milk Biscuit..... 7 1/2		Shankles..... 2 8 3/4	
Cotton Victor		Molasses Cake..... 8		Leaf Lard..... 2 9	
50 ft.....	80	Molasses Bar..... 9		Mutton	
60 ft.....	95	Moss Jelly Bar..... 12 1/2		Carcass..... 8 2 7	
70 ft.....	1 10	Newton..... 12		Lambs..... 8 2 11	
Cotton Windsor		Oatmeal Crackers..... 8		Veal	
50 ft.....	1 20	Oatmeal Wafers..... 12		Carcass..... 5 1/2 2 7 4	
60 ft.....	1 40	Orange Crisp..... 9		GELATINE	
70 ft.....	1 65	Orange Gem..... 8		Knox's Sparkling..... 1 20	
80 ft.....	1 85	Penny Cake..... 8		Knox's Sparkling, pr gross..... 14 00	
Cotton Braided		Pilot Bread, XXX..... 7 1/2		Knox's Acidulated..... 1 20	
40 ft.....	75	Pretzels, hand made..... 8		Knox's Acidulat'd, pr gross..... 14 00	
50 ft.....	85	Pretzels, hand made..... 8		Oxford..... 75	
60 ft.....	95	Scotch Cookies..... 10		Plymouth Rock..... 1 20	
80 ft.....	1 15	Sears' Lunch..... 7 1/2		Nelson's..... 1 50	
Galvanized Wire		Sugar Cake..... 8		Cox's, 2-qt size..... 1 61	
No. 20, each 100 ft long.....	1 90	Sugar Biscuit Square..... 8		Cox's, 1-qt size..... 1 10	
No. 19, each 100 ft long.....	2 10	Sugar Squares..... 8		GRAIN BAGS	
COCOA		Sultanas..... 13		Amoskeag, 100 lb bale..... 15 1/2	
Baker's.....	38	Tutti Frutti..... 16		Amoskeag, less than bale..... 15 1/2	
Cleveland.....	41	Vanilla Wafers..... 16		GRAINS AND FLOUR	
Colonial, 1/2.....	35	Vienna Crimp..... 8		Wheat	
Colonial, 1/4.....	42	DRIED FRUITS		Winter Wheat Flour	
Epps.....	42	Apples		Local Brands	
Huyler.....	12	Sundried..... 2 5		Patents..... 4 35	
Van Houten, 1/2.....	20	Evaporated, 50 lb. boxes..... 2 7		Second Patent..... 3 35	
Van Houten, 1/4.....	20	California Prunes..... 2 4		Straight..... 3 65	
Van Houten, 1/8.....	40	100-125 25 lb. boxes..... 2 4		Second Straight..... 3 35	
Webb.....	31	90-100 25 lb. boxes..... 2 4		Clear..... 3 20	
Wilbur, 1/2.....	41	80-90 25 lb. boxes..... 2 4 1/2		Graham..... 3 40	
Wilbur, 1/4.....	42	70-80 25 lb. boxes..... 2 5 1/2		Buckwheat..... 8 00	
COCONUT		60-70 25 lb. boxes..... 2 6		Rye..... 3 00	
Dunham's 1/2.....	26	50-60 25 lb. boxes..... 2 6 1/2		Subject to usual cash discount.	
Dunham's 1/4 and 1/8.....	26 1/2	40-50 25 lb. boxes..... 2 7 1/2		Flour in bbls., 25c per bbl. additional.	
Dunham's 1/8.....	28	30-40 25 lb. boxes..... 2 7 1/2		Worden Grocer Co.'s Brand	
Bulk.....	13	1/2 cent less in 50 lb. cases		Quaker 1/2..... 4 00	
COCOA SHELLS		Citron		Quaker 1/4..... 4 00	
20 lb. bags.....	2 1/2	Coriscan..... 13 2 1/2		Quaker 1/8..... 4 00	
Less quantity.....	3	Currants		Spring Wheat Flour	
Pound packages.....	4	Imported, 1 lb package..... 7 2		Clark-Jewell-Wells Co.'s Brand	
COFFEE		Imported bulk..... 6 1/2		Pillsbury's Best 1/2..... 4 90	
Rio		Peel		Pillsbury's Best 1/4..... 4 80	
Common.....	8	Lemon American 10 lb. bx..... 13		Pillsbury's Best 1/8..... 4 70	
Fair.....	9	Orange American 10 lb. bx..... 13		Pillsbury's Best 1/2 paper..... 4 70	
Choice.....	10	Raisins		Pillsbury's Best 1/4 paper..... 4 70	
Fancy.....	15	London Layers 2 Crown..... 1 25		Pillsbury's Best 1/8 paper..... 4 70	
Santos		Cluster 4 Crown..... 2 60		Lemon & Wheeler Co.'s Brand	
Common.....	8	Loose Muscatels 2 Crown..... 7 1/2		Wingold 1/2..... 4 65	
Fair.....	9	Loose Muscatels 3 Crown..... 7 1/2		Wingold 1/4..... 4 55	
Choice.....	10	Loose Muscatels 4 Crown..... 7 1/2		Wingold 1/8..... 4 45	
Fancy.....	13	L. M., Seeded, 1 lb..... 9 2 1/2		Judson Grocer Co.'s Brand	
Peaberry.....	11	L. M., Seeded, 1/2 lb..... 7 2 1/2		Ceresota 1/2..... 4 80	
Maracaibo		Sultanas, bulk..... 10 1/2		Ceresota 1/4..... 4 70	
Fair.....	13	Sultanas, package..... 10 1/2		Ceresota 1/8..... 4 60	
Choice.....	16	FARINACEOUS GOODS		Worden Grocer Co.'s Brand	
Mexican		Beans		Laurel 1/2..... 4 80	
Choice.....	13	Dried Lima..... 8		Laurel 1/4..... 4 70	
Fancy.....	17	Medium Hand Picked..... 2 40		Laurel 1/8..... 4 60	
Guatemala		Brown Holland..... 2 25		Laurel 1/2 and 1/4 paper..... 4 63	
Choice.....	13	Farina		Meal	
Java		24 1 lb. packages..... 1 50		Boiled..... 2 50	
African.....	12	Bulk, per 100 lbs..... 2 50		Granulated..... 2 60	
Fancy African.....	17	Hominy		Feed and Millstuffs	
O. G.....	25	Flake, 50 lb. sack..... 90		St. Car Feed screened..... 20 50	
P. G.....	31	Pearl, 200 lb. bbl..... 5 00		No. 1 Corn and Oats..... 90 50	
Mocha		Pearl, 100 lb. sack..... 2 60		Corn Meal, coarse..... 19 80	
Arabian.....	21	Macaroni and Vermicelli..... 2 60		Winter Wheat Bran..... 17 50	
New York Basis.		Domestic, 10 lb. box..... 2 50		Winter Wheat Middlings..... 19 00	
Arbuckle.....	10 1/2	Imported, 25 lb. box..... 2 50		Cow Feed..... 18 50	
Dillworth.....	10 1/2	Pearl Barley		Screenings..... 18 00	
Jersey.....	11	Common..... 2 25		Oats	
Lion.....	10	Chester..... 2 25		Car lots..... 38 1/2	
McLaughlin's XXXX.....	10	Empire..... 3 50		Corn	
McLaughlin's XXXX sold to		Peas		No. 1 Timothy car lots..... 12 80	
retailers only. Mail all orders		Green, Wisconsin, bu..... 1 85		No. 1 Timothy ton lots..... 14 00	
direct to W. F. McLaughlin &		Green, Scotch, bu..... 1 90		Hay	
Co., Chicago.		Split, lb..... 4		Sage..... 15	
Extract		Rolled Oats		Hop..... 15	
Holland, 1/2 gross boxes.....	9 1/2	Rolled Avena, bbl..... 5 00		Laurel Leaves..... 15	
Felix 1/2 gross.....	1 15	Steel Cut, 100 lb. sacks..... 2 65		Menna Leaves..... 25	
Hummel's foil 1/2 gross.....	85	Monarch, bbl..... 4 15		INDIGO	
Hummel's tin 1/2 gross.....	43	Monarch, 90 lb. sacks..... 2 25		S. F., 2, 3 and 5 lb. boxes..... 55	
CRACKERS		Quaker, cases..... 3 10		JELLY	
National Biscuit Co.'s brands		Sago		5 lb. pails per doz..... 1 85	
Butter		East India..... 3 1/2		15 lb. pails..... 37	
Seymour.....	6	German, sacks..... 3 1/2		30 lb. pails..... 68	
New York.....	6	German, broken package..... 4		LICORICE	
Family.....	6	Tapioca		Pure..... 30	
Salted.....	6	Flake, 110 lb. sacks..... 4 1/2		Calabria..... 23	
Wolverine.....	7	Pearl, 130 lb. sacks..... 4 1/2		Sicily..... 28	
Soda		Pearl, 24 1 lb. packages..... 6 1/2		Root..... 11	
N. B. C.....	7	Wheat		Eagle Brand	
Soda, City.....	8	Cracked, bulk..... 8 1/2		High test powdered lye.	
Long Island Wafers.....	13	24 2 lb. packages..... 2 50		Single case lots.	
Zephyrette.....	13	FISHING TACKLE		10c size, 4 doz cans per case 3 50	
Oyster		1/4 to 1 inch..... 6		Quantity deal.	
Round.....	6	1 1/2 to 2 inches..... 7		33.90 per case, with 1 case free	
Square.....	6	2 1/2 to 3 inches..... 11		with 3 cases.	
Extra Farina.....	7 1/2	3 inches..... 15		Condensed, 2 doz..... 1 20	
Saltine Oyster.....	7 1/2	Cotton Lines		Condensed, 4 doz..... 2 25	
Sweet Goods-Boxes		No. 1, 10 feet..... 5		MEAT EXTRACTS	
Animals.....	10	No. 2, 15 feet..... 7		Armour's, 2 oz..... 4 45	
Assorted Cake.....	10	No. 3, 15 feet..... 9		Armour's, 4 oz..... 8 20	
Belle Rose.....	8	No. 4, 15 feet..... 10		Liebig's, Chicago, 2 oz..... 2 75	
Bent's Water.....	16	No. 5, 15 feet..... 11		Liebig's, Chicago, 4 oz..... 5 50	
Cinnamon Bar.....	10	No. 6, 15 feet..... 12		Liebig's, Imported, 2 oz..... 4 55	
Coffee Cake, Iced.....	10	No. 7, 15 feet..... 15		Liebig's, Imported, 4 oz..... 8 50	
Coffee Cake, Java.....	10	No. 8, 15 feet..... 18		MOLASSES	
Cocoa Macarons.....	18	No. 9, 15 feet..... 20		New Orleans	
Cocoa Bar.....	10	Linen Lines		Fancy Open Kettle..... 40	
Cocoa Nut Taffy.....	12	Small..... 20		Choice..... 35	
Cracknels.....	12	Medium..... 26		Fair..... 26	
Creams, Iced.....	8	Large..... 34		Good..... 22	
Cream Crisp.....	10 1/2	Poles		Half-barrels 2c extra	
Cubans.....	11 1/2	Bamboo, 14 ft. per doz..... 50		MUSTARD	
Current Fruit.....	10	Bamboo, 16 ft. per doz..... 65		Horse Radish, 1 doz..... 1 75	
Frosted Honey.....	12	Bamboo, 18 ft. per doz..... 80		Horse Radish, 2 doz..... 3 50	
Frosted Cream.....	12	FRESH MEATS		Barry's Celery, 1 doz..... 2 00	
Ginger Gems, 1/2 gross.....	8 1/2	Beef			
Ginger Snaps, N. B. C.....	6 1/2	Carcass..... 5 1/2 2 8			
Gladiator.....	10 1/2	Forequarters..... 6 2 8			
Grandma Cakes.....	9	Hindquarters..... 7 1/2 2 10			
Graham Crackers.....	8	Loins..... 10 2 15			
Graham Wafers.....	12	Ribs..... 8 2 12			
Grand Rapids Tea.....	18	Rounds..... 7 1/2 2 9			
Honey Flingers.....	12	Chunks..... 5 2 6 1/2			
Iced Honey Crumpets.....	12	Plates..... 2 4			
Imperial.....	8				
Jumbles, Honey.....	12				
Lady Fingers.....	12				
Lemon Snaps.....	9				
Lemon Wafers.....	18				
Marshmallow.....	18				

6	7	8	9	10	11
METAL POLISH 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, 1/2 pt. can, per doz. 1 60 Liquid, 1 pt. can, per doz. 2 80 Liquid, 1/2 gal. can, per doz. 8 50 Liquid, 1 gal. can, per doz. 14 00 OLIVES Bulk, 1 gal. kegs. 1 60 Bulk, 3 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, 8 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 25 PIPES Clay, No. 216. 1 70 Clay, 1, D. full count. 65 Co., No. 7. 75 PICKLES Medium Barrels, 1,200 count. 7 50 Half bbls, 600 count. 4 25 Small Barrels, 2,400 count. 9 50 Half bbls, 1,200 count. 5 00 PLAYING CARDS No. 90, Steamboat. 90 No. 10, Rival, assorted. 1 20 No. 20, Rover, enameled. 1 60 No. 572, Special. 1 75 No. 98, Golf, satin finish. 2 00 No. 808, Bicycle. 2 00 No. 632, Tournam't Whist. 2 25 POTASH 48 cans in case. 4 00 Babbitt's. 3 00 Penna Salt Co.'s. 3 00 PROVISIONS Barreled Pork Mess. 17 50 Back, fat. 18 50 Clear back. 19 00 Short cut. 17 75 Pig. 20 00 Bean. 16 50 Family mess loin. 18 50 Clear. 18 00 Dry Salt Meats Bellies. 11 S F Bellies. 11 1/2 Extra shorts. 10 1/2 Smoked Meats Hams, 12 lb. average. 12 1/2 Hams, 14 lb. average. 12 1/2 Hams, 15 lb. average. 12 1/2 Hams, 20 lb. average. 12 1/2 Ham orio beef. 12 1/2 Smokers (N. Y. cut). 12 1/2 Bacon, clear. 12 1/2 California hams. 12 1/2 Boiled hams. 12 1/2 Picnic Boiled Hams. 14 1/2 Berlin Ham pr's'd. 9 1/2 Mince Hams. 9 1/2 Lard Compound. 7 1/2 Pure. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 50 lb. tubs. advance. 7 1/2 Sausages Bologna. 6 1/2 Liver. 6 1/2 Pork. 8 1/2 Veal. 7 1/2 Tongue. 7 1/2 Headcheese. 6 1/2 Beef Extra Mess. 11 00 Boneless. 11 00 Rump, New. 11 00 1/2 bbls, 40 lbs. 1 80 1/2 bbls, 40 lbs. 1 80 1 bbls, 80 lbs. 3 00 Tripe Kits, 15 lbs. 70 Kits, 40 lbs. 1 30 Kits, 80 lbs. 2 60 Casings Pork. 25 Beef rounds. 5 Beef middles. 12 Sheep. 85 Uncolored Butterine Solid, dairy. 211 Mollis, dairy. 11 1/2 Mollis, dairy. 11 1/2 Solid, dairy. 11 1/2 Canned Meats Corned beef, 2 lb. 4 40 Corned beef, 2 lb. 17 60 Corned beef, 2 lb. 4 40 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 RICE 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	SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS 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. 3 00 SAL SODA Granulated, bbls. 80 Granulated, 100 lb. cases. 80 Lump, bbls. 75 Lump, 145 lb. kegs. 80 SALT Diamond Crystal Table, cases, 24 3 lb. boxes. 1 40 Table, barrels, 100 3 lb. bags. 3 00 Table, barrels, 50 6 lb. bags. 3 00 Table, barrels, 40 7 lb. bags. 2 75 Butter, barrels, 320 lb. bulk. 2 58 Butter, barrels, 20 14 lb. bags. 2 58 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 27 Shaker, 24 lb. boxes. 1 50 Common Grades 100 3 lb. sacks. 1 90 60 5 lb. sacks. 1 80 28 10 lb. sacks. 1 70 56 lb. sacks. 15 28 lb. sacks. 15 Warsaw 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 Solar Rock 56 lb. sacks. 23 Common Granulated Fine. 75 Medium Fine. 80 SALT FISH Cod Large whole. 5 1/2 Small whole. 5 Strips or picks. 7 Pollock. 3 1/2 Halibut. Strips. 13 Hunks. 14 Herring Holland white hoops, bbl. 10 50 Holland white hoops, bbl. 5 50 Holland white hoop, keg. 2 75 Norwegian. 3 80 Sound 100 lbs. 3 80 Round 50 lbs. 2 10 Scaled. 1 1/2 Scales. 1 1/2 Trout No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 Mackerel Mess 100 lbs. 16 50 Mess 50 lbs. 8 75 Mess 10 lbs. 1 80 Mess 5 lbs. 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 Whitefish No. 1 No. 2 Fam. 100 lbs. 7 75 50 lbs. 3 85 10 lbs. 82 4 lbs. 77 SEEDS Anise. 15 1/2 Canary, Smyrna. 8 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 Cattle Bone. 25 SHOE BLACKING Handy Box, large. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 35 Miller's Crown Polish. 85 SOAP Johnson Soap Co. brands— Silver King. 3 65 Calumet Family. 2 75 Scotch Family. 2 85 Cuba. 2 35 Jas. S. Kirk & Co. brands— American Family. 4 05 Dusky Diamond 50-8 oz. 3 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 Lautz Bros. & Co.'s brands— Big Acme. 4 00 Big Master. 4 00 Snow Boy Pwdr, 100-pigs 4 00 Marselles. 4 00 Acme, 100-1/2 lb bars. 3 70 Acme, 100-1/2 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. 8 25 A. B. Wristley brands— Good Cheer. 4 00 Old Country. 9 40	Scouring Enoch Morgan's Sons. Sapollo, gross lots. 9 00 Sapollo, half gross lots. 4 10 Sapollo, single boxes. 2 25 Sapollo, hand. 2 25 SODA Boxes. 5 1/2 Kegs, English. 4 1/2 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 48 SPICES Whole Spices Allspice. 12 Cassia, China in mats. 12 Cassia, Batavia, in bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 17 Cloves, Amboyana. 14 Cloves, Zanzibar. 14 Mace. 55 Nutmegs, 75-80. 50 Nutmegs, 105-10. 50 Nutmegs, 115-20. 35 Pepper, Singapore, black. 15 Pepper, Singapore, white. 25 Pepper, shot. 15 Pure Ground in Bulk Allspice. 16 Cassia, Batavia. 28 Cassia, Saigon. 48 Cloves, African. 17 Ginger, Coochin. 18 Ginger, Jamaica. 25 Mace. 55 Mustard. 17 Pepper, Singapore, black. 18 Pepper, Singapore, white. 25 Pepper, Cayenne. 25 STARCH Common Gloss 1-lb. packages. 5 3-lb. packages. 4 1/2 5-lb. packages. 5 1/2 40 and 50-lb. boxes. 3 1/2 Common Corn 20 1-lb. packages. 5 40 1-lb. packages. 4 1/2 SYRUPS Corn Barrels. 20 Half bbls. 22 10 lb. cans. 1 80 5 lb. cans, 1 doz. in case. 1 80 2 1/2 lb. cans, 2 doz. in case. 1 80 Pure Cane Fair. 16 Good. 20 Choice. 25 SUGAR Domino. 7 25 Cut Loaf. 5 65 Crushed. 5 65 Cubes. 5 30 Powdered. 5 15 Coarse Powdered. 5 10 XXXX Powdered. 5 10 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, Ridgewood A. 4 85 No. 4, Phenix A. 4 80 No. 5, Empire A. 4 75 No. 6, Empire 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 35 No. 14. 4 30 No. 15. 4 25 TEA Japan Sundried, medium. 24 Sundried, choice. 30 Sundried, fancy. 36 Regular, medium. 24 Regular, choice. 30 Regular, fancy. 36 Basket-fred, medium. 38 Basket-fred, choice. 31 Basket-fred, fancy. 43 Nibs. 22 1/2 Siftings. 9 1/2 Fannings. 12 1/2 Gunpowder Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pingsuey, medium. 30 Pingsuey, choice. 36 Pingsuey, fancy. 40 Young Hyson Choice. 30 Fancy. 36 Oolong Formosa, fancy. 42 Amoy, medium. 25 Amoy, choice. 32 English Breakfast Medium. 20 Choice. 30 Fancy. 40 India Ceylon, choice. 22 Fancy. 42 TOBACCO Cigars H. & P. Drug Co.'s brands. Fortune Teller. 35 00 Our Manager. 35 00 Quintette. 35 00	Fine Cut adillac. 54 Sweet Loma. 56 Hiawatha, 5 lb. palls. 56 Hiawatha, 10 lb. palls. 54 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Jolly Tar. 38 Tiger. 38 Plug 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. 43 Nobby Twist. 38 Jolly Tar. 38 Old Honesty. 42 Foddy. 33 J. T. 36 Piper Heldstick. 61 Boot Jack. 78 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 Smoking Sweet Cor. 34 Flat Car. 39 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 I X L, 5 lb. 28 I X L, 16 oz. palls. 30 Jingle Dew. 35 Gold Block. 38 Flagman. 38 Chips. 32 Kill Dried. 21 Duke's Mixture. 38 Duke's Cameo. 41 Myrtle Navy. 40 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. palls. 37 Cream. 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 34 Peerless, 1 1/2 oz. 36 Air Brake. 36 Count Hook. 30 Country Club. 32 Fore-X-XXX. 28 Good Indian. 23 Self Binder. 20-22 Silver Foam. 34 TWINE 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 VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 WASHING POWDER Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 50 Gold Dust, 5c. 4 50 Kirkline, 24 lb. crate. 3 80 Pearlina. 2 75 Soapine. 10 Babbitt's 1776. 3 75 Roseline. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 80 Scourline. 3 50 Rub-No-More. 3 75 WICKING No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55 WOODENWARE Baskets Bushels, wide band. 1 10 Market. 1 25 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 8 00 Willow Clothes, medium. 5 50 Willow Clothes, small. 5 00 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gals., each. 2 40 Barrel, 10 gals., each. 2 55 Barrel, 15 gals., each. 2 70 Clothes Pins Round head, 5 gross box. 50 Round head, cartons. 75 Egg Crates Humpty Dumpty. 2 25 No. 1, complete. 29 No. 2, complete. 18 Cork lined, 8 in. 65 Cork lined, 10 in. 75 Cedar, 8 in. 85	Mop Sticks Trojan spring. 90 Eclipse patent spring. 85 No. 1 cotton mop. 75 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Pay Car. 31 Ideal No. 7. 90 Pails 2-hoop Standard. 1 50 3-hoop Standard. 1 65 2-wire, Cable. 1 60 3-wire, Cable. 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 40 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 50 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 Tubs 20-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 16-inch, Standard, No. 3. 5 00 20-inch, Cable, No. 1. 7 50 18-inch, Cable, No. 2. 6 50 16-inch, Cable, No. 3. 5 50 No. 1 Fibre. 9 45 No. 2 Fibre. 7 95 No. 3 Fibre. 7 20 Wash Boards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 3 25 Single Peerless. 2 50 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter. 75 13 in. Butter. 1 10 15 in. Butter. 1 75 17 in. Butter. 2 75 19 in. Butter. 4 25 Assorted 13-15-17. 1 75 Assorted 15-17-19. 3 00 WRAPPING PAPER Common Straw. 1 1/2 Fiber Manila, white. 3 1/2 Fiber Manila, colored. 4 No. 1 Manila. 4 1/2 Cream Manila. 3 Butcher's Manila. 2 1/2 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15 YEAST CAKE Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 00 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH White fish. 10 1/2 Trout. 10 1/2 Black Bass. 11 1/2 Halibut. 12 Clascos or Herring. 5 Bluefish. 11 1/2 Live Lobster. 25 Boiled Lobster. 27 Cod. 10 Haddock. 8 No. 1 Pickerel. 8 1/2 Pike. 7 Perch. 7 Smoked White. 12 1/2 Red Snapper. 12 Col River Salmon. 15 1/2 Mackerel. 19 1/2 OYSTERS Cans F. H. Counts. per can 50 Extra Selects. 50 Selects. 50 Perfection Standards. 50 Anchors. 50 Standards. 50 HIDES AND PELTS Hides Green No. 1. 7 Green No. 2. 8 Cured No. 2. 7 1/2 Calfskins, green No. 1. 8 1/2 Calfskins, green No. 2. 8 1/2 Calfskins, cured No. 1. 8 1/2 Calfskins, cured No. 2. 8 1/2 Steer hides 60 lbs. or over. 8 1/2 Cow hides 60 lbs. or over. 8 1/2 Pelts Old Wool. 25 50 Lamb. 10 30 Shearings. 10 30 Tallow No. 1 cake. 5 No. 2. 4	Wool Washed, fine. 20 Washed, medium. 23 Unwashed, fine. 15 Unwashed, medium. 16 CANDIES Stick Candy Standard. bbls. palls 7 Standard H. H. 7 Standard Twist. 7 Cut Loaf. 9 Jumbo, 32 lb. 7 1/2 Extra H. H. 10 1/2 Boston Cream. 10 Root Root. 8 Mixed Candy Grocers. 8 Competition. 7 1/2 Special. 7 1/2 Conserves. 7 1/2 Royal. 8 1/2 Ribbon. 9 Broken. 8 Cut Loaf. 8 1/2 English Rock. 9 Kindergarten. 9 Bon Ton Cream. 8 1/2 French Cream. 9 Dandy Pan. 10 Hand Made Cream. 11 1/2 mixed. 11 1/2 Premo Cream mix. 12 1/2 Fancy-In Pails O F Horsehead Drop. 10 1/2 Pony Hearts. 15 Coco Bon Bons. 12 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 1/2 Lozenges, plain. 12 Lozenges, printed. 10 Champion Chocolate. 11 Eclipse Chocolates. 13 1/2 Quintette Choc. 12 Champion Gum Dps. 8 Moss Drops. 9 Lemon Sours. 9 Imperial. 9 Ital. Cream Op. 12 Ital. Cream Bonbons. 12 20 lb. palls. 11 Molasses Chews, 15 lb. cases. 12 Golden Waffles. 12 Fancy-In 5 lb. Boxes Lemon Sours. 250 Peppermint Drops. 260 Chocolate Drops. 260 H. M. Choc. Drops. 285 H. M. Choc. Lt. and Dk. No. 12. 21 00 Gum Drops. 235 O. F. Licorice Drops. 250 Lozenges, plain. 250 Lozenges, printed. 260 Imperial. 255 Mottos. 260 Cream Bar. 255 Molasses Bar. 255 Hand Made Creams. 80 290 Cream Buttons, Pep. and Wint. 265 String Rock. 265 Wintergreen Berries. 260 FRUITS Foreign Dried Figs Californias, Fancy. 20 Cal. pkg, 10 lb. boxes. 20 Extra Choice, Turk. 10 lb. boxes. 20 Fancy, Turk. 12 lb. boxes. 13 1/2 Pulled, 6 lb. boxes. 13 1/2 Naturalis, in bags. 20 Dates Fards in 10 lb. boxes. 2 6 1/2 Fards in 50 lb. cases. 2 6 1/2 Hallow. 5 5 1/2 1 lb. cases, cases. 2 4 1/2 Saira, 50 lb. cases. 2 4 1/2 NUTS Whole Almonds, Tarragona. 210 Almonds, Ivica. 210 Almonds, California, soft shelled. 15 16 Brazilia. 111 Filberts. 112 Walnuts, Grenobles. 115 Walnuts, soft shelled. 115 Cal. No. 1, new. 116 Table Nuts, fancy. 113 1/2 Pecans, Med. 110 Pecans, Ex. Large. 111 Pecans, Jumbo. 112 Hickory Nuts per bu. Ohio, new. 2 Cocoonuts, full sacks. 2 Chestnuts, per bu. 2 Shelled Spanish Peanuts. 5 1/2 Pecan Halves. 40 Walnut Halves. 37 Filbert Meats. 30 Alicante Almonds. 33 Jordan Almonds. 33 Peanuts Fancy, H. P. Suns. 4 1/2 Fancy, H. P. Sun. Roasted. 6 1/2 Choice, H. P. Jumbo. 7 1/2 Choice, H. P. Jumbo. Roasted. 8 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



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

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case.....45
1/4 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
1/4 lb. cans 3 75
1 lb. cans. 4 80
3 lb. cans 13 00
5 lb. cans. 21 50

BLUING

Aretic, 4 oz. ovals, per gross 4 00
Aretic, 8 oz. ovals, per gross 6 00
Aretic 16 oz. round per gross 9 00



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

BREAKFAST FOOD

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

Cases, 24 1 lb. packages.....2 70

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

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages.....2 00
CIGARS
G. J. Johnson Cigar Co.'s brand.



Less than 500.....33 00
500 or more.....32 00
1000 or more.....31 00

CLEANER & POLISHER



6 oz. can, per doz.....1 35

Quart can, per doz.....2 25

Gallon can, per doz.....7 50

Samples and Circulars Free.

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelsior, M. & J. 1 lb. cans
Excelsior, M. & J. 2 lb. cans
Tip Top, M. & J., 1 lb. cans.
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer Co., Detroit and Jack-
son; B. Desenberg & Co., Kal-
amazoo; Symons Bros. & Co.,
Saginaw; Melsel & Goeschel,
Bay City; Fielbach Co., Toledo.

CONDENSED MILK

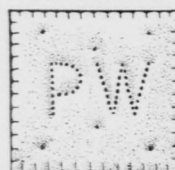
4 doz in case.



Gall Borden Eagle.....6 40
Crown.....5 90
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 00
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
Floradora Cookies, c'se. 2 00
Subject to liberal discount. Case
contains 50 packages. Complete
line of high grade crackers and
sweet goods. Perfection Bis-
cuit Co., Ft. Wayne, Ind.
Freight allowance made on
all shipments of 100 lbs or more
where rate does not exceed 40c
per hundred.

FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Vanilla.....Lemon.....
1 oz full m. 1 20 1 oz full m. 80
1 oz full m. 2 10 2 oz full m. 1 25
No. 3 fan'y. 3 15 No. 3 fan'y. 1 75



Vanilla.....Lemon.....
2 oz panel. 1 20 2 oz panel. 75
3 oz taper. 2 00 4 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 1/2 pound pockets.....7 1/4



Best grade Imported Japan,
3 pound pockets, 33 to the
bale.....6
Cost of packing in cotton pock-
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 & PERRINS' SAUCE

The Original and
Genuine
Worcestershire.
Lea & Perrin's, pints.....5 00
Lea & Perrin's, 1/2 pints.....2 75
Halford, large.....3 75
Halford, small.....2 25

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.

You Can Succeed

In working up a first-class
trade in Crackers and Sweet
goods if you will only handle
the right kind.

Standard D Crackers

are well known for their su-
perior and uniform quality,
and they bring you a good
profit. A postal will bring
you full particulars and price
list.

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

Fans For 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.

Like an Open Book

STATE OF MICHIGAN)
COUNTY OF KENT) ss

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

I am a resident of Grand Rapids and am employed as pressman in the office of the Tradesman Company. Since the issue of October 4, 1899, no edition of the Michigan Tradesman has fallen below SEVEN THOUSAND complete copies. I have personally superintended the printing and folding of every edition and have seen the papers mailed in the usual manner. And further deponent saith not.

John De Boer

STATE OF MICHIGAN)
COUNTY OF KENT) ss.

Ernest A. Stowe, being duly sworn, deposes and says as follows:

I am President of the Tradesman Company, publisher of the Michigan Tradesman, and certify to the correctness of the above affidavit.

Ernest A. Stowe

Sworn to and subscribed before me, a Notary Public in and for said county.



Henry B. Fairchild

Notary Public in and for Kent County, Mich.

Does any other trade journal of your acquaintance fortify its statements as to circulation by the affidavit of its pressman?

Are you sure you are getting the circulation you are paying for in all cases? Is there any reason why you should not insist on circulation claims being verified, the same as you insist on verifying the count of your grocer and the measurement of your dry goods dealer? Why should your advertising be treated like a cat in a bag, instead of being measured like any other commodity?

Detailed sworn statement of any issue or series of issues cheerfully furnished any patron on application.

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.

WE WANT AGENTS TO SELL FIRST-CLASS cumulative preferred copper mining stock, Arizona. First-class property. Company and bank references. Address Cedar Forest Gold & Copper Co., 534 and 535 Broadway block, Los Angeles, Calif. 417

THE BEST CHANCE YET, IF YOU WANT to step into a well established business in a fine new store and a good thriving town in Northern Michigan. General stock invoices about \$3,000. Will sell stock and rent building or will sell all at a bargain. I wish to sell on account of poor health. Write at once to No. 416, care Michigan Tradesman. 416

DRUG STOCK FOR SALE—INVENTORIES \$1,800, 10 per cent. cash. Only one in good country town. Chas. Maynard, Britton, Mich. 415

FOR SALE—\$1,000 STOCK OF GENERAL merchandise and store 24x130; fine living rooms and hall, 22x30, over store; good barn, ice house and wood shed; store fixtures and stock all new; did \$12,000 business last year; stock can be reduced one-quarter in short time; located in county seat in Northern Michigan; population of country has doubled in past two years; a bargain; satisfactory reasons for selling. Address No. 411, care Michigan Tradesman. 411

A CHANCE TO MAKE \$5,000 PER YEAR. Prosperous Ohio business for sale. Other interests compel me to retire from the mercantile business. I offer for sale the best business in Northwestern Ohio; located in the most progressive town of 2,000 inhabitants in the state. Stock consists of complete lines of dry goods, clothing, shoes, groceries; in fact, everything found in a well-stocked, up-to-date store; all goods new and clean, purchased from the best manufacturers and dealers in the United States. This business will positively net \$5,000 per year or more to anyone who will give it proper attention. The above statements are not overdrawn, but actual facts that can be proven upon investigation. This is the most profitable business opportunity ever placed on the market. Address Utopia, care H. G. Thompson, care Marshall Field & Co., Chicago, Ill. 410

FOR SALE—STOCK OF DRY GOODS, shoes, furnishings and cloaks in the best town in Northern Michigan; population 2,000; established business eight years; stock will inventory about \$4,000; must sell on account of my health. Will sell for cash, no trade. Address Lock Box 87, Gaylord, Mich. 409

FOR SALE—A SMALL STOCK OF BAZAAR goods with shelving, counters and show cases, quick. Mrs. Coleburn, Northville, Mich. 408

FOR SALE—LIVERY, THE ONLY LIVERY stable at Nashville, Mich., a town of 1,500. Good barn, well equipped with horses and rigs and doing a splendid business. Address C. J. Scheidt, Nashville, Mich. 406

FOR SALE—GENERAL MERCHANDISE stock in live little town located in fine farming country; good potato market. Address S. A., care Michigan Tradesman. 405

ROAD SIGNS—MERCHANTS MAKE YOUR own road signs; something new and cheap; particulars for stamp. Lacon Sign Works, Lacon, Ill. 404

FOR SALE—A BAZAAR AND FANCY goods store, located in a pretty town of 2,500. Write for particulars. Address No. 403, care Michigan Tradesman. 403

PATENTED AND UNPATENTED INVEN- tions bought and sold. Lucas & Co., St. Louis, Mo. 402

FOR SALE—A FIRST-CLASS STOCK OF groceries and dry goods in the best little business town in Northern Indiana. Stock will inventory about \$5,000; average daily sales, \$75; located in good farming community; a genuine money-maker for the right person. Speculators need not apply. Located on Wabash railroad. Address No. 401, care Michigan Tradesman. 401

FOR SALE—MEAT MARKET IN TOWN of 1,200 inhabitants; one of the best business towns in the state; first-class in every respect; it will pay you to investigate. Address No. 400, care Michigan Tradesman. 400

FOR SALE CHEAP FOR CASH—CANDY and ice cream parlor, fitted with Tuft's large double arctic fountain; ten gallon ice cream freezer with 2 horse power motor; new show cases, counters, tables and first-class fixtures throughout. It is centrally located in the heart of the retail business of the city on the main thoroughfare and doing a good paying business. Legitimate reasons for selling. A snap for someone. Address Box 646, Sault Ste. Marie, Mich. 407

FOR SALE—CLOTHING STORE AT KE- wanna, Ind.; population 1,200; two railroads; rich surrounding farming country; value of stock, about \$6,000; old stand, good business; established twenty-three years; present stock practically new; nothing on hand longer than two years. Reason for selling, poor health. Must change climate. Address J. P. Urbin, Kewanna, Ind. 413

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

\$500 FOR BUILDING AND VARIETY stock in booming town of Constantine, Mich. Will H. Lamb. 412

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 LIMIT- ed 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. 333

I HAVE SOME CITY REALTY. WILL trade for stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

WANTED AT ONCE—EXPERIENCED clothing shoe and dry goods salesman; steady position for right person. Address, with references, H. Hirsberg, Elk Rapids, Mich. 399

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 hardwood lumber industries. Will sell or rent building. Reason for selling, ill health. Must change climate. Address 372, care Michigan Tradesman. 372

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

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 inventory about \$4,000; clean stock; established seven years; want to engage in other business. Address Lock Box 495, Paulding, Ohio. 395

FOR SALE—\$4,500 GROCERY AND MAR- ket, well located in Northern Illinois; milking town; annual sales \$50,000. Address No. 393, care Michigan Tradesman. 393

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

\$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 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 bustling city. One thousand dollars cash or time. Address No. 373, care Michigan Tradesman. 373

FOR SALE—A SMALL STOCK OF DRUGS, also fixtures. Must be sold soon. Address J. G., care Michigan Tradesman. 27

FOR SALE—\$1,000 GENERAL STOCK AND \$2,000 store and residence, all for \$2,000 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 Walhausen, 1345 Johnson St., Bay City, Mich. 311

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 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. 90

MISCELLANEOUS

PHARMACIST, SITUATION WANTED, drug or general store. Write Box 202, Trufant, Mich. 414

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. 340

WANTED AT ONCE—DRUG CLERK, registered or registered assistant. J. J. VanHaften, care Yore Block Pharmacy, B nton Harbor, Mich. 353

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

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. 390

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 83, Eustis, 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 personal conducted. For terms and dates, address 1414 Wabash Ave., Chicago. 317

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