

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 17, 1903.

Number 1030

## 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.

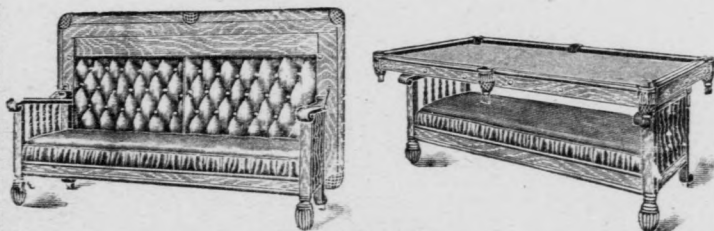
Boston---177-181 Congress Street.

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.

## The Utmost Care

Your investments should be made with much care. . . . consult only those having an intimate knowledge of high grade securities. . . . whose recommendations are based on thorough investigations and the choice quality of every investment they offer. . . . in whose judgment you can place all confidence. Such are the services we tender you.

### 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.

Strongest, purest and best, packed in a can having two lids, one easily cut and the other removable for constant use. Eagle Lye is used for soap making, washing, cleaning, disinfecting, softening water, etc., etc. Full directions on can wrapper.

## OUR New Deal FOR THE Retailer

This Deal is subject to withdraw at any time without further notice

**Absolutely Free of all Charges**

## One Handsome Giant Nail Puller

to any dealer placing an order for a 5 whole case deal of EAGLE BRANDS POWDERED LYE.

### HOW OBTAINED

Place your order through your jobber for 5 whole cases (either one or assorted sizes) Eagle Brands Powdered Lye. With the 5 case shipment one whole case Eagle Lye will come shipped FREE. Freight paid to nearest R. R. Station. Retailer will please send to the factory jobber's bill showing purchase thus made, which will be returned to the retailer with our handsome GIANT NAIL PULLER, all charges paid.

Eagle Lye Works, Milwaukee, Wisconsin

## The Popular Ocean Wave Washers

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

Light Running

Hand-some

Durable



Adjustable to High or Low Speed

SOLD ONLY TO ONE DEALER IN EACH TOWN

Write for particulars

## Voss Bros. Mfg. Co.

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



Fruit Flavor

Fruit Flavor

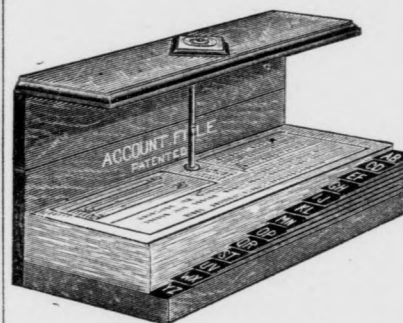
## This Is the Popular Flake Food

With the masses. Delicious, palatable, nourishing and economical. Liberal discounts to the trade. Order through your jobber. Write for free sample and particulars.

**Globe Food Company, Limited**  
318 Houseman Block,  
Grand Rapids, Mich.

Distributors: Judson Grocer Company, Worden Grocer Co., Musselman Grocer Co., Grand Rapids

## Simple Account File

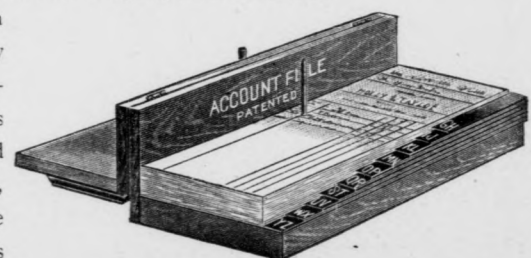


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

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**



# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 17, 1903.

Number 1030

**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. R. McCORNE, Manager.**

**ANOTHER  
DOUGLAS, LACEY  
& COMPANY  
ENTERPRISE**

at 75¢ per share, until June 30, 1903. All  
subscriptions over 1,000 shares subject to  
allotment, and under that amount filled in full.  
Full information furnished upon applica-  
tion, and make all drafts or money orders  
payable 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

## IMPORTANT FEATURES.

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## GENERAL TRADE REVIEW.

When the new low level of the stock market decline was reached a week ago, there was a strong sentiment that the extreme of depression was past and that a revival must be immediate and rapid. Buyers were in evidence to a degree that gave prices a sharp upward movement, but the strength of the bear element had not been fully discounted. The resistance to the advance this week, aided by the Old World political troubles, gives a wide fluctuation of values, many properties suffering severe declines. On the whole there seems to be more confidence in the situation and many anticipate that in the see-sawing the average will continue upward.

Meanwhile general industrial conditions continue very satisfactory. The ending of the long drouth in the East brings those sections into the buying and distributing field again, and the stoppage of forest fires ends the serious threats as to the future of the lumber market. The disturbances of floods and storms are still a factor in the West, but as the extent of damage is always so obvious they bring no elements of uncertainty to affect the situation elsewhere. Labor uneasiness is not so serious as there seems to be a recognition of the fact that the unanimous front of employers' organizations is effectual to meet the onset of unwarranted and unjust demands. There is much promise in this development of the labor and capital war that when an industry is threatened with destruction through the raising of wage scales so far above a parity as to prevent competing in any market a halt may be called without precipitating an earthquake.

Payments through the clearing houses of the country, in spite of the small volume of speculative trading,

exceeds that of a year ago by 18 per cent. And it is significant that this is distributed evenly in all the important cities of the country. Of all manufacturing returns footwear factories still make the most satisfactory exhibit. Forwardings from Boston for the last week were 25,000 cases larger than in the same week last year, and for the year to date surpass the previous high record by 50,000 cases. There is a vigorous enquiry for all standard styles, for which producers are able to secure full prices. There is also a strong tendency in leather, and arrivals of foreign dry hides are promptly absorbed, while the Chicago slaughter hides market holds its recent advances. Cotton goods are demoralized by the sensational position of raw material, and buyers hesitate to pay the small advances asked by the mills. Consequently business is small, especially for future delivery. There is also somewhat of a tendency to await developments as to woolsens and worsteds, although the raw material of this industry is also in a strong position.

## Hides, Pelts, Tallow and Wool.

The hide market remains firm at late advances but buyers hesitate and follow the hand-to-mouth tactics to keep running. The uncertainty of the result of wet hides from Kansas and St. Louis affects the market. Heavies are no higher.

Pelts are in small supply and there is a good demand at high values.

Tallow shows a stronger feeling, with few sales. Any advance is hard to obtain, as soapers are well supplied.

Wool is some stronger West, in spite of the depressed market East. A slight advance has been paid the past week to move some bunches. Manufacturers resort to substitutes for wool rather than pay prices that are forced at the West. Many buyers have left the state and trade is more quiet. Bunches are strongly held above Eastern ideas of value.

Wm. T. Hess.

Claude Cole, of the firm of Cole Bros., grocers and produce dealers, and Bowerman & Cole Bros., grain and feed dealers, at Kalkaska, was in town very early in the week with his wife and thirteen young ladies who are members of his Sunday school class. They attended church and the Mel Trotter mission Sunday and visited numerous places of interest Monday, returning home on the late train.

Petoskey—The New Era Rug Co., Ltd., has filed papers with the Register of Deeds.

## Pays Its Compliments To the Governor.

At the regular meeting of the Grand Rapids Credit Men's Association, held at the Peninsular Club last evening, the following resolutions were unanimously adopted:

Whereas—Governor Bliss saw fit to veto the sale-in-bulk bill in the face of an overwhelming vote in its favor in both branches of the Legislature; and

Whereas—The veto is to be attributed solely to the personal vindictiveness of the executive toward the Senator who championed the bill; and

Whereas—The veto was accompanied by absence of candor on the part of the executive, while the reasons given for the veto were puerile and evasive; therefore

Resolved—That we condemn the action of the Governor as unfair to the business interests of the State and tending to perpetuate fraudulent sales by dishonest debtors;

Resolved—That our hearty thanks be tendered Senator Brown and Representative Scott for their painstaking efforts in behalf of the measure; also to the Michigan Knights of the Grip for the time and money they expended in the endeavor to secure the enactment of the bill.

## The Boys Behind the Counter.

Grand Ledge—Claude Jarman, for some time past head clerk for J. E. Niles, is now behind the counter for Hixson & Bromley.

Hillsdale—Robt. Tyler, for several years a clerk at Lawrence's hardware store, has taken a position with the Granger Hardware Co., at Albion.

Bay View—Clyde Baer and Miss Inda Martin are clerking in J. E. Martin's new grocery store.

Escanaba—While Miss Mary Hogan was engaged in doing some work about Hogan's fruit and confectionery store her dress became entangled with a large box containing twenty-four packages of torpedoes of the largest size. The box rested upon another box and when dragged from its place fell to the floor with such force that the torpedoes were exploded. The force of the explosion tore the box apart and scattered its contents in every direction and for a time there was a scene of wild excitement. The young lady escaped with a bad fright.

G. R. Ferguson, Secretary of the Oxford Pure Food Co., Ltd., was in the city last week and placed Oxford Flakes in the hands of the Judson Grocer Company, Worden Grocer Co., National Grocer Co. and Clark-Jewell-Wells Co.

## PLEASING THE PEOPLE.

## Feature Which Equals Advertising in Importance.

It would seem that in cities of metropolitan proportions, where the competition in mercantile circles is sharp and where the public is more exacting than it is in smaller communities, merchants would make it a rule to employ, so far as possible, only competent salespeople. It is apparent that much of the success of a store depends upon the faithful application of the people who do the selling, who come in direct contact with customers. The buying public judges the store by the manner in which the clerks look after its interests, and so it will be seen that no matter how good are the intentions and aims of the management of a mercantile institution there is liable to be trouble of a nature most damaging if these people who have in charge the work of disposing of the goods are at fault in carrying out the intentions of the proprietors.

We see every day in towns of respectable size illustrations that tend to create a feeling not favorable to a certain class of salespeople often found in stores that claim to be up-to-date in every particular. A man with an eye trained to the observation of things around him has but to enter the average retail establishment and keep on a lookout for developments a few minutes to discover that the public often has just cause for complaint against the treatment accorded by clerks of a mediocre make-up. If one will take a trip through the stores of a city of 15,000 population for the purpose of watching the ways of clerks, he will discover much that will be of interest, especially if he is in any way connected with the mercantile trade. It is possible for the stranger to discover the state of affairs in a store much easier than it is for the manager, from the fact that when the head of the house is present the salespeople are generally on their good behavior.

Not long ago I chanced to be standing in a large store that advertised to supply nearly all the wants of mankind. It also stated in its newspaper announcements that patrons were also treated with the most devoted service on the part of the people in the various departments. As I stood watching the throng of people coming and going, I chanced to notice in particular a lady who entered the place. Her dress was not the most fashionable and it was evident from her general make-up that she was not of the ultra-swell type that is seen all too often in the cities. Two or three clerks were grouped about the end of a show case as she entered. As she came through the door, they began snickering in a manner that would naturally indicate that they were greatly amused at the way the lady was attired. It was with seeming reluctance that one of the party approached the lady to ascertain her

wants, and during the time she stood at the counter the others looked on with increasing merriment. I noticed that now and then they nudged each other in the ribs and winked slyly at the customer, while the one who was trying (or pretending to try) to make a sale found it difficult to keep from laughing aloud. The lady was not slow in noticing the actions of the clerks, and after looking over a few pieces of cloth, left the place without buying anything. As she passed out I noticed a look of disgust on her face.

By this time, my curiosity was somewhat aroused and I made it a point to drop into the next store she entered and look over some articles at a counter nearby where she stopped. I noticed at once that a different class of clerks were employed here. There was no giggling or winking back and forth across the room. Everybody seemed bent on giving satisfaction and there was not the slightest indication anywhere that the clerks were in a hurry to get rid of patrons. I watched the movements at the other counter as closely as possible without making myself conspicuous, and noted that the lady felt more at ease here than in the first place she entered. The clerk was very attentive and before she left she purchased \$25 worth of merchandise and paid for it from a fat pocket-book that indicated prosperity.

Another illustration of the way things are done may not be out of place in this article. Two ladies entered a big grocery store in a bustling city a few days ago. They desired to purchase several articles and were in somewhat of a hurry, as it was nearly supper time. There were four or five clerks in the place at the time, but only one was busy. He was waiting on customers, but the rest of the force was in the rear of the room conversing with the lady book-keeper. The two ladies stood patiently by the counter and waited for someone to come and inquire regarding their wants, but the several young men seemed too busily engaged to care if customers were looked after or not. The clerk who was busy tried to attract their attention but to no avail, and after waiting several minutes the ladies turned to leave. Then one of the clerks came rushing up to ask if they wanted anything, but they told him they would call again. It is needless to say, however, that they never came back.

Now these illustrations are not in the least exaggerated. They have been given with careful regard for the truth, and while it seems strange that such people are allowed to hold positions in places of business, it is nevertheless true that they are to be met with wherever you go. Without doubt the management of these stores is not aware of the existing state of affairs, but in all business undertakings it should be the aim of the guiding head to keep in close touch with every department and

every person employed. From this it is easy to see why some people who enter the store business always remain clerks. They are fit for nothing better—in fact some are not qualified to hold any position in a store.

Notwithstanding all this, it is no uncommon thing to hear clerks complaining because they do not get wages enough. They grumble because they have no opportunities to advance, instead of trying to make themselves more agreeable to customers and more proficient in the art of selling goods, in a majority of cases, the person who everlastingly kicks because he has no chance to get up in the world is the one who does the least to deserve promotion. There is a general law governing affairs in all lines of business to the effect that those who deserve reward shall receive it. Too many clerks are like the yokels who get buncoed at country fairs—they want something for nothing.

But it would seem that merchants could profit from a better understanding of matters between themselves and their clerks. While the time will probably never come when every store will have none but competent clerks to look after customers, much good might come from a free interchange of ideas on the matter of pleasing the people. It is a study which equals advertising in importance.

Raymond H. Merrill.

## Excellent Examples of Abuse and Sarcasm.

A certain advertiser who is now running a small card in the country papers of Michigan recently asked a bucolic publisher to send him duplicates of certain issues which he had not received, resulting in the following response:

"Some two weeks ago I sent you a bill for \$3.60 for advertising in my paper, to which you have not responded except by sending a cheap excuse. I am dead onto your scheme. Now you have worked me six months for nothing. It will do you no good from now on. I printed your advertisement for 26 weeks exactly as contract called for, one in each week. I don't care how much you lie about the advertisement. It was started on

Dec. 5 and continued to May 29, and I sent you a paper containing the advertisement each week. Now I can not guarantee the delivery of the paper to your door and engage someone to point out the advertisement to you. I have the files in my office to show that your advertisement was run exactly as contract called for. If I thought you or your firm was worth the price and had the honor to return them, I would send you the 26 papers with the advertisement in each one if you would return them; but if you would beat me out of \$3.60, you would also purloin the files. I refused one advertisement in your line because I did not want to conflict with yours, but had I accepted it, I would now be considerably ahead instead of your being six months' valuable advertising to the good. If you continue to think it is just the thing to dead-beat me, do not answer this, but if you have the least semblance of manhood and desire to do right, answer this letter, accompany it with a check or money order for the amount you certainly owe us—\$3.60—and I will not ask you to renew the contract. I thought you men were all right and have recommended you highly, but it is all off now."

The reply the advertiser made to this letter was as follows:

"Herewith find New York draft for \$3.60 to pay our account to date. Kindly receipt and return the enclosed bill. Your three sheets of abuse came during my absence from the city and hardly deserve notice. We dislike to have the ill will of even you, but will try to worry along as we did before you came to our notice. While we do not ask your good wishes, we do not merit your abuse. A man who would write the letter you did with as little provocation as you had can have but little respect for himself and none for decency or courtesy in correspondence. What you may think of me or our company makes but little difference. Where we are known your opinion won't hurt, and where you are known it won't count. When you write again try to be a gentleman. The effort will do you good, even if you don't succeed."

Our Carload of

**Carrara Paint**

has arrived and we can fill orders for No. 104  
or any other color promptly,

**WORDEN GROCER COMPANY**

Grand Rapids, Mich.



# PARENT OF THE TRUSTS.

## Organization of the Standard Oil Combination.

Look at the real nature of this Standard alliance in 1881. At its head was the Standard Oil Company of Ohio, a corporation with a nominal capital of \$3,500,000, which in seven years has increased by undivided profits to an acknowledged sum of \$35,000,000. Now this Standard Oil Company owned by direct purchase made in 1874, the important works of Pratt of New York, Lockhart of Pittsburg, and Warden of Philadelphia. These plants, run under their own names, had brought in large numbers of neighboring plants—sometimes the purchase had been complete; often it had been of only a percentage which was held in the name of some stockholder of the Standard concern, the original owners not wanting to sell to the Standard, and not understanding the relation to that concern of these apparently independent purchasers. There were a number of companies not covered by Standard Oil stock though Standard concerns; that is, they had been organized under separate charters by Standard men, and were run according to the Rockefeller idea. Such was the Acme Oil Company of Titusville. In all there were fourteen companies owned and controlled entirely by the Standard group, doing business under separate names, and having separate legal existences.

But in this Standard alliance there were twenty-six other companies, only a portion of the stock of each of which was owned by the Standard. These were companies which it had been found necessary to control or influence in order to achieve the great purpose. In most of these the Standard owned a majority stock, though there were a few in which they had been able so far to secure only a minority.

The individual holdings in these forty companies were scattered in a way most bewildering to an outsider. A man may have owned a large block of the Ohio Standard Oil Company stock, shares in the United Pipe Lines, in the Vacuum Oil Company of Rochester, in the Maverick Oil Company of Boston, in an oil producing concern like the Producers' Consolidated Land and Petroleum Company, in an oil selling concern like the Chess Carley Company of Louisville, in a dozen other companies. He may have been a director of the Standard Oil Company, the manager of the Pratt Manufacturing Company, director in a dozen other companies, and to the outsider each of these interests was separate. The public did not recognize the corporate value of the man's holdings. If he died and his estate was settled up the real market value of his property was lost, for there would be only fifteen or sixteen men in the world who appreciated fully its value and would be eager to secure it. It was appar-

ent then to the Standard stockholders for the safety of their own personal estates, for the sake of their wives and children, they must get their property into a more tangible shape.

But how was it to be done? These forty partnerships and corporations were scattered over many states. The United States does not recognize a federal industrial corporation. Business is supposed to be organized under the law of the state in which it operates. If it overlaps it, it is by the courtesy of the state into which it goes. When its operations become interstate, then the federal government has a right to regulate its operations. How unite these widely spread interests into a compact legal form?

The answer came only after much deliberation into which one by one all the leading men of the company were brought. Several forms of agreement were laid before the conferences. Finally one prepared by the company's counsel, Mr. S. C. T. Dodd, who from the first had had the problem in charge, was presented. It was the famous trust agreement—the Parent of the Trusts—and certainly it is an innocent and candid looking document to have raised the bother it has. Briefly stated, this agreement, accessible to all who wish to examine it in detail, provided that in each state where the Standard operated largely, as in Ohio, Pennsylvania, New York, a company should be organized to be known as the Standard Oil Company of that state, and that into it all of the properties in that state controlled entirely by the Standard combination should be placed. Nine trustees were then appointed, and the stock of each of these companies was to be turned over to them, they giving in return what were called trust certificates to the individual stockholders.

All of the property held in the twenty-six companies which were only partially owned by the Standard was to be turned over to the trustees in the same way, and the owners were to receive trust certificates. As soon as any one of these companies came into Standard control its property was to be conveyed to the Standard Oil Company of the state to which it belonged. The trustees were charged with full control of the property.

As soon as this agreement had been adopted, an inventory of the actual property was made. The inventory was made in the most conservative way, by practical men familiar with refineries, pipe lines, and all kinds of oil property. Every foot of pipe was measured—every inch of brickwork was considered. The cost of laying pipe and bricks, etc., was not taken into account. Only actual values were included. It was believed by those best fitted to know that the estimate of property resulting was under rather than over the value. It amounted to \$56,000,000 in actual money property and assets. The new organization was capitalized

at \$70,000,000, and at the start its shares sold at 80.

The agreement which unified the Standard alliance, made it tangible to the public, and safe for its stockholders, was signed on January 2, 1882. Just ten years before, on January 2, 1872, the organization of the South Improvement Company had been completed—an organization which had enabled Mr. Rockefeller, in three months, to wipe up almost the entire independent oil interests of Cleveland, Ohio, and increase his daily refining capacity from 1,500 to 10,000 barrels. It was on this good-sized foundation that Mr. Rockefeller had reared in ten years the Standard Oil Trust with a capitalization of \$70,000,000.—Ida M. Tarbell in McClure's.

## A Chip of the Old Block.

Wm. Henry Jennings, Jr., was born Sept. 16, 1880, his father being the well-known extract salesman who has sold goods out of this market for upwards of thirty years. His mother is a Rhode Island Yankee. Mr. Jennings attended the public schools of this city and began his business career selling scissors sharpeners, traveling with his father. He then covered the outside trade for one year for A. Kuppenheimer, after which he traveled another year for the Bradley Cigar Co. Deciding to see something of the world, he made a three months' trip to Texas and Mexico and, on his return to this city, he enlisted in the Navy. He is now stationed on the Franklin at Norfolk, Va., in the capacity of ship stenographer and correspondence clerk. He receives and reads all of the letters written to and by the seamen on shipboard and drills ninety men at regular intervals. So efficient is he in his work that he has received a third promotion since he enlisted. He is a thorough disciplinarian, having served several years in the local militia and having been prominently connected with the gym-

nasium department of the Y. M. C. A.

A woman of 81 sued a man of 27 for breach of promise of marriage. She asked for \$50,000 as salve for her wounded heart, which she insisted beat as fondly in age as in youth. The young man said the woman was crazy and the court evidently took that view for her suit was dismissed. The case is interesting as revealing that there is no immunity from the darts of love this side the grave.

## 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.

## Flags

Torpedo Canes  
Base Ball Supplies  
Hammocks

Complete line of Stationery and Wrapping Papers

Grand Rapids Stationery Co.

29 N. Ionia St., Grand Rapids, Michigan

## Our great prize offer!

In every 15 cent package of this delicious, ready-to-eat breakfast food is a numbered booklet. In every one hundred thousand of these is a booklet for which we will pay \$25, and there are others for which we pay \$10, \$2 and \$1. If you will use this food continually you will be almost sure to win some of these cash prizes.

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

A2

VOIGT  
CREAM FLAKES

## Around the State

### Movements of Merchants.

Carsonville—John A. Miller, baker, has sold out to C. H. Skeels.

Vermontville—Jas. Fleming has sold his boot and shoe stock to Chas. Fleming.

Corunna—Geo. N. Bignall has purchased the boot and shoe stock of Perry Duffy.

Escanaba—The Delta Hardware Co. has increased its capital stock from \$50,000 to \$100,000.

Detroit—Schrader & Bickel have purchased the grocery stock and meat market of Michael Romain.

Hillsdale—The report that the grocery firm of Briggs & Jones has dissolved is denied by both partners.

Detroit—The style of the furniture and carpet house of John Brushaber has been changed to J. Brushaber Sons.

Three Rivers—Solomon Friedman succeeds Friedman & Co. in the dry goods business at this place and also at Mendon.

Cassopolis—H. C. French has removed to South Bend and purchased an interest in the hardware stock of A. K. Keltner.

Ithaca—Wm. D. Iseman has taken a partner in his dry goods and grocery business under the style of Iseman & Barber.

West Bay City—W. E. McKittrick, formerly buyer for Jay Thompson & Co., has opened a new grocery store at this place.

Macon—Cotton Bros. continue the general merchandise business formerly conducted under the style of the Estate of W. P. Cotton.

Reed City—The sale of the P. F. Hoonan drug stock to C. E. Armstrong fell through, owing to the disinclination of the purchaser to complete the deal.

Marquette—Louis Grabower will take C. W. Hall as partner in his dry goods business and after July 6 the business will be conducted under the style of the Grabower-Hall Co.

Carleton Center—John W. McConnell has sold his general stock to W. D. Reynolds, formerly engaged in the grocery business at Coopersville.

Monroe—The Geo. Hurd Co., Limited, dealer in hay, grain and coal, and John Wahl, dealer in hay and grain, have merged their business under the style of the G. R. Hurd Co.

Clarksville—L. A. Scoville has sold his grocery stock to Dr. C. I. Taylor and W. A. Cummings, who will continue the business under the style of Taylor & Cummings. The new firm will add a dry goods stock.

Barryton—Skelton & Lafin have purchased the grocery and confectionery stock of Isanhart & Denno and added it to the stock in their big store. The latter have engaged in the real estate business.

Fennville—R. W. Harrold has sold his drug stock, which he has conducted under the style of E. A. Andrews & Co., to W. H. Fouch and M. B. Moore, who will continue the business

under the style of W. H. Fouch & Co.

Shepherd—J. Major Lemen has moved his drug stock into a new brick block, added eight show cases, a new soda fountain and fixtures and now has one of the finest and most complete stores to be found in this part of the State.

Onaway—The Onaway Limestone Co. has been established with a capital stock of \$100,000. The stockholders are E. J. Lobdell, Onaway, 5,000 shares; W. L. Churchill, Bay City, 2,500 shares, and H. D. Churchill, Alpena, 2,500 shares.

Traverse City—J. W. Slater, furniture dealer at this place, has purchased the undertaking business of C. O. Smith, at Thompsonville, and added lines of furniture, stoves and house furnishing goods. This makes three stores owned by Mr. Slater.

Battle Creek—Fred Sterling has purchased an interest in the department store stock of A. E. Poulsen and will assume the active management of the business. Mr. Poulsen will devote a portion of his time to the American Stone & Construction Co.

Alpena—Rogers Bros., who engaged in the elevator business here two years ago, are preparing to erect a new elevator, 40x130 feet in dimensions, three stories and basement. The building will be of brick and stone and will be completed in time to take care of the fall business.

Ypsilanti—Don Lawrence and Fred Horner have formed a copartnership under the style of Horner & Lawrence and will engage in the clothing, men's furnishing goods and shoe business about Sept. 1, taking the store building now occupied by Horner Bros. as a shoe store.

Vermontville—Charles Hull has sold his interest in the drug business of C. & F. B. Hull to his son, F. B., who will continue the business in his own name. Charles Hull came to this place in 1866 and has been engaged in business here continuously ever since, with the exception of three months in 1874 while he was in the West.

Pontiac—Turk Bros. have sold their crockery stock to Wigg Bros. Harry E. Wigg has been connected with the crockery department of Turk Bros. for the past fourteen years and has also spent one year in the wholesale crockery house of George Bowman & Co., of Cleveland. Osmond Wigg has been with Church & Linabury, of this city, for the past seven years, with the exception of the past year, which was spent in the store of Marshall Field & Co., of Chicago.

Ovid—The shoe and grocery firm of J. A. & J. A. Rose has dissolved partnership, the elder member removing to Lansing to engage in the shoe business with Jos. H. Burton, formerly of Ovid, but for the past few years employed in the shoe department of Newcomb, Endicott & Co., of Detroit. Rose Bros. have been in partnership at this place for

eighteen years and are the oldest business firm in town. James A. Rose will continue the shoe and grocery business in his own name.

Benton Harbor—Jesse Puterbaugh, Charles Wm. Weaver and M. J. Rogan have formed a copartnership under the style of Puterbaugh, Weaver & Co. to engage in the clothing business here about Aug. 15. Mr. Puterbaugh was a member of the former firm of Hipp, Enders & Puterbaugh, retiring three years ago on account of ill health, since which time he has resided on his farm. Mr. Weaver has clerked for Enders & Young eight years. Mr. Rogan is the well-known traveling representative for Solomon Bros. & Lempert. The new house will carry lines of hats, caps and furnishing goods, as well as clothing.

### Manufacturing Matters.

Carrollton—The capital stock of the Valley Sugar Co. has been increased from \$300,000 to \$500,000.

Bronson—The Bronson Neckwear Co. has been recently established at this place. Fred D. Jones is at the head of the new enterprise.

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

Elk Rapids—The Elk Rapids Iron Co. has secured the services of E. G. Rust to succeed H. B. Lewis as general manager of its interests at this place.

Reading—The Reading Creamery Co. has been formed to engage in the butter manufacturing business. It is capitalized at \$500 and held in equal amounts by G. E. Crane, Z. G. Culver, H. F. Doty and G. E. Teapening.

Hillsdale—The Hillsdale Elgin Creamery Co. has been organized with capital of \$10,000. The principal stockholders are Geo. E. Walworth, 5 shares; M. G. Mosher, 10 shares; C. M. Betts, 10 shares; L. H. Treusdorf, 5 shares, and S. H. Smith, 5 shares.

Vicksburg—A new enterprise has been established at this place under the style of the Vicksburg Grain Separator Cleaner Co. The authorized capital stock is \$5,000, held as follows: Wm. H. Dir, 54 1-6 shares; C. J. Dir, 54 1-6 shares; L. C. Best, 116 1-3 shares; Geo. W. Rawson, 83 2-3 shares, and Carson Durkee, 191 2-3 shares.

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

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CREDIT ADVICES  
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LITIGATION  
LIMITED  
WIDDICOMB BLDG. GRAND RAPIDS.  
DETROIT OPERA HOUSE BLOCK, DETROIT.  
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No Waste  
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Purely vegetable, of delicious flavor, and sold at popular prices—15 and 25c per can. **Good profit to the Retailer.** 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 remains practically unchanged from last week, quotations on 96 deg. test centrifugals being the same. Refiners were not particularly anxious buyers, even at quotations, and offerings were only moderate. Importers are not generally disposed to sell even at present values, preferring to store their product and await higher prices. The refined sugar market shows considerable activity, there being quite a good demand and with the advance of the season demand is expected to show considerable increase. Arbuckle Bros. have advanced their prices five points, but the other refiners have made no change as yet.

**Canned Goods**—The canned goods market continues very active, with numerous enquiries for several lines. Tomatoes are very firm and some packers are asking an advance of 2½c. Sales, however, are small, as stocks are light and holders are not at present very anxious sellers. There is nothing new to report in corn. There is almost none to be had and orders have to be turned down for this reason. Not much regarding the new crop is known as yet. Peas are scarce and very firmly held. Considerable interest is displayed in the new pack in this section of the country, but little definite information has been received as yet. There continues a very good demand for gallon apples from all sources and stocks will soon be all cleaned up. Three pound apples are all closed out and gallons are moving out very fast at slightly advanced prices. The demand for Michigan pie peaches has been unusually good the last few weeks and still continues so that now there are practically no three pounds left and gallons are selling at an advance of about 25c. The pack in Michigan this coming season will not be very large. On account of the short crop, prices will be prohibitive for canners. Considerable interest is manifested in the small fruits, which will be a very short pack this year and, consequently, bring high prices, particularly for strawberries and cherries. The demand for salmon continues good. The feeling is strong and so long as demand continues on the present basis there will be an upward tendency. The run on the Columbia River is reported to be somewhat better now. Sardines are firmly held, but with no change in price.

**Dried Fruits**—Trade in dried fruits continues very satisfactory for this season of the year and the general tendency of prices is rather higher than otherwise. The present consumptive demand is rapidly reducing stocks of all lines and it is believed there will be scarcely enough in some lines to last the remainder of the season. On account of the short crop of the early fruits it is thought there will continue to be a very good de-

mand for dried fruits for some time yet, thus carrying this business later into the summer season than is usually the case. Prunes continue in very good demand at the advance noted last week. Stocks are moderate and although the warm weather is at hand there is no anxiety felt on the part of holders as they expect to move all their stock at good prices before the new crop comes in.

Raisins while not quite as active as prunes, are moving out very satisfactorily for this time of the year. Stocks are not large, but are firmly held, with no immediate prospects of any lower prices being made. Apricots are held steadily, but the outlook now favors a larger crop than was expected at first and this has a tendency to reduce the demand. Peaches are very quiet, with but little trading done in this line. Stocks, however, are not large and it is believed will all go into consumption before the new crop. Currants show some improvement in demand and prices have advanced ¼c. There is nothing to be said about figs and dates, as trade on these articles during the warm weather is very light and the goods are now in cold storage for the summer season. There continues to be quite a good demand for evaporated apples, which along with other articles in the dried fruit line are having a good trade much later in the season than usual. Prices show no change but the tendency is upward.

**Rice**—Trade in rice is very good with quite an active demand from all sources. Prices are very firmly held. No new developments were reported from the South, where attention is now being given to the growing crop. While its progress is backward for this season of the year, it is generally believed that there will be a moderate crop to market. There are now only a few small remaining lots in the hands of Southern mills and they are apparently not very anxious to move them.

**Molasses**—There is practically no change in the molasses market. There is almost no trade at all. Stocks are limited and are very firmly held, with dealers very firm in their views and buyers anticipating higher prices when they come into the market again after the warm weather.

**Fish**—Trade in fish is quite good, with prices showing an upward tendency, particularly on mackerel, which has advanced \$1 per barrel.

**Nuts**—Trade in nuts is about as usual at this season. There is some business being done in walnuts at firm prices and almonds also show some little activity. There is some enquiry for pecans, but trade is not very heavy. Peanuts are selling well at full prices, with no prospect of any lower quotations.

**Rolled Oats**—Owing to the stronger oat market, rolled oats are very firm and prices have advanced 20c per barrel, 10c per case on competitive cases and 20c per case on Banner oats.

## The Produce Market.

Asparagus—50c per doz. bunches  
Bananas—Good shipping stock, \$1.25@2.25 per bunch.

Beeswax—Dealers pay 25c for prime yellow stock.

Beet Greens—50c per bu.

Beets—40c per doz.

Bermuda Onions—\$2 per crate.

Butter—The market is steady and without particular change from a week ago. Local handlers quote 12@13c for packing stock, 14@15c for choice and 16@17c for fancy. Factory creamery is steady at 22c for choice and 23c for fancy. Receipts of dairy grades have improved in quality during the past week.

Cabbage—Mississippi fetches \$3.25 per crate; Cairo commands \$1.25 per crate.

Carrots—40c per doz. for new.

Cherries—Sweet, \$1.75 per crate of 16 qts.; sour, \$1.50 per crate of 16 qts.

Cocoanuts—\$3.75 per sack.

Cucumbers—50c per doz. for home grown.

Dates—Hallowi, 5½c; Sairs, 5¼c.

Eggs—The market is stronger and higher than a week ago, local dealers paying 13@14c for case count and 15@16c for candled. Receipts are not large and all arrivals are moved as fast as they come in.

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

Green Onions—12c per doz. for silver skins.

Green Peas—\$1.25 per bu. for home grown.

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 \$4.50@5. Californias command \$3.75@4.25.

Lettuce—Leaf, 6c per lb.; head, 10c per lb.

Maple Sugar—10½c per lb.

Maple Syrup—\$1 per gal. for fancy

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

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

\$2.50@2.75. Navels, \$3.50@4 for fancy. Mediterranean Sweets, \$3@3.25.

Oranges—California Seedlings,

Pieplant—\$1 per 50 lb. box.

Pineapples—Cubans command \$2.25 per crate of 24s or 30s. Floridas fetch \$2.50 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 advanced to \$1.85 per bu. Old stock is higher and stronger, country buyers having advanced their paying prices to 60@65c.

Poultry—Dealers now confine their purchases to live fowls on about the following basis: Spring broilers, 20@22c; yearling chickens, 9@10c; old fowls, 8@9c; white spring ducks, 12½@15c; old turkeys, 9@11c; nester squabs, \$1.75 per doz.; pigeon, 50c per doz.

Radishes—China Rose, 15c per doz.; Chartiers, 14c; round, 12c.

Spinach—50c per bu. for spring stock.

Strawberries—\$1@1.20 per 16 qt. crate. The local crop is holding out well.

Tomatoes—\$3 per 6 basket crate.

Wax Beans—Have advanced to \$2.50 per bu. box.

The members of the Grand Rapids Retail Grocers' Association, at their regular meeting Monday evening, decided to close their stores all day July 4, the experience on Decoration day having convinced most of the grocers that there is no money in keeping open on a holiday when it comes on Saturday. The meeting was well attended and the programme announced in the daily papers was carried out.

Grant—The business men of this place and vicinity have organized a stock company to engage in the canning business and will erect a \$7,000 factory, which will be completed in about forty days and will furnish employment to about one hundred persons.

P. Doyle, whose store building was destroyed during the recent fire at Boyne Falls, was in town last Monday and purchased a new grocery stock of the Clark-Jewell-Wells Co. and a new dry goods stock of the Grand Rapids Dry Goods Co.

Wilbur Burns, who owns forty acres of land on Crystal Lake, is platting ten acres of it into resort lots, opposite Beulah, and is erecting a summer cottage for himself. He has also purchased a one-half interest in a steam yacht.

C. C. Follmer of C. C. Follmer & Co. and the Follmer & Stowe Co., Ltd., has been elected President of the Bank of Northern Colorado at Windsor, Colo. The Cashier is C. S. Harley, a former Grand Rapids boy.

Evert J. Zevalkink, dealer in dry goods and groceries at 182 Butterworth avenue, has sold a half interest in the stock to John Ampoelink. The new firm will be known as Evert J. Zevalkink & Co.

Taylor & Cummings, who recently purchased the L. A. Scoville grocery stock at Clarksville, has added a line of dry goods. P. Steketee & Sons furnished the stock.

Jurgens & Nytaan is the style under which the jewelry and bazaar business of Ede Nytaan, at 277 Grandville avenue, will be continued.

The capital stock of the Michigan Stove & Caster Co. has been increased from \$50,000 to \$100,000.

LaSalle—S. P. Tinsman has purchased the cheese factory here from Charles E. Kirby.

## PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

## GUESS WORK.

## Unable To Locate Weak Places in the Store.

How many of you grocers know the inventory value of your stock, or at least know what the value was within six months?

How many of you know what your delivery service costs and what proportion of the total expense of the business it represents?

How many of you know how much money you lose in a year from goods that go bad on you—goods that you can not throw back on the jobber?

How many of you know how much money you are worth at the present minute?

How many of you who maintain different departments, such as tobacco, candy or liquor, know whether each department is paying or not; and if so, how much?

I am not a rich man, but I will bet \$10,000 that not one grocer out of a thousand can answer all of these questions definitely.

These questions are not unusual or radical in any way. Any grocer ought to be able to answer them. Every grocer must be able to answer them if he is to understand the condition of his own business.

I had a long talk with a grocer and general storekeeper the other day. He has a good store in a city of 12,000. He is passed for a prosperous man—owns some property in the place, some railroad stock, keeps a couple of horses, has a son at college and gives all the outward marks of being well-to-do.

I congratulated him the other day on the fact that he had never seemed to have any trouble to get along. His business went ahead, seemingly without much pushing, and he always seemed to have plenty of money to do what he pleased with.

He received my congratulations unenthusiastically.

"Oh, I don't know," he said, "I do not believe I am making any money."

"Don't believe!" I repeated; "why, don't you know whether you are making any or not?"

"No," he answered, "I do not, to tell the truth. I never seem to have any surplus. The business goes on. I draw out what money I need every week, but to save my soul I do not know whether I am taking away capital or profits. Sometimes I think my system is wrong."

"Wrong!" I ejaculated, "well, you can just bet it is wrong! You can thank your lucky stars, old man, that you are not bankrupt. It is only because you have done a good business that you are not."

"How often do you take stock?" I asked.

"Never took it since I have been in business," he replied.

"Great Jehoshaphat!" said I. "You are certainly a wonder! Why don't you take stock?"

"Oh, what's the use? It is a lot of trouble, particularly when you have as big a stock as I have, and I can not see any substantial benefit from

it. So long as the business keeps above water I know I am all right."

"But you yourself admitted only five minutes ago," I said, "that you did not know whether it was above water or not. I will tell you what I will do," I continued, "I will bet you a good dinner that if you would rout through your stock you would find at least \$2,000 worth of stuff pushed to the background—the accumulation of years—odds and ends in corners, all of which represents locked-up profit. If you had taken stock regularly, that stuff would not have piled up. You would have found a case of this or that and would have brought it out and worked it off. As it is now, I will bet your cellar is loaded to the muzzle with old stuff and every other corner of your store, too."

He smiled a sheepish smile and I knew I had hit him all right.

"I will tell you what is the truth," I went on; "you will wake up some morning and find yourself in bad shape. You live pretty well; your expenses are heavy—how do you know they are not heavier than the business can stand? You can not tell so long as you are going along as you are now. Are there not any weak places in your business at all—are all your departments paying?"

"I guess so," he answered.

"You guess so!" I said. "Do you mean that you do not know?"

"I believe they are," he said evasively.

"Do you know at the present minute whether your shoe department made or lost money last year?" I pursued.

"No," he said, and he had to make the same answer as I went over the whole store and took the departments one by one. He "thought" most of them were paying, if not all, but he could not tell which.

"My dear man," I said, "you are doing business with your eyes shut, and it is only by good luck that you have not stubbed your toe long ago. I will tell you what is probably the matter here. Some of your departments are paying and some are not. The good ones are carrying the poor ones, and it is a heavy load. All this you would find out if you systematized the business, and you could then use the necessary remedy—either cut out the unprofitable spots or give them an extra boost and make them pay."

The grocer chewed his mustache and sat in ruminative silence. He is a type of business man that is continually hovering over thin ice. He is doing a good business, at a profit, yet he never seems to move ahead.—Stroller in Grocery World.

## Government by Consent.

The Englishman—I understand you Americans elect all your rulers by ballot.

The American—Yes; all but our wives.

A young man sometimes gets a plump refusal from a slender girl.

## Statement of Condition of Grand Rapids Banks.

Comparisons can not be made between the bank statements just published and those of April 9 or of June a year ago, for the reason that upon both these occasions the State banks were passed. The best comparison under the circumstances is with the statements of Nov. 25, 1902, representing practically six months' business. There were five National and four State banks then with a total capital of \$2,650,000; now there are five National and five State banks, with a total capitalization of \$2,850,000. The new State banks' entire capitalization has not yet been paid in, but the capitalization may be put down as given. To this total may be added \$200,000, representing the capitalization of the Michigan Trust Company, making the aggregate bank capital \$3,050,000.

The loans and discounts in November were \$15,117,576.77; now they are \$15,477,350.91, an increase of about \$360,000. The stocks, bonds and mortgages then were \$3,843,383.39, and now are \$3,998,626.98, an increase of \$155,000. The National banks in November carried \$1,429,812.50 in Government bonds and \$923,000 circulation; now they have \$2,367,115.76 bonds and \$1,796,450 circulation, an increase of \$938,000 in bonds and \$873,000 in circulation. The quick assets, that is, due from reserve and other banks, cash and cash items in November were \$3,842,411.03; now they are \$4,009,074.50, an increase of \$156,500.

The surplus and undivided profits in November were \$1,195,605.20; now they are \$1,236,136.24, an increase of \$40,500. The commercial deposits then were \$6,754,300.34; now they are \$7,297,297.05, an increase of \$543,000. The certificates and savings were \$11,322,609.93; now they are \$11,274,161.48, a decrease of \$48,500. This decrease is caused by a slump in the certificates carried by the National banks amounting to \$212,000. The savings banks show an increase of \$165,000. The total deposits in November were \$20,122,821.78; now they are \$20,715,971.72, an increase of \$593,000.

Since the April 9 statement the Old National Bank has increased its Government bond holdings by \$400,000 and now has \$800,000 circulation, the full amount of its capital stock and all that it can take out under the law. The Fourth and Fifth Nationals have hit their limits of \$300,000 and \$100,000 respectively. The National City could take out \$250,000 more than it is now carrying and the Grand Rapids National could add \$150,000 to its line.

Some natural interest was taken in banking circles to the first statement of the Commercial Savings Bank, the latest addition to the local list. The Commercial Savings began business May 4 and the statement covers about five weeks' business. Its loans and discounts are \$264,059.81; bonds, mortgages, etc., \$7,000;

commercial deposits \$107,063.13; savings and certificates \$94,207.81 and total deposits \$226,619.88. This may be regarded as an excellent showing. The State Bank of Michigan, beginning business June 25, 1892, had \$268,246.16 loans and discounts on Sept. 30, or three months afterward, and its total deposits on that date were \$193,615.49. The Peoples Savings Bank, opening Dec. 23, 1890, did not reach \$200,000 total deposits until July, 1892, or a year and a half later, and it was a full year before its loans and discounts reached \$250,000. In view of these comparisons the new bank has no occasion to be ashamed of its first showing.

The banks are carrying a larger amount of ready cash on hand than usual. The total cash and cash items is \$1,572,890.67, which is \$260,000 more than in November, and \$130,000 more than in February. No bank statement issued shows such a total as now carried. The reason for this probably is that the banks have been getting in shape to handle the fruit crops, which will be coming on very rapidly now. It is, of course, the peach crop that calls for the big wads of greenbacks, but the small fruits and berries and the garden truck make an appreciable difference in the volume of business.

The Kent Savings Bank has long had a big lead over the other State banks in the matter of deposits, but the June 9 statement shows that the State Bank of Michigan is giving it a close run. The Kent's total deposits was \$2,584,864.38, while the State Bank's was only \$61,000 behind. This is the nearest approach the Kent has yet had to being headed. Among the Nationals, the Old still maintains its lead over all rivals. If the individual deposits and certificates, representing in a large degree the purely local business, be considered alone, the Old National has \$3,610,056.36; the National City comes second with \$1,772,568.04, then the Fourth National with \$1,724,494.84 and the Grand Rapids National with \$1,634,051.86. In totals the Fourth comes second on the list, its big line of country bank deposits and \$450,000 Government deposits swelling its average.

## The Drug Market.

Opium—On account of lack of demand, is weak and declining, although very firm in primary market.

Quinine—Is weak. Much depends upon the bark sale at Amsterdam on the 18th inst. as to the future of the market.

Cocaine—Is very firm. An advance is probable.

Haarlem Oil—Owing to competition among manufacturers, has declined.

Rochelle Salts—Have been advanced by manufacturers.

Seidlitz Powder—Is also higher.

Gum Camphor—Is very firm. An advance is looked for.

It is the silent man that is usually worth listening to.



## ASSOCIATED EFFORT.

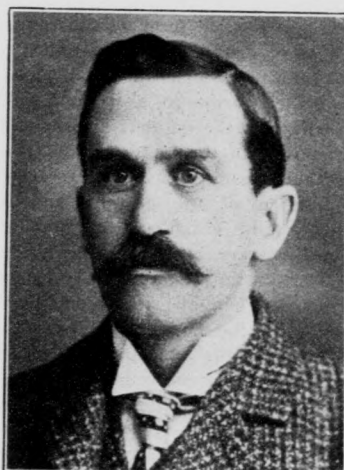
## How It Has Benefited the Retail Grocer.\*

Organization is the result of progress. When the country was new competition was not so strong, but as we progress population increases and competition becomes fiercer consequently evils creep in and surround our business and it is to suppress and wipe out, if possible, these evils there are calls for organization; you know as well as I that, as individuals, we can accomplish little, but as an organization of retail grocers, working harmoniously together, asking only for that which is right and just and fighting courageously on until we gain our point, great benefits will be the result. Our business will be put on a better paying basis and enable us to lay up a competency for old age, which is sure to come to the retail grocer if he sticks to it. You can not all trade horses, so it looks as though you would have to stick. After reading the constitution and by-laws of the Retail Grocers' Association, you will see that the objects of the Association are well directed. Object No. 2, which reads to foster acquaintanceship, is to my mind a great benefit for getting to know each other, promotes good fellowship and drives out the greatest serpent the human mind is possessed of, jealousy. How often you have seen two competitors in the same neighborhood go along for years, not on the best of terms, when finally they are induced to join the grocers' association. The result is as they come to know each other better and understand each other, they stop price cutting, close up their stores at the same time, observe the Sabbath and National holidays, get to be fast friends and are sorry they had not known each other better long ago. This is another great benefit of organization. The cost of belonging to this Association is nominal and should not keep out any grocer, and I do not think it does, but some say they do not have time to attend the meetings. Take the time, brother. You know the man who kicks because he is taxed to death and declares the Government is going to pieces and politics are rotten, still never goes to the caucus to nominate good men for office, neglects his civic duty and is unworthy of being called a good citizen. I say a grocer who kicks about the evils surrounding his business and does not join this Association and take an active part in protecting his business, but stands in the rear and criticises and declares there is no benefit in organization, while he may have been successful in the past, he will find in the future that his business is slipping away. Just as though weeds grow and crowd out the flowers, so the evils will grow and crush out our business. To those gentlemen who are not members, I say, join us and help get the benefits, for you know

in union there is strength. United we stand, divided we fall.

What are the evils? I will mention a few of the many: First, the huckster stealing your business without standing his portion of the burdens imposed on the merchant; second, the credit business, which is a hard problem to solve; third, the wholesale merchant infringing on our legitimate retail trade. These are a few of the many evils. What benefits have we derived from this Association? I will name a few: First, the huckster pays \$25 license, where formerly he paid practically nothing; second, the credit business has been cut down by advising our members to be more careful and to become members of the Commercial Credit Co.; third, the wholesale merchant has been requested not to retail goods and I think they live up to their promises, as a rule. These are a few of the many benefits, time and space not allowing me to talk longer on this part of the subject.

There are benefits to be derived from organization in an educational way, for show me a man who be-



longs to this Association, and attends the meetings regularly, who will say he does not learn something by meeting and talking over with his brother grocer things pertaining to his business. We have two meetings a month and I look forward to these meetings with pleasure. After the business part of the programme, we have an open meeting for the discussion of things for the good of the Association and our business, and you can not help but learn and get next to some things you had not known before from such men as J. Geo. Lehman, B. S. Harris and F. J. Dyk, old members of this Association who have made a success of the grocery business and are not slow in giving to us younger members the benefit of their experience. They are men of good morals and sound judgment and I think I voice the sentiment of this Association when I say they are invaluable to us and long may they live to counsel and advise us. Another benefit of this Association is the food and industrial show given last April and which we intend giving next year. It was a benefit to

every grocer by increasing the sale of goods exhibited. It was a benefit to the public, our customers, by educating them up to the standard of pure foods and the Association got richer by \$348.49. A great success crowned our first effort. I have not forgotten some funny things that happened at that show: Homer Klap making announcements of another cake walk by request at a turn to be done by the comedians in his earnest, convincing manner still rings in my ears, and the city salesmen digging down in their pockets for money to vote for the most popular lady clerk was very amusing. When Frank Rathbun got his money ready to vote for his candidate he got his mouth open five minutes to eleven and never closed it until time was called and forgot to tell which girl he wanted to vote for. Frank take some gum the next time and keep your jaws limber, so you can talk. I thought you had the lockjaw. John Witters' and Frank Merrill's goo-goo eyes at the lady demonstrators made me think that they had better bring their wives next time to take care of them. Another funny thing that happened was Fred Ferguson winning the vote on the most popular grocer, but it is expensive to be popular. I had to give a supper to the defeated candidates. It took place at my house and when that bunch got squared away to eat I thought they would put me out of business, but I enjoyed it and, as the years roll by, the happy evening spent together will be a pleasant memory of the past, and I hope it will not be the last.

The social benefits of this organization which serve to bring us together for recreation and a good time are the annual picnic, the half holiday during July and August and the annual banquet. All who have attended these social affairs look forward to them as very happy times. Just think of picnic day, going to Grand Haven, meeting brother gro-

cers from Jackson and Kalamazoo, leaving behind the huckster yelling berries 5 cents a quart, when you are asking 10 cents a quart; also the chronic kicking customer and all the rest of your troubles and having a royal good time coming home, feeling tired but glad you went, because you had recreation and you are better fitted for the duties of the coming days. Don't forget the half holiday commencing the second Thursday in July, with horse races down on the programme. What a time Bill Andre will have trying to beat Fred Ferguson to get even on the race last winter, and the novelty race will be worth going miles to see, for if the boys and horses get out alive it will be a miracle.

The last annual banquet is still fresh in our minds. It was well attended and enjoyed by all. The feature of the evening was radical, Dan Viegier alias officer O'Hollihan, collecting the fines imposed by Toast Master Klap. The boys paid up because they had to. You all know Dan is a good collector and when he comes after you and gives you the strong arm you will know there is something doing, so don't be slow, boys; settle or move out.

The benefits of organization is a subject which has a broad field to talk upon. I might go on indefinitely, but as my time is up I will close my address by making an appeal to the grocers who are not members to join us and to those who are members to attend the meetings more regularly and take an active part in trying to get the benefits this Association can get if we have the majority with us.

The Indiana union coal miners who quit because a driver was discharged for beating a mule have returned to work. The committee appointed to investigate the matter found that the allegations against the union driver were sustained by the facts. The result is a complete victory for the mule.

## When You See This Trade Mark



on a Base Ball, Glove, Mitt, or any other article in the Athletic Goods line you will know that it is by about 20 per cent. the best value on the market. The D. & M. line of Base Ball Goods, Tennis Goods, Foot Ball Goods, Boxing Gloves, Striking Bags is the most up-to-date to be had. They sell on their present merit rather than their past reputation. It is the line for the progressive, money-making merchant to tie to. Get catalogue and sample books of base ball uniforms.

**W. B. Jarvis Co., Limited**

Distributors for Michigan and Indiana  
45 Monroe St., Grand Rapids, Mich.

\*Address by Fred J. Ferguson at last meeting of Grand Rapids Retail Grocers' Association.



Devoted to the Best Interests of Business Men

Published weekly by the  
TRADESMAN COMPANY  
Grand Rapids

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

E. A. STOWE, EDITOR.

WEDNESDAY - - - JUNE 17, 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 June 10, 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 thirteenth day of June, 1903.

Henry B. Fairchild.

Notary Public in and for Kent county, Mich.

#### DIGESTION AND DIET.

While science is teaching us how to use steam, electricity, mechanism and chemistry in the various processes of our daily business, so that economic science is being taught in our universities to the disregard of many other matters once considered of great importance, we find that our science has been grossly neglectful in teaching people how and what to eat.

It seems ridiculous, in the opinion of many persons to make such a statement. They are ready to say: "We know how and what to eat well enough. The only care we have is to get what we want."

This is not at all to be disputed, but, nevertheless, the fact remains that human beings eat and drink with little care for health, and this is largely due to ignorance, although not entirely so. It is commonly held that gout, Bright's disease, the various forms of dyspepsia and diseases growing out of derangement of the digestive organs are primarily due to improper eating.

The processes of digestion, which are but little understood, are extremely complicated. They include every act that takes place in the living body from the moment food is put into the mouth until it is converted into the various bones, muscles, nerves and other tissues that make up the structure of a living creature. By what wonderful chemistry and other processes of conversion a quantity of apparently inert matter is changed into all the parts

and organs of a most elaborate animal mechanism, with their multifarious and peculiar functions, is entirely beyond the reach of our discoveries; nevertheless, physiology has taught us something, and it should give us a great deal more.

Among the facts that have been made known to us are that the food of the human race necessary to maintain it in ordinary life and vigor has been classified under three heads—proteid or albuminous, such as meat, eggs, casein of milk, gluten of bread and various vegetable proteids; carbohydrates, as sugar and the starches of cereals, and fats, including those of both animal and vegetable origin. The proteids are characterized by containing nitrogen, while the fats and carbohydrates contain only carbon, hydrogen and oxygen.

These are not all the substances that go to make up the structure and material of the body. There is required a great deal of earthy matter, chiefly lime, to make up the bony frame, and this is obtained from water that contains mineral matter in solution, from most of the vegetables and from animal food. Of course, there is no lime in cistern or distilled waters. Moreover, there is a quantity of phosphorus, some sulphur, a little iron and other minerals which are extracted by nature's wonderful chemistry from various food substances.

The human body, when once brought to a state of maturity in health and vigor, does not remain so, but is constantly being worn out. Every part of it suffers more or less loss, and in the process parts of tissues and organs actually disappear, and serious consequences would ensue but for the fact that all the parts so lost through wear and tear are replaced out of food taken into the body. This daily loss and replacement go on without ceasing as long as the subject is in a state of health.

Of course, nature knows how to elaborate and select out of the material presented just what is required to repair every loss. Proteid foods have a particular function to perform, viz., to supply the waste of proteid matter from the active tissues of the body, and this function can be performed only by the proteid foods, hence the later are essential foodstuffs without which the body can not long survive. Fats and carbohydrates, on the other hand, are mainly of value for the energy they yield on oxidation, that is to say, the fats and sugar are burned up, performing two purposes, one of which is to sustain the normal degree of animal heat, and the other is to furnish carbon, which is a very large constituent of the body.

It is plain that there are processes at work in the replacement of the lost atoms of the body that are more than mechanical or chemical. We can separate a beefsteak into all the proximate principles or into the elementary substances of which it is compounded, and know precisely

what are these substances and what is the quantity or proportion of each, but by no process of science known to us can be recombined those bodies into a beefsteak. There are forces at work in the animal body and also in the living vegetable that have the power to select from the food in their reach whatever they require, and to reject that which they do not need, and these processes can not be performed by any other means known.

Here come in several considerations which are not given the attention they deserve. The various foodstuffs must be masticated and carried through all the processes of digestion before the various organs and parts which are to be replaced can select and appropriate their respective shares of the supply. The thoroughness with which foods are digested and utilized in the body must therefore count for a great deal in determining their dietetic or nutritive value. Moreover, it is easy to see how an excess of any sort of food will inflict extra work if no other injury to the system.

According to the physiologists, an excess of proteid food will give rise to a large proportion of nitrogenous waste matter, which, floating through the system prior to excretion, may by acting on the nervous system and other parts of the body produce disagreeable results. A mere excess of food, even of the non-nitrogenous variety, must entail a large amount of unnecessary work, thereby using up a proportional amount of energy for its own disposal, since once introduced into the body it must be digested and absorbed, otherwise it undergoes fermentation and putrefaction in the stomach and intestines, causing countless troubles. When absorbed in quantities beyond the real needs of the body, it may be temporarily deposited as fat in quantities beyond the limits of health and comfort.

Pension Commissioner Ware recently received an application for a pension from a civil war veteran remarkable for its display of frankness. When requested to specify the circumstances under which he incurred physical disabilities he sent the following detailed explanation: "The way I got my war injury was a ketchin of a hog. The hog war a sow hog and our captain wanted her for forege. He was chosen the sow and she crawled threw a hoal in a rale fence. It war a big hoal and I thot I war about the sis of the hog and tried to crawl threw, but I stuk and trin' to wigle out I throde the poles off and one hit me on my hed and noked me senseless. I do not think the sow pig had nothing to do with my line of duty, for I did not kech the hog. Wich she never war caut." Mr. Ware is of opinion that such candor as this should entitle the writer to unusual consideration.

Positive, bet; comparative, better; superlative, better not.

#### HOW WOMEN CARRY MONEY.

Women have a constant fear of being robbed of their money and as a consequence exercise their ingenuity in discovering places in which they can conceal it about their person in places where a thief would never think of looking for it.

The most common place for a woman to carry greenbacks is in her stockings. Since the days when Eve's daughters began to wear this article of dress it has been a favorite safe deposit vault. It is safe to say that three out of every ten shoppers in a city store will have a little roll of money tucked away in her stocking, and when she decides to make a large purchase she will seek a secluded spot and dive down for the money.

When a woman is calling she usually carries a little change in her card-case, especially if she is obliged to ride on the street cars. If she is traveling she wears a tiny chamois skin bag about her neck for the purpose of safeguarding her money and jewels. The glove is a favorite place for carrying money, especially on Sunday, when the hands are busy taking care of the prayer-book and the train of a Sunday-go-to-meeting gown. The little space between the glove and the palm of the hand holds just enough for the offering and car fare. The schoolgirl carries her change wrapped up in the corner of her handkerchief. There it remains until noontime or recess, when she unties the knot and buys her lunch, candy, chewing gum or a lead pencil.

Now that the sleeves resemble nothing so much as a good sized satchel they are used for carrying money tied up in handkerchiefs. The full-front shirt waist is a convenient hiding place for money and other feminine belongings. A petticoat pocket often is used by women for their valuables. They know this pocket is an impossible thing to find and would as soon think of having the garment made without a band as without a pocket.

Many girls wear little finger purses and tiny silver bags suspended from chains to carry their change. A bracelet purse of leather or silver is worn by the fad-loving maiden, but no one would ever suspect that there was money in it. Perhaps the girl who carries her car fare in her mouth is the least common of all but she exists.

When a member of a naval crew exposes himself to contagious disease such as small-pox, it is customary, it seems, to shave his entire body, as a sanitary precaution. This is the reply of the officers of the battleship Iowa who are threatened by Arthur B. Weetkamp with a suit for damages because he was treated to this process. Weetkamp went ashore at Montevideo, Uruguay, where small-pox was epidemic, and did not return for several days, and is now awaiting sentence under court martial findings. He insists that the shaving was an outrage and he is especially aggrieved because the naval barbers cut him in several places. Shaving at sea is apt to be rather rough at times.



## COMMERCIAL PROGRESS.

In the Contemporary Review of June appears an article on "The Trade of Great Nations," in which the writer expresses the singular opinion that "in the case of nations which are not living upon their capital a comparison of the total trade (foreign) yields the best evidence of commercial progression." This is the Cobdenite view, but it ought not to be difficult to prove its fallaciousness. If it were sound it would have the remarkable effect of discrediting the figures of production and consumption, which have hitherto been regarded as the most trustworthy guides in determining commercial progress.

Unless it be assumed that no trading other than that between foreign nations is to be considered commerce, than the volume of production must be accepted as the gauge for measuring its extent. Mark Warren, the writer of the article in the Contemporary Review, does not narrow his definition of commerce to the extent suggested in set terms, but the figures he uses are, in every instance but one, those of foreign trade, and it is from these that he draws the conclusion that Great Britain still holds the record as the most progressive commercial nation on the globe.

In the one case in which Mr. Warren departs from his rule of considering external trade as the only trade which deserves the name of commerce he makes the blunder of comparing the aggregate of the trade of Great Britain and her dependencies with the foreign trade of the United States and other nations. Obviously, a comparison of this character must be wholly misleading. If for purposes of making a record the domestic interchange of the constituent parts of the British empire is to be taken into consideration, the internal trade of other countries ought to be treated in the same way. It is true that the political subdivisions of the American Union are united in closer bonds than those of the British empire, but that does not alter the nature of the commerce of the former or make it less profitable than that of the latter. The trade between the people of New York and those of California is fully as valuable, volume for volume, as that between New York and England, or California and France.

It is astonishing that it should be so difficult for some people to realize that this is the case and that the remoteness of peoples from each other or the fact that they live under different forms of government does not enhance the value of their exchanges or make the commerce between them more important than that which goes on between men who may live next door to each other. If John Jones digs copper ore out of a mine in Houghton county in this State and sends it to Baltimore to be smelted, and employs the money he receives for it in buying Michi-

gan or Pennsylvania products, the trading transactions are fully as important, commercially, as if Mr. Jones shipped his ore to Swansea. Indeed, they are more important in one sense because they are likely to be more profitable, for the nearer people who trade in things are to the base of production the less they waste in the process of bringing producer and consumer together, which is the prime object of commerce.

Under the circumstances, we may well take issue with Mr. Warren's assumption that the tables of foreign trade are the best evidence of commercial progression. The proof of that is to be sought elsewhere. It will be found in the facts which bear upon the productive development of a nation and in a study of their results. Primarily, it must be sought for in production. The nation which produces most has, undoubtedly, the most to sell, and those who sell the most in the nature of things buy the most, and the sum of the two, of the buying and the selling, tells the story of the extent of their trade.

It is impossible to successfully deny the soundness of this assumption. To do so would involve the person making the attempt in a maze of contradictions. If Mr. Warren asserts that Great Britain has made greater commercial progress than the United States because British imports are larger in volume than those of this country, his assertion will be met with the rejoinder that we do not buy so much abroad because our productivity enables us to obtain at home much which the British are compelled to obtain in foreign markets. Great Britain is an importer on a vast scale of raw cotton, iron ores, copper and foodstuffs. All these things, however, are produced in large quantities within our borders, but they are nevertheless bought and sold, and the act of buying and selling constitutes as active a commerce as that which British purchases from Americans or other peoples foreign to them represent.

The real test of commercial progress must be sought, as we have said, in the statistics of production. If production is on a large scale it may be assumed with certainty that buying and selling and transportation will have large proportions. Measured in this way, our commerce may be said to be moving with "seven leagued boots." In 1880 the total capital invested in manufactures in the United States was \$2,790,000,000, and the output of our factories was valued at \$5,369,000,000; now the capital invested is \$10,000,000,000 and the value of factory products is over \$15,000,000,000. In 1880 we made 3,000,000 tons of pig iron; now we produce 17,500,000 tons annually, and that tremendous quantity does not satisfy the omnivorous demand of the American people, nearly 1,000,000 tons additional being annually imported to meet our wants.

Rev. Andrew Jones, who claims to be the champion negro prophet of

the world, and who asserts that he predicted the Charleston earthquake, the Johnstown floods, the St. Louis cyclone, the coal strike, the New York earthquake and a number of other horrors from five weeks to five years before they occurred, has bobbed up in Philadelphia with new visions of calamity. This is his dream: "There's going to be a food famine—fearful, terrible and everybody's going to starve. Peary Morgan, Johnny Rockefeller, Andy Carnegie and all those fellows are going to have their pockets full and their stomachs empty. Money won't be any good and millionaires will be offering automobiles and brownstone houses for ham sandwiches and nobody will be able to take them up. Oh, I tell you, it's going to be awful."

The Russian press manifests sorrowful concern because the American press has spoken in denunciation of recent events in Russia. The American people, it fears, have been misled and the aid of Russia to this country in times past forgotten. It is proposed a statement of the relations between Russia and the United States shall be prepared by the Russian foreign office and copies forwarded to three thousand newspapers. The proposition is not important except as it reveals the Russian desire to secure American favor. That is a good sign. One trouble with the Russian government heretofore has been its tendency to ignore

the opinion of the outside world respecting its performances.

Charles Alden, of Dorchester, Mass., has developed a device similar to the wireless telegraph by means of which he can control a boat far out on the water while sitting on the shore. By means of a transmitter he sends wireless impulses to the boat and is able to make it weigh anchor, cast off, go ahead, back water and perform all other movements of a real vessel. It is anticipated that the device will be of value in the life-saving service. It may also recommend itself to parents who are apprehensive when their children venture upon the water.

Mrs. Hetty Green, "the richest woman in America," has obtained from the New York police department a renewal of her permit to carry a pistol. She stated that she often carried large sums of money and feared that she might be molested in the streets. So she was told she might keep her gun and fight for her worldly goods in case of need. The incident shows the woman's character. She possesses nerve. Not one woman in a thousand would carry a revolver under any conditions. No one doubts that Hetty Green knows how to handle a gun. Those that tackle her will discover that she is "quick on the trigger."

Blood will tell, but the more brains a man has the less he tells.

# This Space

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Address

**Perfection Biscuit Co.**

**Fort Wayne, Indiana**

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—The majority of buyers are reported as very conservative in their purchases when taking what they need for present requirements. Still for a few weeks past there has been enough buying for the future to cover quite a period. Up to within a few days brown goods have been bought quite freely. Printers have not bought any very heavy supplies and do not seem interested. Southern print cloth yarn cottons are considerably higher and the whole market shows an advancing tendency, although sales have been small under these conditions. Ticks are commanding some interest. Ducks are moving moderately at the recent advance, but the sales of bleached goods have fallen off somewhat, although here and there a continuation of good business is reported.

**Prints and Gingham**—The general lines of fancy woven wash goods have been held back and only a few lines have been openly shown and prices quoted. A good many others have been quietly exhibited and orders have been taken. Staple gingham will not be shown for a month or six weeks, although a few orders have been taken quietly. Shirt manufacturers still demand the dark grounds, and their purchases of these and jacquard effects are increasing.

**Wool Dress Goods**—The initial dress goods market presents little that is new in connection with the development of fall business. The current throw of business on both domestic and foreign lines is of an unsubstantial character, albeit that in some directions a number of very fair reorders are noted. The duplicate season can not be said to be fairly and generally under way, the buying that is now being done emanating from the early factors. The early jobber appears to have made a fair showing on fall business, having secured orders from retailers on staple fabrics principally, such as broadcloths, zibelines, cheviots, Venetians, twine constructions, basket weaves, whipcord effects, thibets, cheap tricots, cashmeres, etamines. As a consequence of this business fair duplicate orders are forthcoming. Sellers of cheap zibelines report a return business of considerable proportions on goods priced around 32½¢, principally for plain effects, but including also a fair representation of dotted effects and neat stripes. The duplicate demand also extends in a fair way to medium and better grade zibelines. The cutter-up is also a factor in the placing of duplicate business, he who sells to the jobbing trade being the most noticeable operator. In some cases sellers report some very fair duplicate orders for skirtings around the dollar mark—goods running all the way up from 12 or 14 ounces to 22 ounces in a

few cases. These are to go into garments for sale to the jobbing trade. The cutter-up is also taking cheviots, zibelines and other plain effects. The impression finds frequent expression that mannish fabrics, such as Scotch mixtures and tweed effects, will play a strong part in the suit trade. The price situation on fall dress goods continues to be well sustained.

**Underwear**—Fleeced goods for fall are already well sold up and can only be promised for late deliveries and at stiff advances in price. One of the largest jobbers has sold out his entire early purchases and has been in the market looking for more, but without any great success. At least he does not find them at the price he wants, nor are they promised for delivery at the time he wants. According to statements by prominent knit goods agents, the conditions of the fall underwear business that exist to-day were never before known in this trade; early selling, big sales and high prices. There is little doubt that the high price of cotton has governed this to a considerable extent, but the buyers also realize that the consumption of fleeced underwear has steadily increased every winter and that the manufacture of the goods has not increased in proportion. In fact, on account of the small prices that have prevailed and the correspondingly small profits, there has been less manufactured by many mills than heretofore, consequently the buyers expected something of a scarcity. The outlook for the spring of 1904 is somewhat puzzling; of course it is a question of price mainly. Whether the prices will get so high or the quality drop so low that it will be difficult to secure business is a question, but the agents are afraid of one or the other and the jobbers also fear the same thing. The jobbers are now making offers for spring, 1904, delivery at present figures and even at small advances without any takers. It will be some little time before the lines are actually ready and by then the atmosphere may have cleared so that the prices will not be so high unless, after all, competition steps in as usual, and keeps things at least on a moderate basis. There is a continued and steadily increasing demand for sweaters for men and boys, also for women, particularly in the higher grades. The consumers must be realizing that cheap sweaters are useless after once or twice wearing.

**Hosiery**—The hosiery market is upset at present over the strike in Philadelphia. Perhaps the manufacturers themselves are not altogether sorry, because it is pretty well known that many of them would not make contracts at prices that at best meant no profit and furthermore there is great difficulty in securing the material for manufacturing. Take it all in all, according to agents, the strike could not have occurred at a better season for them.

**Carpets**—The carpet situation in

general continues along the same active lines that have been experienced since the opening of the new season over a month ago. With the exception of the Philadelphia mills, a majority of which are closed on account of labor difficulties, the various plants throughout the country are working to their utmost capacity in their efforts to turn out the heavy orders that have been coming in with marked regularity from day to day. A good, healthy demand prevails in

## 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.

## 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.



## HOSIERY

One of the most essential things in a dry goods stock is a good line of Hosiery. We carry an immense line of Gents', Ladies', and Children's Hosiery in plain black, plain co'ors, split soles, moca foot, fancy stripes, drop stitch, and in fact, anything to be had in the Hosiery line. We have them at all prices. Ask our agents to show you their line.

## P. STEKETEE & SONS

Wholesale Dry Goods

HARVEY F. MILLER  
MILLER & TEASDALE CO.  
Wholesale Brokerage and Commission.  
FRUITS, NUTS, PRODUCE.  
100 N. THIRD STREET.  
ST. LOUIS.

District Agents  
SOUTHERN CALIFORNIA FRUIT EXCHANGE.

EXCHANGE  
UNITED STATES  
INTER-STATE  
CALIFORNIA  
ARMY  
ECONOMY  
BAKERS' POTATO

St. Louis, Mo., Feb. 20,

Mr. E. A. Stowe,  
Editor Michigan Tradesman,  
Grand Rapids, Mich.

Dear Sir—We have been using your paper as a medium for advertising our business for the past two years, and must say that it gives us pleasure to attest to the very satisfactory results which we have received. Hardly a day passes but that we receive some communication from Michigan, stating that the writer saw our advertisement in the Michigan Tradesman and desired to correspond with us, and we have secured many valuable shippers in this way.

The writer, E. P. Teasdale, traveled through Michigan, visiting our shippers in that State during the summer of 1897. He found a copy of the Michigan Tradesman in every store and business house where he went. One of our representatives, who traveled through Michigan in our interest the summer and fall of 1898, makes the same report.

We are doing a large business as shippers' agents, representing the largest shippers in all parts of the country, handling fruits, nuts and produce. It is our business to market what they grow and ship, and we have been successful in this line. We are advertisers in all of the fruit and produce publications in this country and, while we cannot always figure direct results from all of them, we are pleased to state that the Michigan Tradesman is an exception in this respect, inasmuch as we can trace many pleasant and profitable business relations to correspondence which resulted from our advertisement in your publication. We are glad to make this voluntary and unsolicited statement in your behalf.

Yours truly,  
Miller & Teasdale Co.

Dio. E.P.T.



the carpet market, and is as far-reaching as the country is broad. The Pacific, Middle West and Southern buyers were never more hungry for carpets than they are now, a fact which is fully corroborated by the orders that have been and are being placed for the cheaper grades of carpets, as well as the best three-quarter goods. The labor disturbances which have affected the Philadelphia manufacturers to the extent of entirely closing down their mills promise to be adjusted in the not far-off future, although their effects will likely be felt throughout the entire season. The tremendous demand for carpets with the anxiety of buyers to have deliveries made at the quickest possible moment came at a time when conditions were not as favorable to the Philadelphia manufacturer as to the manufacturers in other sections of the country. With the possibilities of a prolonged strike among the Philadelphia mills, which would necessitate making deliveries of goods uncertain, there is no question that a good deal of business that otherwise would have come into their hands has found its way into other channels. Nevertheless the Philadelphia manufacturers report that the number of orders on their books are very heavy, and that business is finding its way into their hands every day. As soon as a satisfactory adjustment of the labor difficulties can be made, which it is anticipated will not be long, the resumption of turning out goods will at once be made with more vigor than usual because of the time that has been, and is now being, lost. The effects upon the jobbers, who have charge of the selling of the Philadelphia productions, have not as yet been noticeable, but within the next week or two there is no doubt that complaints without number will be forthcoming from this direction. The jobbing trade are pretty much over their spring trade, and have been for some time. Salesmen report that retailers throughout the country have experienced a very good spring business, and that there is considerable more to expect yet. Stocks everywhere promise to be very well cleaned out by the time it becomes opportune for retailers to look towards the replenishment of goods for their fall needs, and it is just this point that the jobbers have been emphasizing and showing their anticipations by going in heavy at the opening.

Rugs—The rug trade is in an excellent condition as far as business is concerned, and with the advanced prices things are in a very favorable light. Outside the Philadelphia weavers, mills are very busy on rugs of every character. Materials are very high, especially jute yarns, and the advances made do not make the margin between the manufactured cost and the selling price any wider than in the past when conditions were different. Fine Wilton and Brussels rugs of the carpet size, 9x12 feet, are in excellent demand, and some mills

are pretty well filled up for the season. In Smyrna rugs there is a good request for the smaller sizes, but large rugs are only in fair demand. Art squares are in moderate request for the Western trade.

Curtains—Lace curtain manufacturers are beginning to receive their fall business in good amounts. Orders call for cheap and medium-priced goods in Nottingham effects. Designs point largely to Arabian. Tapestry curtains of the cheap and medium-priced order are in fair request.

#### Do It Now.

Now is the appointed time, the only time you will have in which to do anything. Now is the time in which you live; yesterday has gone—to-morrow has not come. Now is the face of the die that stamps its character upon events. Do not idle, nor shrink, nor procrastinate.

Aspiration for good work and concentration of the mind upon it are the things which count most in the making of a man. Next to his wife a man ought to love his work, for only love brings out the fine touches that differentiate the creation of the master from the bungler's job.

#### Blankets and Quilts.

Blankets and quilts are no exception to the general story of firm prices all around. While the supply of wool goods in these lines will probably be sufficient to meet the demand there may not be such a liberal supply of cottons. The sale of quilts for summer use—made of dimity and similar materials—has been good.

Marshall Field, the great Chicago merchant, says that unless the industrial troubles are soon settled, the prosperity of the country will end. He thinks the labor organizations have become unreasonable in their demands and that employers have about reached the limit of concessions.

#### 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.

## A Good Time

to place an order for soft shirts is today. Hot weather will move them at a lively rate, and you may have trouble later on securing the sizes wanted



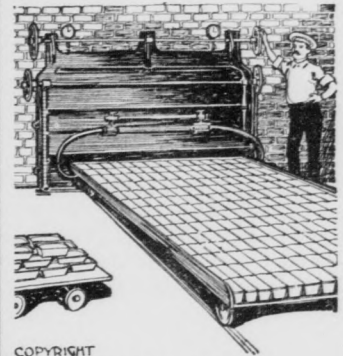
The big lot just received by us contains several choice styles. Prices without collars, \$4.25, with separate collars, \$4.50 per dozen.

Special attention given to mail orders.

**Grand Rapids Dry Goods Co.**

Grand Rapids, Mich.  
Exclusively Wholesale

## Everybody Enjoys Eating Mother's Bread



COPYRIGHT

Made at the

### Hill Domestic Bakery

249-251 S. Division St.,

Cor. Wealthy Ave.,

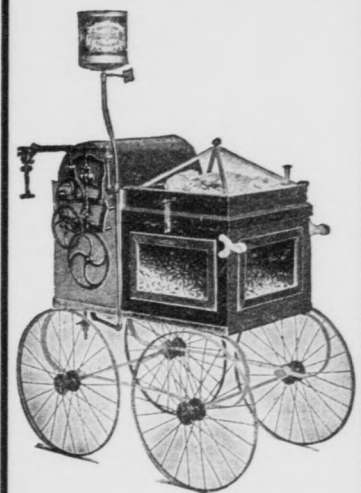
Grand Rapids, Mich.

The Model Bakery of Michigan

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

A. B. Wilmink

## 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

## IN NEW HOME.

## Gradual Growth of the Grand Rapids Medical College.

The seventh regular session of the Grand Rapids Medical College will begin on Monday, September 14, 1903, and continue until the middle of April, 1904.

The past year has been one of prosperity to the college and its next session will be held in a building of its own, larger and more commodious, situated in the heart of the city only a few steps from the public buildings. This building has been purchased of E. A. Stowe, editor of the Michigan Tradesman, on such favorable terms that the officers feel no hesitation in expressing the belief that their action will meet with the hearty endorsement of the faculty, students and alumni.

The building is of brick, well lighted and ventilated. There are three fine lecture amphitheatres, comfortably seated. The acoustics are fine and every student is within easy hearing and seeing of the lecturer.

One entire floor is devoted to the laboratories, chemical, physiological, bacteriological, pathological and anatomy. The Museum of Anatomy contains the famous Fuller collection of casts, probably the most complete collection of brain casts and dissection in the world.

The aim of the college and the policy it has pursued since its organization is to make it an anatomical and physiological school. Anatomy and physiology are the groundwork studies and these branches are specialized, and the curriculum for the four years is so arranged and each branch so adjusted to these subjects that the groundwork for a rational treatment is at last evolved. In this way, and no other, can a practitioner of medicine have a reason for the faith that is in him in his struggle with pathological conditions or that thing called disease.

It is not necessary for the student to have studied medicine before entering the college. He is placed in classes where all are beginners, and where anatomy is taught from the cadaver by demonstrations which, in connection with text book reading, followed by quizzing, familiarize the student at once with the knife, with healthy and diseased tissues, and the best methods of finding the vessels and structures under discussion. In this way the student does not have to spend his first year unlearning many things he has been compelled to learn in his previous reading.

The student is thus guided step by step, learning to apply the knowledge he has acquired to his later studies logically, reasonably and practically. Finally, he is taken into the presence of the living subject, taught to use his powers of observation and reason and is fitted, so far as possible, to grapple with disease in all its manifold manifestations, and above all and beyond all to keep his nerve and head in the presence of emer-

gency, when a cool head and firm hand are needed.

The moderate size of the classes enables the teacher to give valuable personal attention to individual students, encouraging the diffident, bringing out all that is best in each.

Friendships and interests are cultivated and promotion of personal progress is aroused in each student in the College.

The faculty are confident that this College offers facilities and opportunities to acquire a medical education equal to those of any institution in the country.

Besides the free clinics in the College building, the student has access to the wards and operating room of the U. B. A. Hospital with sixty beds,

The medical education of to-day is along broader lines than in the past generation, where the physician who could use the microscope was considered accomplished. In fact, the microscope and other means of precision were of little use to our fathers. They began the practice of medicine after two terms in college, in which about all that was taught was by didactic lectures on descriptive anatomy, surgical anatomy, chemistry, obstetrics and the theory and practice of medicine. No preliminary education was required and, while many eminent men were so educated, the requirements are changed now, a preliminary education is demanded, the college year has been lengthened—number of years in-



and of St. Mary's Hospital with forty beds, where many operations and patients are treated by the faculty. An amphitheater has been erected in St. Mary's Hospital in connection with the fine operating room, where operations can be witnessed and studied by each student.

It will readily be seen that this city offers exceptional facilities to study emergency cases. It is the center of varied manufacturing enterprises in wood and iron, machinery and building. An army of workmen are at all times employed in the factories, on the railways, street and interurban lines; many accidents and cases of sickness occur and the hurrying clang of the ambulance gong is a familiar thing to the medical man.

creased. Laboratory work is taking the place of the didactic lectures, instruments of precision in diagnosis are taught and demonstrated to the student and he is put in possession of the workings and technique to make the practice of medicine one of the exact sciences.

By noting the schedule of lectures, recitations and laboratory work it will be seen that the student has rare opportunity to study anatomy and surgery. One hour each day during the entire college course of four years is devoted to the study of surgical anatomy under the immediate instruction of Professor Fuller in his laboratory on the cadaver especially prepared by him.

Clarence H. White,  
Dean Grand Rapids Medical College.

## None So Blind As Those Who Will Not See.

With 183,000 men idle in New York and with 47,000 men idle in Chicago, all striking for the recognition of the union—which means merely the stultification of the worker to the rank of serf and the exaltation of the walking delegate to the rank of tyrant—and with this condition repeated in nearly every city in the country, it is plain to foresee that within a few months at most the present prosperity of the country will be at an end; that an overproduction of manufactured goods will necessarily follow; that the men who erect buildings and turn out manufactured goods will tire of being made the puppets of venal and unscrupulous labor leaders and shut up shop; that the insolent and unreasonable demands of the incompetent shirks who constitute the membership of the labor unions will fade away in the universal clamor for something to do, for employment of any kind at any rate of wages which will stem the tide of starvation and ruin.

History repeats itself, but union adherents appear to be unable to judge the future by the past or read the signs of the times. Ten years ago this spring thousands of unionists at work on the World's Fair buildings forced the price of their labor up to 60 cents an hour, but before the "cold gray dawn of November" the same men were hanging around the free soup houses of the Windy City, which nearly bankrupted itself in doling out food and fuel and shelter to the families of the very men who throttled the industries of the city only a few months before.

While it is deplorable that 80,000,000 people should have to suffer because of the temporary madness of 2,000,000 union men, the latter are more to be pitied than condemned, because they constitute the ignorant class and are thus easily led astray by the passionate appeals to prejudice and class hatred constantly reiterated by the walking delegates and district organizers in such alluring terms that they are completely taken off their feet and are led into excesses of thinking and acting which they would not indulge in if guided by reason and common sense.

Frank Stowell.

The cause of clean streets has become so popular in New York that the official in charge of the street cleaning department can get almost anything he wants. The other day Dr. Woodbury asked for \$395,000 to erect a building in Brooklyn as a stable for the department horses and to provide baths and other accommodations for the men. He showed plans for the building and was laughed at because it looked like a handsome chateau. But he insisted that a city building ought to be handsome and the appropriation was granted.



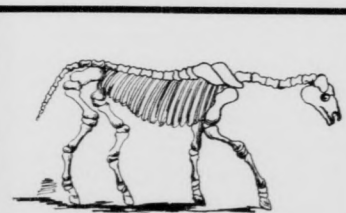
## RUBEROID ROOFING

FOR ALL CLASSES OF BUILDINGS

**H. M. REYNOLDS ROOFING CO.,**  
GRAND RAPIDS, MICH.

## BALLOU BASKETS ARE BEST

### The Skeleton of One Horse



looks much like that of another, BUT, when the flesh, hide and hair are on, WHAT A DIFFERENCE! There's a DIFFERENCE in BASKETS, TOO! **BALLOU BASKETS** are made different than others. On our Clothes Baskets the rims are rounded; the handles too. Bottoms are cross-braced and well-shod; materials of the best and workmanship unequalled. We make baskets for all sorts of purposes and people. Uncle Sam uses them by the hundred. Don't you think you can do so too? DEMAND **BALLOU BASKETS**, and GET 'EM.

**BALLOU BASKET WORKS**  
Belding, Mich.

## BALLOU BASKETS ARE BEST

## 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.**

## Are You Skeptical



You need not be. We have thousands of investors in Michigan in the

**Great Northern Oil Company**

of Detroit. This is a **RELIABLE MICHIGAN** Co. operating in the Kentucky oil field. We have over 6,000 acres. Have let contract for drilling 50 wells. 6 producing wells complete near pipe line. Buy your stock now before the next raise 35 cents per share in lots of 100 shares. Capital stock \$600,000. Par value \$1 per share. For full particulars drop a postal card to

**F. G. Friend**

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

Citizens Telephone 1515

## Ready for Business

On account of installing new machinery and erecting a modern refrigerating plant, together with an unprecedented demand for our Chocolates, there has been, during the past few weeks, an unavoidable delay in filling orders.

We are pleased to state that the work is completed and we are again in position to make prompt shipment of all goods.

Awaiting your kind favors, we are,  
Yours respectfully,

**Putnam Factory**  
**National Candy Company**  
Grand Rapids, Mich.

R. R. Bean, Manager

P. S. There is just one exception to the above—our "**A. A. Chocolate Sticks**"—orders for which may be delayed a day or two as the demand is so very great.

## Grocers

A loan of \$25 will secure a \$50 share of the fully-paid and non-assessable Treasury Stock of the Plymouth Food Co., Ltd., of Detroit, Mich.

This is no longer a venture. We have a good trade established and the money from this sale will be used to increase output.

To get you interested in selling our goods we will issue to you one, and not to exceed four shares of this stock upon payment to us therefor at the rate of \$25 per share, and with each share we will GIVE you one case of Plymouth Wheat Flakes

**The Purest of Pure Foods**  
**The Healthiest of Health Foods**

together with an agreement to rebate to you fifty-four cents per case on all of these Flakes bought by you thereafter, until such rebate amounts to the sum paid by you for the stock. Rebate paid July and January, 1, each year.

Our puzzle scheme is selling our good. Have you seen it?

There is only a limited amount of this stock for sale and it is GOING. Write at once.

**Plymouth Food Co., Limited**  
Detroit, Michigan

## TOM MURRAY

## Attributes His Success Entirely To Advertising.

I am a Canadian by birth, raised in a little bit of a village named Brooklin. The town is made up principally of one store, one tavern and a blacksmith shop. My father "passed out" when I was about two years of age, leaving my mother with two small children and a legacy in the way of poverty. About as poor as anyone could be, but that is no disgrace. "Proof," I have a good many highly respectable friends today. My poverty, however, obliged me to leave school when I was thirteen years of age. At that time I was in business for myself. My first business venture. "A merchant at twelve." Had been in business about a year peddling apples Saturdays and holidays. One day the gentleman who owned the only store in the village offered me a position. He took a notion to me, evidently. He was so liberal and kind-hearted that he paid me the enormous salary of \$25 a year, and I boarded at home. I often wonder if I will meet him in heaven. My doubt is on his side. I fully expect to be there myself. My religion is to use every man better than I would my pet dog or horse, and that is good treatment. My age and poverty obliged me to work for this man four years; not every year for \$25. At about seventeen years of age I came to Illinois; have never had any trouble making money, but find it hard to keep. For a number of years before the panic of 1893 my salary was \$10,000 a year.

The panic put my firm to sleep, financially. They retired, not for the night, but forever. My great mistake at the time was, I had too many "wooden sticks" in the fire. About everything went. From 1894 to 1897 I sold goods on commission. I can well remember a twenty-day stretch in the first month I did not sell a dollar's worth of goods—did not make a penny. Twenty-seven days in the third month with the same result, mind you, working faithfully, showing my samples a goodly number of times each day. Did I give up? No, no! I looked smiling and prosperous just the same. Take my advice, always look prosperous. Have a smile on your face, not in your face. By looking prosperous you will be respected, providing you are respectable. Everybody does not know you. A well-dressed man commands respect. November 1, 1897, less than five years ago, I opened the business I am now engaged in, and am still in the same location, a location everybody condemned. All said I would drop my money; in fact, no one had ever succeeded in any line of business in this same block. The store was opened with a capital of about \$2,600. I lost it the first year.

During the first year my furnishing goods store was managed by two competent men, yet it lost money. I concluded to give up my commission business, although it was at the time

making me a good living, but I did not want to take down "that name" from over the door, I was so proud of it. I saved the name. In less than four years the business has grown to nearly a quarter of a million a year, and making money, considering that the first year's business amounted to \$28,000, and lost money. This increase is not doing so badly. I still have "the keys." There must be a reason for this. I am often asked what is the reason. My way of thinking is this: A man is a fool who nowadays rents a store, hires help and does not figure on advertising. He had better figure rent first, then advertising, and his help expense afterward. If he does not advertise it won't be long before he will not need help. He can help the creditors to settle up his affairs. Had it not been for advertising I would have been cut out of the business the second year. Look around you, who are the men that succeed? Are they not the advertisers? Make yourself the talk of your town. I have, you can. After spending your money and energy to get your customers, do not deceive them. Never advertise anything at a special price unless it be true. If you sell a garment and it does not give satisfaction, the customer will no doubt make complaint. Make him a walking advertisement for you. Satisfy him. Don't do it, as the saying is, by "chewing the rag." Pardon me for using it, I never do in my business. Give him satisfaction. Be liberal about it. Make him think you are the nicest man he ever traded with. In order to buy good merchandise and also receive clever treatment in case you should want a favor from your creditors at any time, select houses to trade with who are above suspicion, known to be honest and honorable in their dealings. An honest firm will give you more favors if you need them than a dishonest one. The dishonest firm, the minute they do not get their money promptly, are far more apt to suspect and lose confidence in you than the honest one, and last but not least, you may get to be a successful merchant and build up an immense business, and wake up some day with the realization that you are fast losing it, and wonder why, in spite of the fact that you are still doing your same hard work. Don't overlook this. You are not alone in business, you have partners. Don't make them too silent. I refer to your employees. It may be possible you have in your employ someone who has more brains than you have—a future merchant prince. Encourage him. Give him a chance. Let him tell you once in a while what he thinks. If his ideas are good don't be ashamed to adopt them. To hold your trade you must have employees who are civil. Civility is cheap. Civil service is the rule in my store. If you can show me a man in my employ who is not polite and civil I will raise him—raise him out of the door. You can not expect an em-

## 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

## 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

## 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.**



ploye to be civil to customers if you are not civil to him. If you do not feel well, if you are cross, and can not come to your place of business and meet your help with a pleasant "good morning" and remain so all day, you had better stay away for the day. They can run your business far better for that day without you. Stay home, play golf, play anything but the fool that a man is to misuse his help. Cross words and stern looks are like yellow fever and small-pox. They are catching. Your employees are apt to meet and use your customers in the same way that you treat them. Pretty hard for a man to be clever and obliging right after you have "combed him down." My help would rather have me at home than in Europe. I often tell my boys that more than half of my future success depends on them. That they can make me or break me. I try to furnish the right kind of merchandise and do the advertising, but they must wait on customers so that they will come again. Take my advice and be kind to your employees. You may not feel like it, you may be a born crank. The good Lord may have given you a very high temper. Try to control it. By doing so you can better control your employees. Be civil to all men. Put yourself out to speak to a man who is not worth a dollar far more than you would to the millionaire, as the latter will not feel offended if you do not recognize him. His money and conceit take care of the slight.

I can not be otherwise than a great believer in advertising. Window advertising has been with me one of my greatest successes. Up to this year I never have spent more than \$2,000 a year in advertising my business. I will give you a sample of how effective judicious advertising is.

After my store had been running about a year I found myself in the position of having a big stock of goods, not paid for, and no money in sight to pay my creditors. Bad box. No doubt the sheriff could have made a successful sale and turned the merchandise into cash and "Tom" into the street, but such services are expensive, so I thought I would use his name without his services. I did it in this way: I had a sign made large enough to cover the whole front of the store, excepting the door. The announcement read: "Closed, but not by the sheriff." "This store will be open to-morrow at 9." The "closed by the sheriff" were the only large, bold letters on the sign. The words "but not" in very small letters. The words "this store will be open to-morrow at 9" in just fair-sized letters. Next morning at nine the store was packed. This ended in one of the most successful sales I ever had. Succeeded in getting out the goods and in the money.

I find I get splendid results from what are known as "blue pencil advertisements" in my window; also in the street cars. They originated in

this way: About three years ago, after trimming a window, I found I did not have any printed or painted show-card to advertise goods and prices. With me it is necessary that every window must have some kind of an advertisement in it. I would not give the snap of my finger for any window, it matters not how beautifully it is dressed, unless there is some kind of printed or written advertisement in it. In this instance, as it would take time to have a card painted, I sent out for a carpenter's blue pencil and wrote the first blue pencil advertisement ever written. My! how it did take. Wrote some more, six or eight of them. Put them all in one window. All day long twenty-five to fifty people were reading them. I have been writing them ever since. Instead of writing them for one window my business has grown so that I am now obliged to write them for twelve windows. After adopting this method of window advertising for a few months, merchants would come in and want to buy them after I had used them. I saved them, and after a year's time I issued a book, copyrighted, known as "Tom Murray's Book of Blue Pencil Ads." This book has been sold in every town of any size in America, a number of times in England, Australia and South Africa, and once in Colombo, Ceylon, Trinidad and Honolulu. I also have a good many subscribers for duplicates of advertisements that appear in any window during the month, which I mail to them the first of each month.

After the experience I have had, and what advertising has done for me, you can not blame me for being a great believer in advertising, and I find that as a man gets into writing advertisements the more he does it the easier it comes to him, and many a man who may think he can not write advertisements is mistaken. If he would have a little nerve he might soon find that he had some

advertising brains that he does not know of.

My parting advice to you is: Do not go into business unless you intend to advertise. Do not engage in business unless you can be civil and obliging. Ever keep in mind that the time may come, be you ever so successful at present, when you may, by reverses in life, sometime be an employe again. Tom Murray.

#### False Financial Statement Made to an Agency.

The Supreme Court of Georgia held, in the recent case of Mashburn et al. vs. Dannenberg Company, that false representations as to the financial standing of a merchant contained in a statement made by him to a mercantile agency, to be used as a basis of credit, will constitute a fraud upon any subscriber to such agency acting upon the statement, although the merchant did not know when he made the statement that such person was a subscriber to the agency. The court further held that whether such a time has elapsed after a statement to a mercantile agency of a person's financial ability that no one should act thereon as a basis of credit can not be fixed by any arbitrary rule, but must be determined in each case according to its circumstances, and where several such statements were made, and at the time the credit was extended some of them were too old to be acted on and others were not, but credit was extended to each, in order to reclaim the goods sold it was incumbent on the seller to show that they were sold on the faith of the statements which had not become stale.

#### 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

#### 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.



Summer School; Summer Pates; 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.

#### WM. BRUMMELER & SONS

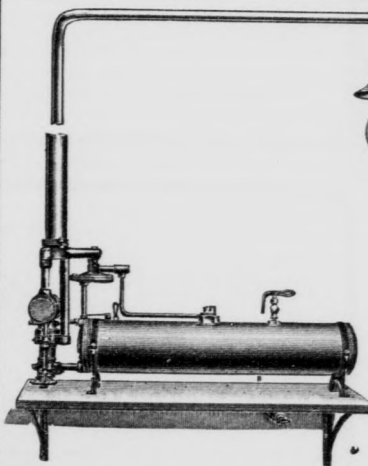
Makers of



#### Good Tinware

Grand Rapids, Mich.

Send For Catalogue.



## DO YOU NEED A BETTER LIGHT IN YOUR STORE ?

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

**"F. P."**

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

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

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

## Clothing

### Style Tendencies in Little Folks' Wearables.

Business in juvenile and youths' clothing for fall is of satisfactory volume. Retailers had good business last year and pretty effectually cleaned up their heavyweight stocks, so that the absence of accumulations would in itself improve the seller's chance to book orders. Full orders are being placed, and although circumstances would seem to warrant big ones, buyers are following a conservative course which meets with the approval of wholesalers.

It should be borne in mind, in considering boys' and children's business, that orders are placed in many instances by buyers, and not by the proprietors themselves. Take the large department stores and the big clothiers and the proprietors have in some instances instructed their buyers not to order freely for the future because of the fear of tight money, and other bugaboos, which, like Banquo's ghost, will not down, influencing fall business. It is, however, always good to be conservative, for to be forewarned is to be forearmed, and, with every prospect of good crops, there is no reason why the class of buyers mentioned should not later come into the market with generous orders. Men's lines are not so much affected in this way as youths' lines.

Salesmen who have been in the flood districts in the West have changed their routes to other sections, and it is believed that some orders, placed by merchants in the sections affected by the inundations will be canceled. It is hoped that with the indefatigable energy, which is a strong trait in the character of Western people, they will quickly recover from the devastation spread in their midst and become well established again in time for fall business. Most of the leading manufacturers of boys', youths' and young men's clothing had representatives in or near the flooded towns at the time of the catastrophe. All were doing an excellent business for fall, but the manufacturers believe that, owing to the severe straits in which the merchants have been placed, their earlier orders will be revised or canceled.

The styles of the season's clothing have not undergone any very radical changes, excepting in novelties for children and boys. In these lines manufacturers have striven for individual effects which differ from the things brought out by each other, and as a result greater variety has been imparted to suits and overcoats for the little fellows.

With buyers the Russian, or Parisian, blouse, as it is called by some, is the most favored in small sizes. Plain and mixed fabrics have been selected, neat mixtures being preferred. In boys' suits, choice appears to lean most to double-breasted sacks, with a fair amount of atten-

tion given to the belted sack or Norfolk in narrow and wide pleats. For older boys the single-breasted sack, fashioned like men's garments, is in the lead. In boys' and youths' wear both two and three piece suits are selling. Suitings run mostly to neat mixtures on dark grounds and blue without color. The fabrics selected are chevrons, cassimeres and worsteds, ranging in the order named.

Considerable life and character have been given to overcoats, in all sizes, by the introduction of novelties in reefers for children in various styles of tailoring, with and without sailor collars, chevrons and button and soutache ornamentations. Some of the long double-breasted coats for children are Russian in style, with astrakan collars and cuffs, and look very attractive. They are being bought by the fine trade. The paletot has also been ordered in young boys' sizes, and is considered a very smart garment. In the small as well as large sizes the belted back, very long, full, swagger overcoat in fancy cloths has taken quite a hold on the trade, and it will undoubtedly vie for leadership with the long Chesterfield or fly front coat. For youths and young men the smart paletot or frock and also the belted back, double-breasted, full bell-skirted overcoats are featured by the best manufacturers, who report that retailers are selecting them in both plain and fancy fabrics in greater numbers than were expected when these styles were being designed in the workrooms.

The efforts of manufacturers to keep within the bounds of moderation in styling, and the class of fabrics selected, have met with the general approval of intelligent buyers, who believe that while the season will develop more color in clothes, modest effects will prove the most successful sellers.—Apparel Gazette.

### Between Twilight and Dawn.

A trip across Lake Erie, via the steamers "Eastern States" and "Western States," operated daily between Detroit and Buffalo, is a luxury in modern travel to be enjoyed at a moderate outlay. These fresh water leviathans are conceded to be the most intelligently designed and perfectly executed examples of marine architecture in existence for a night passenger route. This line is famed for the courteous treatment extended its patrons and the absolute wholesomeness of the entire service.

The two hundred and eighty-five miles between the two cities are traversed in fourteen hours, and after a dusty and tiresome rail ride the change to comfort and pleasure amid the invigorating lake breezes is a boon to the weary traveler.

Steamers leave daily from Detroit at 4 p. m. and Buffalo at 5:30 p. m., arriving at their destinations the following morning at 7:30.

Lives of grocers all remind us  
They can make their starch half lime  
And with sugar wholly blind us,  
Putting sand in all the time.

## CLAPP CLOTHING CO.

Manufacturers of

## Men's Working Clothing

Barnhart Building  
Grand Rapids, Mich.

C. J. CLAPP, Pres.  
H. A. DeLANO, Vice-Pres.

JOHN B. HUTCHINS, Secy.  
H. J. VINKEMULDER, Treas.

## To The Trade:

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

### M. I. SCHLOSS

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

William Connor, President.

Wm. Alden Smith, Vice-President.

M. C. Huggett, Secretary and Treasurer.

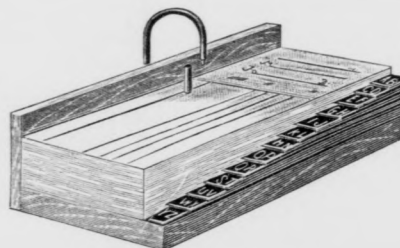
## Wholesale Clothing

### The William Connor Co.

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

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

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



## Account Files

DIFFERENT STYLES

VARIOUS SIZES

We are the Oldest and Largest Manufacturers.

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



### Window Cards for Clothing Stores.

The forming of groups by classifying like qualities will give greater tone to the effectiveness of the display as well as prevent the patchy appearance produced by the use of a multiplicity of cards. Some retailers manage in this way to get along with three or four cards and succeed in making their windows beautiful and interesting.

Because a window card is a good thing to use in its proper place, it does not follow that the good they do is increased by their great multiplicity. A little poison taken in proper doses may prove a good medicine, but when the doses are augmented by multiplicity it is sure to kill. This is true of window cards in general. A few judiciously used in a single display will stimulate attention to activity and interest, while their profuse use destroys the effect intended by leading to a confusion of ideas.

In passing by a retail store a few days ago, we noticed a neat card attached to every card in the window. The cards were all of light pink color, and of an oval shape, about three inches wide, and from four to five inches long. The arrangement of the goods displayed was such as to allow about nine inches between the cards. There were forty of these cards in the window, but only three deviations in price—that is, it took forty cards to make emphatic three different prices. In other respects, the shape, color and printing were the same.

It is sometimes thought that much repeating gives strength to what is said, but it is just as apt to become monotonous and tiresome. When the mind comprehends one or two of a series of things alike in composition and make, the whole series is understood without further mental reflection upon the objects. To avoid a thing of that kind, and concentrate the attention to the many garments or pieces of goods by means of cards, the cards must show variation in form, color and lettering. Many articles to be sold at one price each may have similar figures on each card, provided the shape, color, and lettering are different.

The attractive features of a card lie in its form and facial appearance, the price being the connecting link between it and the goods, which also institutes comparisons in quality. It may be more troublesome to give each card an individuality of its own, but it is a kind of trouble that pays, provided one is specially anxious to get the attention of people upon each article of goods displayed. Where prices agree, it is presumed the quality is about the same, in which case few cards can be made to serve a good purpose by grouping like qualities of goods and attaching one card to the group. This method will be a saving in cards, while increasing the economy of time and attention of the passer-by.

### Gradgrind and Pinchbeck.

I called upon a man last week who has all the elements of growth and

expansion. His business is small, but it has a future. His capital is limited, but every cent of it is used shrewdly and wisely and not hoarded like that of the unwise steward of ancient history.

It is good to meet and talk with men of push and progress. They give out a feeling of magnetism which is infectious and which urges all who come in contact with them to give a helping hand.

To him that hath shall be given. The man who advertises to the world his determination to succeed attracts success. We all like to be with successful persons. There is a selfish pleasure in keeping close to a growing concern, so that when there are favors to be given out we shall be within call.

The Gradgrind and Pinchbeck kind of men are fortunately few and far between. The supreme wish of their lives is to be able to get a quart out of a pint measure. They skimp in all directions. The broad business men who work on the policy of give and take and who give business favors knowing they will be reciprocated some time have little use for the Gradgrinds.

Mr. Gradgrind often as not has a good business because he is usually a judge of quality and shrewd enough to give full value for money received. His neighbors are equally alert in this direction, but they are also willing to spend money in various ways to call attention to their products, and their activity results in benefits direct and indirect.

There is little room in the business world for narrow-gauged men. Some of them manage to keep in line with the procession, but their growth is like that of plants without sunlight.

The small-bore men have a nasty habit of keeping apart from their fellows. They appear to live under the impression that what they know is too valuable to be told to outsiders and that outsiders can not have much of importance to tell them. Gradgrind and Pinchbeck are perpetually growlers at the lack of profit in business, quite forgetting that they may possibly be on the wrong road to permanent success.

It is pathetic to see business men throwing away opportunities for advancement and expansion because of narrow and obscured vision.

Traveler.

### The Open Sesame.

Publicity is the open sesame in any sort of trade, it matters not what it may be. When a man becomes a hermit, shutting himself off from his fellows, the sun of his influence has set. This truth is applicable with greater force to the man who has something to sell. Life is a battle for place. Competition is on every hand, and those who do not use strenuous effort survive but a short time. Time was when dealers confined their efforts to the employment of criers, or "barkers," before their doors, but the newspapers and other periodicals have made possible the widest publicity. The man who has something to sell and fails to appreciate this fact is a back number.—Printers' Ink.

This cut represents our

## Dickey Kersey Coat

of which we are large manufacturers



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

### Art in Window Dressing for Clothiers.

The window trim may be likened to architecture, in which the realization of beauty is subordinated to an end of outward utility, or it may partake of the nature of landscape gardening, which, primarily, concerns itself in laying out grounds, and, secondly, in treatment of those grounds by culture, and investing them with such forms as beauty and utility may prescribe. Its spring, like architecture, is in human necessity, but in the supply of this want, inviting decoration. The beautiful in a window trim should comprise all that excites emotions of the glad-some, placid kind, similar to the pleasurable emotions arising from the contemplations of the beautiful in nature.

Taste is variant. The odor of the rose or the softness of velvet exercises a certain degree of taste through the senses of smell and touch. The pleasure, however, derived through these senses is of a lower degree than that dependent upon the senses of hearing and seeing. The love of song, the pleasures of music, are due to the quick reaction of the faculty of taste to the notices of the ear. The feelings of ecstasy produced by the reading of an exquisite poem are due to the play of the recipient faculty produced through the senses of hearing and seeing. The highest degree of pleasure for the love of the beautiful is reached in this way, and hence music and poetry rank with the fine arts.

The pleasures derived from a fine work of art displayed in the make-up of a window trim, are due to the activity of mind excited by the sense of seeing. The enjoyment of the beautiful in architecture and landscape gardening has its source in similar operations of the mind, produced by excitant objects appealing to the eye. The pleasure derived from the beautiful in form leads the sculptor to chisel from the rough block of marble before him his ideal. The result of his labor is a masterpiece of fine art, which embodies his ideal of the beautiful. The world beholds, admires and becomes imbued with feelings similar to those that prompted the sculptor to place before its vision an object of the beautiful in form.

These facts tend to show how closely the pleasures derived from certain of the fine arts are related to those growing out of a perfect window trim. The trim must have symmetrical form; there must be something in its make-up to impart harmony to decoration. The love of the beautiful in form has its culmination in statuary. In architecture and landscape gardening the beautiful in form is strengthened by the beautiful in decoration. In all these the pleasures are derived through the sense of seeing. The pleasures afforded may not be equally intense, but the difference is one of degree

and not of kind. All persons are not endowed with an equal of sensibility for the appreciation of the beautiful in art. Were it not so, many of the so-called window trims would appear puerile—a mere daub on canvas.

Without taste there can be no appreciation for the beautiful in any of its aspects. Where native taste prevails only, the beauty appreciated will be crude—often fantastic. Between this native taste and the taste manifested in the appreciation of the highest forms of the beautiful in the fine arts, there are many variants depending upon the degree of sensibility developed through culture. The limbs of the body are made strong by use and exercise; the sensibilities that respond to the beautiful in objects of sight and of hearing are made more responsive and more sensitive by culture. It is due to culture that the taste of to-day may not be the taste of to-morrow, or that the taste of a past age has become hideous in this age.

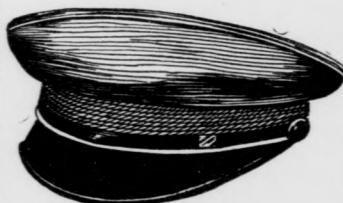
The beautiful in window trims will not rise to the pleasures generated by the beautiful in the fine arts until the art of window trimming becomes a fine art. The present state of the art is far from a fine art, and it is apt to remain for a long time a great distance from it by reason of the lack of higher ideals. It is an art that combines the useful with the beautiful. So are the arts of architecture and landscape gardening. But out of the utility and the beautiful in architecture and in landscape gardening comes the pleasure afforded by the appreciation of the grand and sublime in art and in nature. This element of pleasure will always be wanting in window trims from the very nature of things, but since a window trim can not reach the beautiful afforded by an appreciation of the grand and sublime in certain of the fine arts and in nature, it does not follow that any kind of a window

trim affords the greatest possible pleasure known to its art.

The window trimmer must have taste; not native taste only, but a cultivated taste. He should be able to discriminate between what is ugly and what is beautiful; his perception should be quick to respond to the niceties in his art; his sensibilities fine and delicate, to appreciate the higher forms of the beautiful. He can never hope to become an artist without the factors and qualities nec-

## 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.

Ellsworth & Thayer Mfg. Co.  
MILWAUKEE, WIS.



MANUFACTURERS OF

Great Western Fur and Fur Lined  
Cloth Coats

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

B. B. DOWNARD, General Salesman

## "The Clothing that makes Rochester Famous"

REGISTERED BY Solomon Bros. & Lempert, 1900.

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

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



## PAN-AMERICAN GUARANTEED CLOTHING

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



Suits and Overcoats \$3.75 to \$13.50, and every line at every price a leader.  
Our salesmen are out—we have an office in Detroit at 19 Kanter Building—or we'll send you samples by express—prepaid.  
Drop us a card asking about our Retailers' Help Department.

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



essary to the making of an artist. If he is without taste, or has a taste of low development, his work will put forth a taste to correspond. If his appreciation for the beautiful is lacking, there will be nothing of the beautiful in his trim. He can do nothing more toward exciting the pleasures for the beautiful in others than he himself can put into his work. Art is great and sublime when the soul-spirit of the artist, in its highest flight, imparts a sort of divineness to his work.

Thus it is that every window trim reflects the kind of mind behind it. It shows him a man either of native taste only, or of a low order of developed taste, or one possessing to a high degree the love of the beautiful in art. The higher his taste for the beautiful, the more of his soul spirit will shine through his art. Here we find a law of intelligence that separates the window hang from the window trim. It is the distinction between the work of native taste and that of a cultured taste. The window hang shows itself as being principally the outgrowth of native taste. The window trim, on the other hand, is the outgrowth of cultured taste which rises to a high appreciation for the beautiful in form and decoration. Little skill or training is required to produce a window hang, while the window trim demands artistic taste of a high order and an appreciation for the beautiful in art.

Although the art of window trimming is yet in its infancy, it has great possibilities, which time, training and culture will unfold. Because the art has not yet been reduced to scientific formula, there is no reason why it should not have its science. The philosophy of art takes root in scientific principles. Science unfolds what there is to know and art what there is to do. Things knowable and things doable are science and art. To know the principles that should govern in making up a good window trim is to know its science; the doing the thing in accordance with these principles is the art of it.

Window trimming is daily becoming more popular, owing to the pleasure it affords, as well as its usefulness as an advertising medium. These facts of themselves are sufficient incentives to make the trims the best possible. If the highest ideals of what a trim should be cannot be attained at once, the time will come when they can be attained, provided the work is studied in all its details from a scientific standpoint. Some may say to attempt a trim upon scientific principles would surely fail. That may be true, but it does not prove that science will have no place in the art in the future to come.—Clothier and Furnisher.

#### How It Travels.

"How did Jones ever manage to catch typhoid fever?"

"Oh, he caught it on the fly."

#### The Original Philosopher.

Never put off until to-morrow any one whom you can do to-day.

The gasoline stove is one of the principal recruiting agents for the sweet by and by.

The person who has no new things for Easter rejoices when the weather is bad so the others can not go out with their finery.

Stinginess is a fungus that springs out of prosperity.

The successful candidate is the one who has things to say about vox populi being related to vox Dei.

The ocean in summer is constantly taking perfectly strange girls into its arms, and yet it is never even suspected of getting fresh.

If you conquer the world and the flesh, the devil will send in his surrender by telegraph.

The man who most readily admits his own success is the one who could most easily be proved innocent if he didn't choose to confess.

The strongest logical argument against a literal hell is its superfluity to the man who has been up against the hard knocks of life.

The man who makes a fuss over a trouble that is certain to result in making his condition not only no better but worse, is a fool. Which is only another way out of saying that all men are fools.

#### Spirit To Be Deplored.

Just where honorable industry ends and avaricious piling up of treasure begins no one can take it upon himself to say. The spirit, however, that impels a young man to sacrifice all the nobler aims of life in order to turn a liberal competence into wealth too great to be spent (and the giving away of which, unless carefully regulated, is a doubtful good) is certainly to be deplored.



#### 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.



## 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.

## 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.

## 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

### Unusual Slowness Where Swiftmess Is Expected.

We have always been so stuck on ourselves in here that we somehow got a notion that there wasn't a thing or a scheme about the shoe trade that we did not know.

Really, you know, down in our hearts, we knew a blamed sight better, but I suppose it was always because we were so blooming anxious to be close to the grand stand fence that it comes to us with a sort of a shock sometimes when an old scheme finally percolates to us and seems new.

This is the one: George Stark was in here selling us a bill of goods the other day. George had his hat on just as he always wears it, and was just as sassy as ever. He also bragged just as much. He was just as sanguine that everything that he had in his case was better than any similar article offered by any shoe salesman in the world.

When he snatched a sample out of the tray, peeled the cover off from it and took hold of the top with one hand and the sole with the other and jerked it straight he held it straight out in front of him and looked at it with more admiration in his face than old man Laster has in his when the Widow Dough goes by.

When George peeled this particular shoe out and held it up for admiration he remarked "Now, there's a shoe that I designed myself. I've wanted just that shoe in my case for two years and when I was in last January I says to the old man, 'There's this about it, Sam, I know what I want and if I don't get it I know where they'll put me up just the samples I want.'"

"You don't call your employer 'Sam,' do you?" said Sizer.

"Do I call him 'Sam?' Well, if I called him anything else he wouldn't answer me. Of course I call him 'Sam' and he calls me George, just as he used to when we were growing up together in the business. He and I are no different just because I've lost my pile two or three times and he's never done anything but keep doubling his. 'Well,' he said, 'George, if you want something different why go ahead and get it up,' and I put a straight two weeks in the factory getting up that shoe and putting the samples through the shop."

"Can you really do work in a factory?" asked little Sizer. "Do you really know the trade?"

Stark gasped a little. "Do I?" he queried, "can I? Well, if there is a bench in any shoe factory in America that I can not hold down, or if there is a machine that I can not run, or a hundred skins that I can not cut to as good advantage as any man in the business I'll make your firm a present of the bill you're going to buy. Now this shoe I'm showing you I got up myself. When I carried it in to the old man he admitted it was a corker but, he says, 'we can not put it out for a cent under \$2.25 in case lots.'"

"If I sell that shoe," I says, 'I'm

going to sell it at just \$1.85 a pair net thirty days.'

"It can not be done," he says.

"It can," I says, and I went over the costs with him and the best I could do it figured \$1.76 with nothing added for packing or cartage. It was stiffer than I thought, but I wouldn't cheapen it any and finally the old man let me bring it out because he was sort of stuck on the sample himself, and there it is. It's a shoe you'll never have a chance to mark P. M., I can tell you that, although I suppose that fact won't please the boys much."

"P. M.," says Mr. Laster, "that's a new one on me, what does it mean, 'Post Master,' or 'Past Master,' or 'Path Master,' or 'Past Meridian,' or 'Pock Marked,' or what?"

"Why, 'P. M.,'" says Stark, "why 'P. M.'—why—it just means 'P. M.' Everybody knows what 'P. M.' means, but for the life of me I can not just think for the moment just what the letters stand for, 'Price Mark,' maybe, or something like that. I supposed every up-to-date shoe man used that idea. Honestly, don't you understand 'P. M.'s?"

We told him we didn't, as we didn't, maybe some of you do not.

"Well, a 'P. M.,'" said Stark, "is a shoe that should be sold. A shop keeper, a shelf warmer, a narrow toed shoe when everybody is wearing broad toes, a congress when only lace is in request, a russet when all the feet are in mourning."

Little Sizer had gone quietly into the back part of the store and he returned now bearing a shoe in his hand. He threw it to Mr. Stark, "Is that a P. M.?" he asked.

Stark turned it over and over in his hands with a grin on his face and saying to himself very softly, "Well, by —" something or another. It was a buttoned shoe for a woman, of heavy curacao kid and was size 3 C. The toe was round and plain and there was a hard little piece of sole leather sticking up inside the end of the toe. The vamp was very short and the beaded upper was well over the vamp. The soles were machine sewed and exceedingly stiff. The sock lining was of cloth and the top of the shoe was trimmed with bright pink kid. The button fly was made of French kid, which had turned quite blue in spots and two of the button holes were badly torn out where some salesman had vainly tried to get the shoe together over a high instep. "Is that a P. M.?" asked little Sizer again.

"I couldn't," replied Mr. Stark, "give you a better definition in a thousand words. That is a sure enough P. M. Now what did that shoe cost away back in the '80's when you could sell that kind of a shoe without a permit from the mayor?"

"The cost mark is nearly rubbed out," replied Mr. Sizer, "but I think it reads Phy., which being interpreted means \$2.50."

"And you would be glad, wouldn't you," queried Stark, "to get a single cart wheel for it?"

"We would," said Mr. Laster.

"Would you take 90 cents, spot cash?"

"We would," said Laster. "Do you want it?"

## Something New

Dealers who like to give their trade

Desirable, Stylish  
**SHOES**

Our new line is attracting the good trade in Michigan. We want every shoe dealer in this state to know we have an "up-to-date" "all round" desirable line, with each and every department complete in itself. Our Mr Waldron has been in close contact with Michigan shoe trade for 20 years, and is thoroughly familiar with their wants and demands. Let us have the opportunity of doing you the good we're doing others.

Waldron, Alderton & Melze,  
Saginaw, Mich.



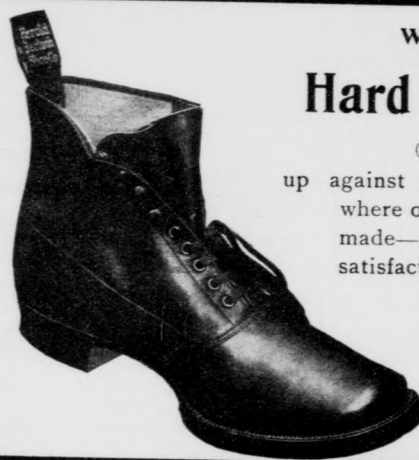
Our justly celebrated No. 104

**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.



We'll Put Our

**Hard Pan Shoes**

(Wear Like Iron)

up against any shoes—no matter where or by whom they may be made—for wear and absolute satisfaction.

Herold = Bertsch  
Shoe Co.

Grand Rapids, Mich.

Makers of Shoes.

**The Lacy Shoe Co.**

Laro, Mich.

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

**Advertised Shoes**

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

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



"I do not," said Stark, "but it is a P. M. all right and I'll mark it for you if you say so." He took a bit of blue crayon from his pocket and marked it as follows:

P. M.

10010

"That means," he said, "that the clerk who sells that for \$1 gets a ten cent commission on it. Funny you never have done this. I know a lot of stores where there are a number of salesmen who do it right along. Go right through your stock and remark the P. M.'s with either a special commission on each pair to the salesman who gets rid of it, or a straight 10 per cent. on all P. M.'s sold at the mark. You will find it is the greatest thing to get old stock closed out that you ever saw."

Stark sold his usual bill and went on along, but little Sizer and Hi Ball would not let us forget it, and, as a result, Mr. Laster and I have been through the stock and marked a whole lot of shoes for the boys to make a little sale on. Last week Hi Ball cleaned up \$3.45 scale and Sizer touched off P. M.'s to the extent of \$4.60. We consider it a great success and shall keep it up. Funny we never got onto it before.

Do any of you fellows know what "P. M." stands for?—Ike N. Fitem in Boot and Shoe Recorder.

#### Would Rather Fight It Out.

In my travels I have run across quite a number of exclusive shoe dealers who were sour on the way the department stores are cutting into their business.

Yet they would rather fight it out than adapt themselves to the new conditions.

I said to one man who was the sole representative of the exclusive business left in the town: "I notice most all of your stores carry shoes."

"Yes," he said, "the butcher and the night watchman are the only parties left who don't carry them, and if it wasn't for the repair shop I couldn't make a living."

"Why don't you put in some other lines and buck them at their own game?" I asked him.

"I'll quit first," he said.

An article that appeared recently in one of the magazines on the subject of "adapting yourself to changed conditions" seems appropriate and I quote as follows:

Do not imagine that everything which means progression for the many will prove an evil to you, unless you permit it by refusing to progress with the times.

A man had carried the mail once a day to a suburban town for twenty years with his horse and cart. Now the trolley brings it three times a day, and the man is bitter with resentment toward the people who sent the petition to Washington for the new method.

He feels that "a poor man's bread has been taken from his mouth."

That is what the old stage drivers thought when the railroads first came through the land.

But the hundreds of thousands of poor men employed by the railroads thought differently.

The weary stage horses no doubt thought differently.

Each new invention means new avenues and industries to the progressive and up-to-date man and woman.

Be ready, therefore, to fit yourself to new conditions.

Be active, alert, expectant and alive to the spirit of change and invention which is in the air.

If you're in the electric car or automobile or steamship line, be eager to interest yourself in air ships when they come into use!

Do not for one instant believe that air ships can make you a bankrupt.

Your present business may become obsolete, but you can not be obsolete unless you choose to turn into a fossil. If you become a fossil, with no thought beyond your present condition and employment, do not suppose you can stop the progress of the whole world to suit your notion.

It will roll its wheels over you and grind you to powder unless you see fit to move along with it.

Machinery never yet pauperized the best workman in any business.

The men who carried messages by relays of equestrians were not quick to welcome the telegraph.

The sailing vessel was the enemy of the steamship, and the gas company did not enthuse over the introduction of the electric light.—Shoe and Leather Gazette.

#### Shoes For Dogs.

Rubber boots, tennis shoes and calf-skin boots all enter into the paraphernalia of the modern dog who is fortunate enough to be born with a silver spoon in his mouth. His dogship's footwear is not designated by his bootmaker in just this way, but the animal actually wears all these various kinds of shoes.

In the windows of the saddlemaker's there are to be seen, exhibited with dog collars of all kinds, different patterns and sizes of shoes. The most expensive are made of the saddlemaker's own particular leather, pigskin. A set of four shoes of this leather, which is soft and pliable, have corrugated rubber soles and are laced up around the ankles with leather thongs. These sell at \$5 a pair. Calfskin shoes are made on the same last style in black, and have light colored heavy leather soles. These shoes cost \$4.50 a pair and others of morocco which are recommended as being the best liked by the elite of dogdom cost the same. Rubber boots are not as much used in this country, but are worn by the French dogs with their rubber blankets on stormy days.

Dog boots are only expensive at first cost. It is never necessary to half sole them, and as a matter of fact, they never wear out. The dog is light on his feet and he does not feel ashamed of going barefooted at any time, although he may have a valuable collection of shoes in his wardrobe.

## We Know

how a shoe ought to look to fit the foot properly and how it should be finished to give it the elusive quality called style.

You will find our line of men's Goodyear Welts all we claim—the best at the prices money, brains and experience can produce.

**Rindge, Kalmbach, Logie  
& Co.**

Grand Rapids, Mich.



VELOUR

## Mayer's

### COMFORT SHOES

Embrace every feature that goes to make style, comfort and durability. Our gored shoes run just a little ahead of anything made by our competitors. The goring used in the production of these shoes is the very best made and will retain its strength until the shoe is worn out. All styles and grades. Dealers who handle Mayer's Shoes have the advantage of handling a product that is backed by a liberal advertising appropriation. For prices and particulars address

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

## Our Salesmen

Now have samples of shoes for fall with them, among which are some of the best this or any other house has ever put out for the money.



**Geo. H. Reeder & Co.**

Grand Rapids, Mich.

We have a catalogue—send for it.

### Method For Treating Kickers.

To keep the kickers from my prospective customer the clerks are instructed to usher them silently into my den, which has been dubbed the "Kicker's Parlor." It is there, gentlemen, that my hair grows silently gray. I investigate and adjust, and do all that I can to retain the good will of that man or woman. I very often stretch a point to do so.

While you permit the returning of worn-out shoes, and I know my competitor is privileged in that direction, you must not ask me to quit. And anyway, what are you kicking about? You fire them back on the manufacturer; he is the man that suffers, and as he is the original offender he is the man that ought to suffer. You would not have so many worn-out shoes come back on you if you granted a more liberal policy of discretion to the retail man.

When the man with the kick comes into the retail store, as a rule, he has the shoes on his feet, the matter must be settled then and there, and must be settled promptly to accomplish any good. The case could very often be adjusted by repairs being made, or by making an allowance on a new pair of shoes. This you won't stand for; you say you must see the shoes. Now you have no right to expect the retail shoe man to board and lodge his kicking customer while you are adjusting his kick with your manufacturer. Be more liberal in allowances of this sort. Instruct your customers accordingly, and I believe the evil will be lessened. In my personal case, I find this course is satisfactory in most cases. I never did believe a man should be given one or two months' wear free of cost. He ought to settle for what service he has had, and I insist that he does. The extent to which this evil of guaranteeing shoes has grown is indeed alarming.

I hold in my hand, at this moment, a postal received from a man who purchased a pair of my shoes. This postal I sent out with a circular letter enclosed to each and every customer whose name and address we have. The postal reads: "Did you enjoy wearing those shoes? Were they comfortable? Did they give you satisfactory service?" I asked them to fill out this card, which is addressed to me, and to drop it in the nearest mail box. A man replies to my three questions, "No, no, no," and writes that, "They were all right for a short while." He purchased this pair of shoes December 24, 1901. They came back with his kick January 15, 1903. About thirteen months' actual service, and the shoe looked it. Worn through the worst part of two New England winters. This, of course, is an exaggerated case. He is indeed an unreasonable man; and he was told so, and got nothing. I mention it simply to show what the customer expects from shoe leather to-day. Don't think that this man is alone. He has

a lot of friends that think as he does.  
John Hogan.

### Recent Business Changes Among Indiana Merchants.

Batesville—The general merchandise business of H. B. Greenman & Co. is continued under the style of H. B. Greenman's Store.

Franklin—C. M. McCool has purchased the grocery stock of I. M. Thompson.

Ladoga—Rose Bros. & Gill continue the grocery business of Rose Bros.

Lagro—Knipple & Pavey, hardware dealers, have dissolved partnership.

Lewis Creek—W. J. Morris has discontinued the general merchandise business.

Madison—W. R. Clements has purchased the stock of the Madison Stove Co.

Montpelier—E. A. Smith & Co are succeeded by the Montpelier Milling Co.

North Vernon—Chas. H. Everett, dealer in queensware, has taken a partner under the style of Everett & Beck.

Rochester—Chas. A. Kilmer continues the grocery business of Mrs. I. V. Kilmer in his own name.

Terre Haute—J. T. Champer has sold his grocery stock to E. H. Redman & Co.

Whitestown—J. H. Laughner & Son have closed out their general merchandise stock and retired from trade.

### Simple Exercise.

One exercise, repeated fifty or a hundred times a day, requiring no more than ten minutes altogether, is of the greatest advantage, and can be done out of doors as well as in, at almost any season of the year. It consists in inhaling through the nostrils a deep breath, retaining it a few seconds, and then, with the lips adjusted as if one intended to whistle, expelling it slowly through the contracted orifice. There is no physiological objection to exhaling through the mouth; there are no muscles whereby the course of the breath can be restrained through the nostrils, but the lips contain sufficient muscular strength for this purpose. If students would rise from their studies, book-keepers from their desks, women from their sewing or reading, two or three times a day and take from fifteen to thirty such breaths the result would surprise them.

### Shoe Horns in Demand.

Shoe dealers can sell handsome nickel-plated shoe horns if they will put them in their findings case or in their window. Oxfords are selling rapidly now, and every oxford owner must own a shoe horn. Young men often present elaborate shoe horns to their women friends. Many dealers give away a shoe horn with each pair of oxfords sold. Such a horn, bearing the name of the store, makes a good and lasting advertisement. Now is the proper time to put them in—both those for sale, and, if you please, those to advertise your name.

Oh! when you fish in waters clear,  
Wear rubber boots made by Goodyear;  
Buy Gold Seal boots to fish for trout,  
And they will keep the water out.

You'll find them light and of good make  
And you can then your pleasure take;  
No aching bones or feet all wet,  
For Goodyear's are the best, you bet.

GOODYEAR RUBBER CO., Milwaukee, Wis.

W. W. Wallis, Manager.

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

If so, order sample dozens of following:

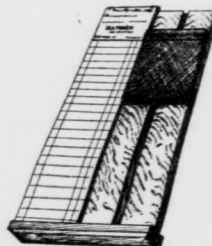
- |          |  |
|----------|--|
| No. 754  | Women's Dongola Lace, Patent Tip, Fair stitch, 2½ to 3, \$1.10             |
| No. 750  | Women's Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 2½ to 6..... 1.10 |
| No. 7546 | Women's Dongola Lace, Patent Tip, Single Sole, 2½ to 3..... 1.10           |
| No. 2440 | Misses' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 12½ to 2..... .90 |
| No. 2340 | Child's Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 8½ to 12..... .80 |
| No. 2240 | Infants' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 6 to 8..... .70  |
| No. 2448 | Misses' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 12½ to 2..... .80 |
| No. 2348 | Child's Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 8½ to 12..... .70 |
| No. 2248 | Infants' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 6 to 8..... .60  |



Hirth, Krause & Co., Grand Rapids, Michigan

## 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

# 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.



### Gentle Woman and Her Ways.

Once there was a woman who never discussed her husband's faults with other women. This is not a fairy tale—the woman was deaf and dumb.

It need not necessarily be inferred that the woman who dons open-work lace hose and a low-cut waist in order to take a sun bath of three hours' duration on the beach, never entering the water, is immodest. It may be that she feels she is too modest, and is but disciplining herself in order to overcome the fault.

Petticoats prove little concerning the femininity of the wearer. She may be "emancipated."

It is the unattainable ideal that causes grief. For instance, the men who wear their hair long and the women who wear theirs short, the men who don corsets and the women who array themselves in frock coats and cravats, forever must keenly feel that something still is lacking.

It is generally admitted that woman is gentle; still, did you ever notice her at a "special sale?"

The married man who lies awake of nights to think and think is the man who called his sweetheart an angel before he married her.

However, if women were angels, they would be entitled to our respectful sympathy—they marry us.

There once was a beautiful woman who never suspected it. She was blind.

Man—crude man, who does not know whether his own sister wore a red dress or a gray at the dinner party—fondly imagines that woman clothes herself charmingly in order to win his admiration. Being wise, she does nothing of the kind. She flashes forth in brilliant array merely that she may catch the undertones of what the other women say about it.

Somebody has said that woman is but an adjunct of man. So are its wings an adjunct of a bird, but the creature would not be a bird without them. However, it should be admitted that man would be a "bird" without his feminine partner.

Suppose the women all were transported to Mars, while the men remained here, how long do you suppose it would be before the much-discussed message from Mars would be received? And it is five to one that it would read: "Did you order those groceries, John?"

The sewing circles have gone out of vogue. The women discovered that they could without them find opportunities to talk; the men realized it even sooner.

In the numeral system of the family many a woman is the cipher that multiplies a man's worth by ten.

There is no essential relation between the size of the waist and that of the brain, but it is not particularly strange that, after carefully studying women as they appear on the street, some men have concluded that there is.

Many men feel sorrowful because their wives do not like to keep house. Will such men as would like the job please to stand? Don't all rise at

once; probably all who are very desirous can be gratified.

Man never attains a height of benevolence equal to that on which gentle woman feels that she stands when she pays another woman's fare on a street railway.

The greatest man that ever lived probably lacked several degrees of being as great as his mother imagined him to be.

The most bitter opponent of décollete costume that I ever knew was a woman who was 5 feet 9 inches tall and weighed 103 pounds. I used to feel a vast amount of respect for her moral convictions.

A house without a closet is conceivable, but a house without a mirror, never.

It is difficult to imagine what some men would do with the large sums of money they make were it not for some gentle, loving, faithful little woman who earnestly helps them to spend the coin.

A bird in a milliner's show window is worth about 2,000 in the bush.

There is a justifiable inference that the man who vilifies womankind must have been unfortunate in the selection of a mother.

The church without women is situated on the bank of the lake without water.

Nothing is more beautiful than a maiden's blush—and everybody admits, too, that it is cheap at 25 cents a box.

Tell a blind man how high madam lifts her skirts on the street and he can form a fairly safe estimate whether she has on her prettiest hose or one of the other pairs.

To be sure, Eve did give Adam a bite of the apple, but who dares to doubt that he was hanging around and looking wistfully at it?

The boy who was beaten in school by the girls is easily discoverable after he has attained manhood. He always insists that woman is man's mental inferior.

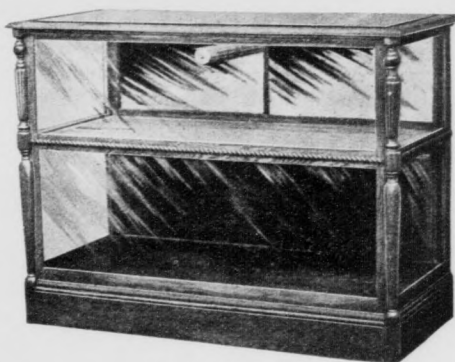
Alfred Waterhouse.

Economy is a most excellent and necessary practice in business, but it is dangerous when carried to the extreme. Every expense should be carefully considered, and if there is a reasonable chance of obtaining a profit from the investment make it, and then economize by devoting your best efforts towards the success of the venture.

## Grand Rapids Fixtures Co.

One of our  
Leaders  
in  
Cigar  
Cases

Write us  
for  
Catalogue  
and  
Prices



Shipped  
Knocked  
Down

Takes  
First Class  
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No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

Cheap as Dirt, Almost  
50,000

DUPLICATE ORDER SLIPS

Only 25 Cents per Thousand

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

THE SIMPLE ACCOUNT FILE CO.

500 Whittlesey St., Fremont, Ohio

## Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

## "BEST OF ALL"

Is what thousands of people are finding out and saying of

DR. PRICE'S TRYABITA FOOD

The Only Wheat Flake Celery Food



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

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

Price Cereal Food Co., Battle Creek, Mich.



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.

## Woman's World

### Difference Between An Egotist and a Door Mat.

A Frenchman who has just gone back to Paris, after a visit to this country, has done what no American man would be bold enough to dare. He has written a book in which he claims that the American woman is the very quintessence of selfishness. He calls attention to the fact that she spends her husband's hard-earned money in adorning herself like Solomon in all his glory; that she belongs to clubs that are neither more nor less than mutual admiration societies, and, crowning iniquity of all, that in summer she gayly packs her trunks and hies off to the lake shore or seashore, there to enjoy herself, while hubby is left at home to toil in the heat, get his meals where and how he can, with no reward save an occasional letter from his better half telling how cool and delightful it is where she is. If this is not unadulterated, unalloyed, ingrained selfishness, our French critic would like to know what it is, that is all.

So many years has self-sacrifice been woman's chief forte that it is easy to see why any defection from her accustomed course is bound to arouse comment. She has led everybody to expect her to make a martyr of herself whenever she got a chance. Unselfishness with her has been a cult and she has worn it with ostentation in a vague belief that it would atone for all of her other shortcomings.

ings. She has accounted it unto herself for righteousness to do the things she did not want to do, and leave undone the things she hankered to do. She has taken a stand on a platform of selflessness and, now when she wants to come down and off her pedestal and give other people a chance to practice the virtue they admire so much, she is cruelly misjudged and maligned.

It must be admitted that this attitude of self-sacrifice for which men have praised her so much is one that they have seldom tried to emulate. Men have always taken a saner view of life than women, and in nothing have they shown their good sense more than in this very matter of self-sacrifice. A woman will do a thousand little things she hates to do, and make herself uncomfortable in a hundred ways that do not count, but when a man makes a sacrifice for some one there is some reason in it, and it is big with heroism. A woman thinks she is being good when she is miserable. A man knows that you are much more apt to be good when you are happy. No man with a full purse and a full stomach ever hated his kind. Instead, he feels philanthropic to the world.

A reasonable amount of self-sacrifice is, of course, not only right, but necessary. It is the justice with which we recognize other people's rights; it is the love which makes us prefer another before ourselves; humanitarianism that makes one grasp the whole brotherhood of man, instead of the narrowness of the individual,

but this is as far as possible from the weak and backboneless giving away before everybody and everything that women have made a fetish of.

Instead of being criticised for being selfish, there is no other quality that women need to cultivate more than a proper self-love and determination to have their share of the world's blessings. A woman's natural impulse is one of absolute self-abnegation, and it has always gotten her into trouble from the time of our first mother down to the present day. It was Eve's fatal and mistaken unselfishness that was at the bottom of the disaster in the Garden of Eden. If only she had gobbled down that apple by herself, and said nothing about it, as a man would have done, it might have made no difference. But no. It was such a good apple—no need to say it had a most peculiar and engaging flavor, being so forbidden and so wicked—and Eve, with the dear unselfishness of her sex, had to save the biggest bite for Adam. "And he did eat, and in Adam we did all fall."

You would think that this might have been a warning to woman, but it has not. She has gone blundering along doing the same kind of things ever since and with the best motive in the world, she has done more harm in a minute than malice could devise in a year. She it is who is responsible for developing more tyrant husbands and raising up more ungrateful and undutiful children than all other influences combined.

That is not a poetic view to take

of a creature who has been sung in song and story, and whose virtues men have delighted in idealizing, but it is the truth straight off of the bat. Moreover, no other creature has been so praised and so illy used, for the millennium is still a considerable way off and the unselfish woman, like the remainder of us, is called upon to reap what she has sown. She has made other people think that she is of no consequence and they trample upon her; she has let other people have the reserved seats and she finds herself crowded back into the gallery; she has never asserted herself and she is snubbed even in her own household, for this is a horribly logical world, my sisters, and we get precious little that we do not ask for.

Those who rail against the selfishness of the modern woman are fond of drawing a comparison between her and the unselfish woman of the past. Ah, they cry, there was a woman for you! There was unselfishness in all its beauty and purity! She never spent her time chasing around to clubs or going off to summer resorts or wasted money in going to beauty culturists. Never, never! It has taken the modern woman to think of all this iniquity of self-indulgence.

It is true. The unselfish woman was content to work herself to death and leave her children to the tender mercies of a stepmother. She did not care if she got old before her time and haggard and ugly or grew dull and stupid bending over her sewing machine and cooking stove, provided her children had as many tucks

## They Say It Increases Sales

We print below the testimony of nine storekeepers, showing that a National Cash Register increases sales. We have hundreds of other letters showing equally convincing increases.

### "Business Has Increased"

KANSAS CITY, MO.  
National Cash Register Co.

GENTLEMEN: Since buying your register, my business has increased far beyond my expectations.

I attribute the increase almost entirely to the check system used on your machine.

W. E. CARY.

### "\$10 a Day Increase"

DENVER, COLO.  
National Cash Register Co.

GENTLEMEN: My register has benefited me to the amount of about \$10 a day increase of cash sales since I put it in.

D. E. WHEELER.

### Clerks Hustle

NEW CASTLE, IND.  
National Cash Register Co.

GENTLEMEN: Our clerks are well pleased with the register, and hustle for cash sales.

WRIGHT BROS.

### "A Trade-Producer"

CONCORD, N. H.  
National Cash Register Co.

GENTLEMEN: The register is a trade-producer. I have found it a very profitable way of soliciting trade.

ARTHUR BOOTH.

### "Increased My Cash Sales"

WARDNER, WASH.  
National Cash Register Co.

GENTLEMEN: The register has reduced my credit losses to a minimum, and has increased my cash sales to a gratifying extent.

L. A. SMITH.

### "A Trade-Winner"

NOCATEE, FLA.  
National Cash Register Co.

GENTLEMEN: I consider the machine not only an ornament to my store, but a great money-saver and trade-winner as a result of the complete system employed in manipulating the machine.

W. G. WELLES.

### An Increase of Fifty Per Cent.

CHATTANOOGA, TENN.  
National Cash Register Co.

GENTLEMEN: The register has increased my cash sales fifty per cent., besides being a great benefit to me in making a record of each day's business.

JOHN C. GRIFFISS, JR., & CO.

### "Draw Customers"

WHEELING, W. VA.  
National Cash Register Co.

GENTLEMEN: I employed one clerk in my store when I purchased your register, and did not have much to do.

Today I employ three clerks, and they are always busy. The checks that we give out draw customers and advertise at the same time.

JOHN C. MEDICK.

### "A Decided Increase"

DEFIANCE, PA.  
National Cash Register Co.

GENTLEMEN: I have noticed a decided increase in my cash sales since putting in this register.

J. H. LITTLE, JR.

I am interested in knowing how a National Cash Register will increase my sales. Please send me a copy of your book "Best Way to Increase Your Cash Sales," as per ad in MICHIGAN TRADESMAN.

Name \_\_\_\_\_

Mail Address \_\_\_\_\_

We believe that a National Cash Register will increase the sales of every storekeeper who reads this advertisement. We have a handsome book that tells all about these popular machines. A copy of this book will be sent free to anyone who will return to us the attached coupon.

National Cash Register Co., Dayton, O.



and ruffles on their clothes as other children and her husband got the pudding he liked for dinner. Of course in a little while she became nothing but a household drudge.

As for clothes, any old thing would do for her, provided Sallie had finery; so mother turned her old black dress and retrimmed her last year's bonnet, while Sallie walked in silk attire. Of course, mother was too unselfish to make Sallie help with the work, so Sallie performed upon the piano in the parlor, while mother performed on the dishes in the kitchen sink. As for pleasure, nobody ever thought of her and enjoyment in the same connection. She had so completely effaced herself, so utterly denied her tastes and longings, that nobody remembered that she had any.

In all the world there is nothing so pitiful as the fate of the self-sacrificing mother. Think of years of toil, of privation, of constant putting another before yourself, and for reward children who have a scorn of mother's opinion, who do not even respect her, who are ungrateful, unappreciative and only too often, God knows—ashamed of her. Surely that is the bitterest draught that is ever held to a woman's lips, but it is the one that fate inexorably forces the unselfish mother to quaff. Sometimes after such a woman is dead her children awake to the tardy knowledge of what she has been, and then they write beautiful obituaries and pile marble over the broken mother heart, but is it doubtful if this post-mortem love and appreciation do any good. There is no other place on earth so full of biting sarcasm as a graveyard.

It is the observation of all thinking people that what are called the best mothers have the worst children, and vice versa. This is because the woman who has sense and backbone enough to refuse to sacrifice herself needlessly for her children makes them behave. She does not let a high-tempered baby keep her awake all night when one good spanking would send it to sleep. She knows that Sallie will make a better woman all the days of her life for being made to help about the housework instead of sitting up reading novels and manicuring her nails while her mother slaves in the kitchen. She knows that there is just as much exercise for Tommy in splitting wood as there is in playing football and that he will be a manlier man for bearing his part of the family burdens, instead of shunting them off on his mother. She arrogates to herself a certain dignity and authority and her children grow up to respect her for it. Heaven knows the term "selfish" when applied to a mother is a relative one. Every woman with children has plenty of opportunity for self-sacrifice without going out of her way to hunt for it.

The same thing may be said of a woman's attitude towards her husband. The wife who makes a slave of herself gets a slave's pay in contemptuous indifference. No man has ever yet cared for the thing he could trample on, and those women have been best loved who have stood up

at every turn of the matrimonial journey and boldly fought for their rights. It is the theory of the unselfish wife that she must bear everything without complaint. She must put up with drunkenness, tyranny, ill-temper and abuse, and not a murmur must pass her lips.

Thus she becomes the foster mother to vice. There is not a domestic evil that women suffer from that they do not encourage by this supine attitude. A drunken wife reeling home is no more disgusting than a drunken husband. A bullying wife is not harder to bear than a bullying husband. It can be no more galling to a man to ask his wife for money than it is to her to beg every cent of him. The only difference between the two is that men will not stand for the injustices of married life and the shame and disgrace of improper conduct and women do. When the day comes that women demand the same conduct of men that men do of women, the greatest reform of the world will be inaugurated. The woman who is imposed upon has only herself to blame, and the self-sacrificing woman blocks the way of progress of her sex.

In spite of the French critic, it is not true that American women are monsters of selfishness. They have found out that there is a middle ground between being an egotist and a door mat for everybody to walk over, and on that they propose to take their stand. That is all.

Dorothy Dix.

#### Baked Apple Dumplings.

Peel and core as many apples—  
As your appetite may wish—  
Six or eight, perhaps a dozen.  
That would be a generous dish.  
Make a dough like cracker biscuit,  
Roll it thin, with skill and care,  
Place an apple lightly on it,  
Take your knife and cut it square—  
Large enough to fold your fruit in.  
Then, within the vacant place  
Of the core, a bit of butter,  
Cinnamon and sugar place;  
Draw your square up well together,  
Pinch it gently on the top,  
So your dough will be protected,  
Lest the cooking juices pop.  
When your apples all are covered  
Take a fork and prick them through,  
'Twill prove better in the baking—  
Half a dozen times will do.  
Bake them slowly, and, while cooking,  
Take of sugar just a cup  
And a modest lump of butter  
And with light hand cream them up,  
Adding extract, and your hard sauce  
Set on ice to harden more.  
Lift your apples from the oven  
And your labors will be o'er.  
Serve them hot—the sauce adds flavor—  
And each dumpling firm and brown,  
Is a practical achievement,  
Adds a jewel to your crown.

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

C. F. Bollacker, dealer in men's furnishings and boots and shoes, Reed City: Your paper is the best among the trade journals I receive every week, and no Michigan merchant should be without it.

## Facts in a Nutshell

# BOUR'S

## COFFEES

### MAKE BUSINESS

### WHY?

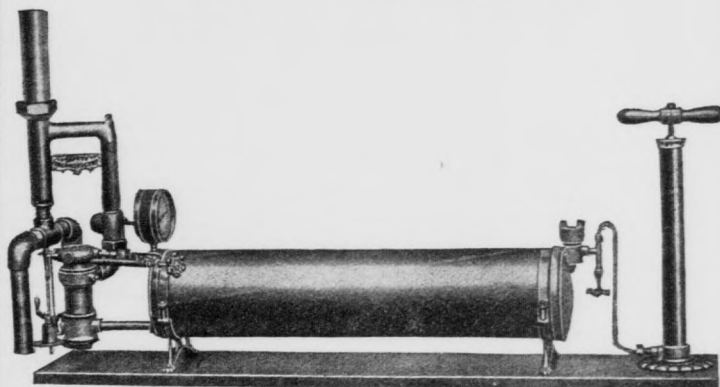
They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

The most brilliant and reliable light can be had by using a

## Safety Incandescent Gas Machine



A few features of it are: Its wondrous brilliancy, perfect safety, great economy and simplicity of operation. A child can operate it with perfect safety. Without question the most wonderful system of illumination ever offered to the public. Strongest testimonials on the market, including two from railway corporations in Michigan. Write for our large catalogue. It is free for the asking.

**Frank B. Shafer & Co., State Agents**  
Box 67, Northville, Mich.

Good agents and salesmen wanted. Extra fine proposition.

**SAVED BY ADVERTISING.****Experience of a Merchant Who Was Desperate.**

Some six or seven years ago I was pretty hard pushed. A new store with the most modern of modern methods had been opened in my vicinity. I concluded it was bound to ruin me financially and I might as well pull up stakes and move elsewhere before I was quite cleaned out. so I began to cut down my advertising expense. And why is it, I wonder, that the first thing the average retailer does when times are hard is to invite them to be still harder by cutting down the advertising or half killing the goose that is laying the golden eggs, so it can not begin to lay even half as many when more are most needed? But that is a digression. The reduction had been going on for some time and I was running further and further behind my usual sales when one Saturday night, in thinking the matter over, I grew thoroughly angry. I suppose the old fashioned country people would have expressed the mental condition I was in by stating that I had my "dander" or "Ebenezer" up.

I finally decided, for all the time I was laying the blame on my competitor, who, I thought was just throwing money away and must have a lot to burn, that if it made me a bankrupt I would have the fun of beating him once on his own ground and die game. So I outlined quite an elaborate plan of advertising. I

concluded to use up all the money I had laid aside for new goods that should be brought in within the next three months, for I was sufficiently conservative to plan my business in that way—always have a three months' purchasing fund ahead, something very few merchants do, except a small amount that I would use to buy some of what a certain important wholesale house might call "trade bringers," small articles such as are generally wanted and for which any one and every one has 10 or 15 cents to spare. I did not expect to make a cent on the sale of these articles, but thought I would rig up attractively some tables in the store and display these goods so as to outdo my competitor and give people something to talk about before I failed, as I expected to do. I thought this move would simply hasten the coming of that day. I rushed an order to the city and spent an entire day in preparing some circulars and general advertising matter for the local papers. In fact, in this respect I decided to branch out a little and insert advertisements in two papers several miles distant that had never before been patronized by either of us, as we had not supposed any trade could be attracted from their centers. It was just the mean spirit of rivalry that prompted me, and the reward was far better than I merited.

By the time the goods were received I was sufficiently enthusiastic

to send for some window display fixtures, reasoning that a few dollars more or less would not then make any difference, and for once, so long as I had started in, the thing should be well done. I see now, though, that even the preparation for this had aroused a little dormant enthusiasm and I was myself becoming interested. My circulars were neat, my newspaper advertisements good, those sale tables I made just as attractive as possible, and in order to give an appearance of prosperity to the whole affair I hired for the three days' sale I had announced two pretty salesgirls and one serious looking business woman. Those circulars were mailed, not delivered—for I did not propose to lose the chance of any being thrown away—to every one within a radius of ten or a dozen miles in every direction.

When I opened my store doors that morning, people from the surrounding country were even then driving into town to "see what was going on" at my store. By afternoon I was desperate. The goods were not going to hold out much beyond that day. I was so determined to die game that I telephoned for another lot of table bargains and ordered some shipped by express, with, of course, a preference in the selection of lightweight articles, and ordered the others rushed by fast freight. Luck, if there is such an individual, was on my side then, and you would have smiled to see how

quickly all those goods came sailing into my store. Explaining my situation, so far as the necessity for haste was concerned, the New York house made a special drive and enough goods to tide me over were rushed out by that night's express and were in my store early enough the next morning to meet demands. The people did not cease coming for a week. Fresh orders were placed, new goods rushed forward, the sale repeated in another month, and by practicing the lesson then learned I consider myself, for a country merchant, making good money. The receipts of that one week were out of all proportion to anything I had ever before imagined it possible to have in that town even during the holiday season. Go thou and do likewise.

M. M. Wood.

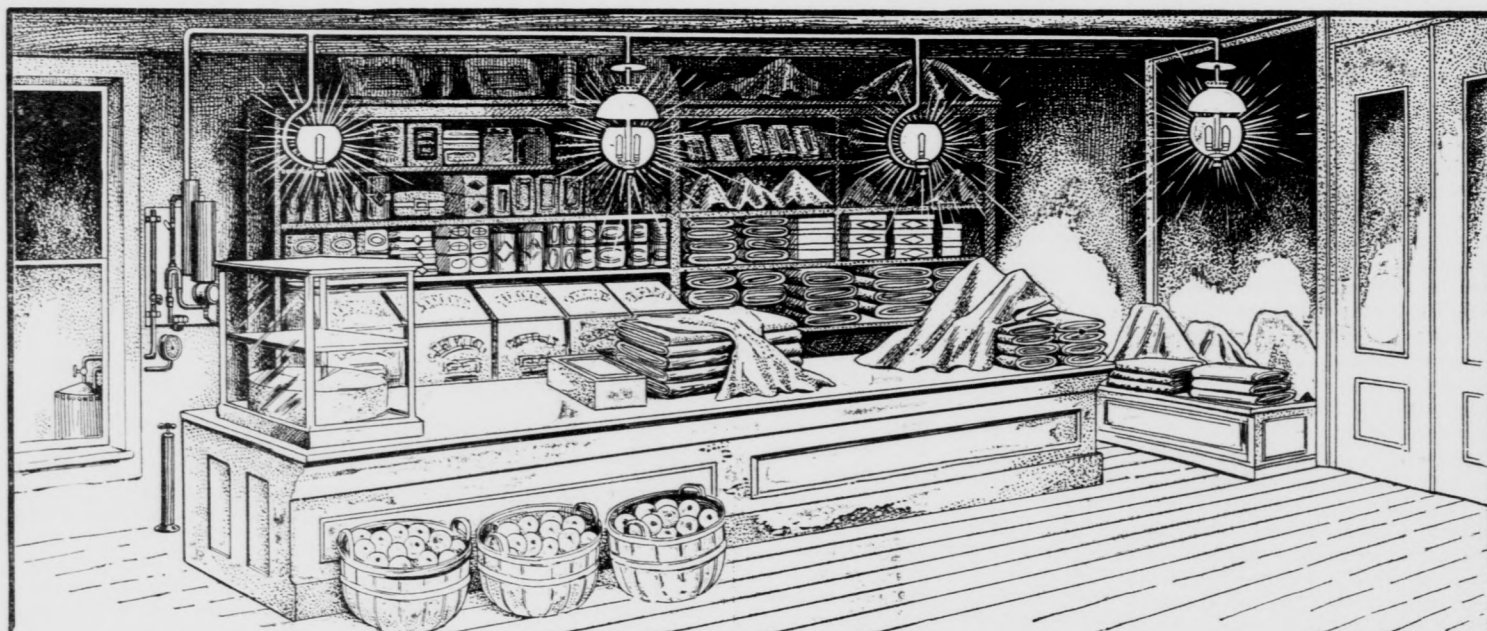
**Little Millionaires.**

Twenty little millionaires  
Playing in the sun;  
Millionaires in mother love,  
Millionaires in fun;  
Millionaires in leisure hours,  
Millionaires in joys,  
Millionaires in hopes and plans  
Are these girls and boys.

Millionaires in health are they  
And in dancing blood;  
Millionaires in shells and stones,  
Sticks and moss and mud;  
Millionaires in castles  
In the air, worth  
Quite a million times as much  
As castles on the earth.

Twenty little millionaires  
Playing in the sun;  
Oh, how happy they must be,  
Every single one.  
Hardly any years have they,  
Hardly any cares,  
But in every lovely thing  
Multimillionaires.

# 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.**

24 Michigan St., CHICAGO, ILL.

F. F. HUNT, Michigan Agent,

17 South Division Street, GRAND RAPIDS, MICH.



# THE ROCK OF CREDIT.

## Why One Succeeded and Another Failed.

The man who would be a successful storekeeper, especially in the country, must do a great deal of hard thinking. If he finds that he can make more money selling for ready cash let him do it; but if he finds that, by combining the cash and the credit systems he can sell more goods and at the same time not be exposed to any considerable losses, then let him try that plan.

To illustrate different methods of doing business, I will speak of two men whom I knew some years ago:

John Burnham lived in a hamlet in Northern New York, and there were a number of well-to-do farmers who traded at his store. There were also many poor men who made a practice of paying their bills when they could not help it. This was many years ago, when the system of barter prevailed to a large extent and when it sometimes happened that a man had hard work to get enough to pay his taxes. If he wanted a pair of boots he bartered with the shoemaker for them. Again he would take a few bushels of wheat or corn or oats to the store and trade for what he wanted. The economical mother of a family would bring eggs or butter or even mittens and socks to that same country store and exchange them for some of the storekeeper's goods. Sometimes a man would bring axe-helves or brush brooms or hand-made shingles. In this way, years ago, much of the country trade was carried on. Those were days of work, and more especially for the farmer's wife. She would do her own cooking and housework, and, perhaps about nine o'clock in the morning, she would ascend to the second story of the house and begin to spin flax or work up a lot of wool into yarn for socks and other articles of clothing.

In such a community as this Mr. Burnham had a general country store, where he kept various kinds of hardware and calicoes, besides sugar, coffee, tea and, in fact, almost anything that he could get hold of which he thought would be bought by his customers. For a while he made money; but it seemed that he wanted to get rich too fast. He would trust the poor man as well as the rich. After a time some of his friends warned him against doing so much business on credit.

"Oh! they will pay me, they will pay me," would be his reply. But he soon found, to his cost, that a great many poor men did not or could not pay him for his goods. In a few years he had to assign all his property for the benefit of creditors. If he had always done business on a strictly cash or ready pay basis he might have made money to the end of his life. It was not the fault of the little village people, for a merchant who preceded Mr. Burnham did a thriving business, taking care

to sell his goods to parties who would be sure to pay for them.

Years afterwards I was teaching school in the southern part of New Jersey, ten miles from Atlantic City, and boarded with James Smith, the head trustee of the school district. He kept a fine country store, but had to wagon all his goods from the railroad station ten miles away. This man was a close buyer, as was proved by the fact that he would go to Philadelphia, buy his goods and take them by rail and by wagon to his place, where he sold almost everything at much lower prices than storekeepers did who lived right alongside the railroad. This man made money. How? He was careful what he paid for goods, careful whom he trusted and had a kind, gentlemanly and cordial manner that made him friends everywhere.

Contrast the two stores I have mentioned and the men who owned them and the reason for failure and the reason for success will be obvious.

H. M. Coburn.

## Never Mind 'Em.

If a competitor slaps you in his advertisement, uses sarcasm and railery and ridicule concerning your store, do not hit back. Just turn the other cheek.

Everything that is said about you by your competitor is taken by the people with a grain of salt, as it were. You can hear them say, "There is Jones fighting Smith again," and they pass it over with a laugh.

If such a course on Jones' part causes comment at all, it is merely amusement, and a sort of contempt. If you reply to such attacks, you meet with the same sneer.

Whereas, if you maintain a dignified silence, not noticing the littleness and the meanness of your competitor, you gain a reputation for being above fly-bites like this, and you gain in the opinions of the right sort of people.

It may hurt your vanity and self-esteem to let imputations on your business go unnoticed, but it will disturb your fighting competitor more to let it appear to him that you are above his misstatements. And the more he talks about the matter the more it advertises you and hurts him, so you can afford to sacrifice your feelings in the matter.

## Grocery Window Displays.

While the retail grocer of the bigger towns is making window displays of fresh fruit and vegetables, the dealer in the smaller town who does not handle that class of goods should be giving considerable attention to dried fruits and canned goods. It will not be long before the heavy summer demand will begin, and the dealer should educate the trade to come his way. A grocery window made of canned goods and dried fruits will do business.

F. J. & W. F. Dowland, dealers in dry goods, Hart: The paper is certainly the best thing ever put in print and no merchant should be without it.

# 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.

# THE BEST LIGHT.

STUDENT LAMP  
CHANDELIER  
WALL LAMP  
STREET LAMP

IGIVES  
5 TIMES More Light than Acetylene.  
6 TIMES More Light than Electricity.  
10 TIMES More Light than Kerosene.  
100 Times More Light than a Candle.  
COSTS LESS THAN KEROSENE.

Each Lamp Makes and Burns its own Gas. Hang or set it anywhere. A pure white, steady light.

No Odor! No Wick!  
No Grease! No Smoke!  
Little Heat! Safe.

Over 100 Styles for Indoor and Outdoor Use.

AGENTS WANTED  
Exclusive Territory

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

BEST BY TEST.

# 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.

## 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.



For Generous Nourishment  
there's no Food made  
that equals

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

There's Vim, Vigor, Endurance in every grain of it. Best food for athletes on account of quick assimilation and great "staying" power. Speedily builds up the weak. Ready cooked—always crisp and sweet. Buy a package today and look for "benefit" coupon.

Proprietors' and clerks' premium books mailed on application.  
NUTRO-CRISP FOOD CO., Ltd.,  
St. Joseph, Mich.

## Hardware

### Disappearance of the Steel Range Peddler.

The various state conventions of hardware merchants are over and their deliberations on trade topics are a matter of history. A glance over the various matters of trade interest discussed discloses the fact that in no convention were any papers read on ways of combatting steel range peddlers nor was any question pulled out of the various question boxes bearing on this subject. Three years ago, or five years ago, the convention without a carefully prepared paper on the range wagon was something like the play of Hamlet with Hamlet omitted.

This abandonment of this topic shows that the roaming range salesman is about to follow the aborigine and the buffalo. Like Lo and the bison, the range peddler needs virgin territory. As long as there were hundreds of counties peopled with guileless farmers whose ideas of "Home Comfort" consisted in lying on the lounge in the living room and reading the local news in the weekly paper, just so long could the range peddler scheme flourish like a green bay tree. But once a range was located in a neighborhood and the high-handed methods in collecting accounts so characteristic of some of this firm's agents were employed, or the price of the range was compared with that of better goods on the floor of the local hardware dealer, or repairs for worn-out parts were bought a few times, and there was about as much chance of a peddler getting business out of that township as there is of a lumberman getting logs from a field of stumps.

This concern who have in past years been inundating the country with peddlers, despoiling the retailer of the steel range business of his locality and inducing farmers to hold the bag for their fly-by-night agents, have found themselves in the past year or two up against a losing business. The dissemination of information as to their methods in those great educative centers, the state hardware associations and the consequent adoption of energetic methods in place of plaintive apathy have made new territory harder to work. Then, too, new territory is growing scarcer for these people.

In order that their mechanical facilities designed for the business of their palmy days might be utilized, the main squeeze of this concern evolved from his inner consciousness the brilliant idea of making these ranges under another firm name and selling them to the retail trade. The fact that they have to use a part of their factory to make ranges to sell to dealers demonstrates that their business is falling off, as they are not increasing their capacity for new business.

The dealers who have attended executive sessions of the various state hardware associations have had this

little scheme of their old enemy very thoroughly exploited and when the traveling salesmen of this new St. Louis steel range company come to see them, the Association member is a good deal more likely to reach for a good hickory-handle ax than he is to give an order for a sample or two. If he is of an oratorical turn of mind he will descant on the brazen effrontery of a manufacturer who will use a pitiable subterfuge to hoodwink the trade into buying goods made by a concern whose agents stock talk for years has been vitriolic abuse of the legitimate dealer.

Then, too, the dealer who is cozened into handling these goods not only helps keep range peddler competition alive, but he makes an admirable target of himself for competing dealers who handle goods made by manufacturers who do not make fish of one and flesh of another.

All the technical flaws in construction, non-durability of parts, extravagant use of fuel and other sins of the peddler's range will form splendid trade ammunition for the other dealer.

"We have done others and would like to do you, too," may be a pleasant business rule for people of a certain callousness as regards morality to follow, but I would hardly care to be an enterprising hardware man who helped them live up to this motto.—Sidney Arnold in American Artisan.

### Got in the Oil Business.

Thirty years ago Mr. Rockefeller, now one of the richest men alive, was a poor merchant. It was then that he took his first great plunge in oil, and he took it literally, for, while out in Western Pennsylvania, he one day was immersed to the waist in a mixture as black as pitch and as evil-smelling as a gas retort.

It happened thus:

At the time Mr. Rockefeller was an agent for a small oil company, and, ever on the lookout for methods of making money, he decided to visit the oil wells himself, and see the possibilities of starting a small business.

Together with a friend, Frankew Breed, he journeyed to Titusville by train, and from there by saddle horse to Petroleum Centre, where the wells were at that time in operation, and which place was little better than a wilderness. The two men alighted from their horses where the road became impassable, and preferred to take a foot-path for the last quarter of a mile.

But before they reached the mills a gully lay before them, across which was a narrow wooden log for a foot-bridge. Beneath lay the refuse from the oil wells, consisting of everything that goes to make petroleum unpleasant—dank black oil water. In crossing this Mr. Rockefeller's foot slipped, and falling in he was immersed to the waist.

"Breed," said he, turning to his friend, "I guess you've got me in the oil business now, hand and foot."

# BEMENT PALACE STEEL RANGE



We would like to explain to you our plan for helping the dealer sell Palace Ranges. Write us about it. Ask for large colored lithograph.

**E. Bement's Sons**  
**Lansing Michigan.**



### Wheels Which Have Rolled Through the Misty Past.\*

Fortunately or unfortunately, as the case may be, I am not like the Irish pugilist I heard of who forgot the important word "sufficient." It happened that this fistic artist had a discussion with a negro of the same profession over their respective pugilistic ability. The argument grew so hot that they decided to fight it out on the spot; and, not having a referee at hand, they agreed that the man who felt worsted should cry "Sufficient," and the other fellow would let up on him. After they had gotten pretty well mixed up, the negro made decidedly the best showing and lampooned the Irishman good and plenty, but, although he was very groggy, Mike kept in the game until the negro spent the best part of his strength, and by some lucky fluke the Irishman fell against the negro's solar plexus and felled him. The darky cried, "Sufficient." "Oh, ye black devil," cried the Irishman, "that is the word I have been trying to think of for the last hour."

Sufficient is a good word to forget at times, but is well to be remembered at others.

After devoting forty-odd years to studying all that has been said and written on the historic wheels and the wheels of the present—sometimes called "the best wheel on earth"—I came to the conclusion that it might be, if not sufficient, at least well to dwell a while on the wheels of the times.

Now, it is a long jump from the log wheels of the ancient Aryan races to the "best wheel on earth" of today, and in studying the mechanical perfections or imperfections of the wheels of the times in the various past ages, and comparing them with the degree of scientific construction displayed in other fine arts of the various periods, I was most forcibly impressed with the backwardness of the vehicle wheel, from the standpoint of mechanical perfection, in all ages, and never more than at the present time.

The shaft of stone used by the ancients for a battering ram, mounted on log wheels, was more symmetrical and workman-like in construction than the clumsy wheels which bore it, and I believe that many carriage builders of to-day will agree with me that in only too many cases at this time the body and gear are in design, for strength and durability, far in advance of wheels on the job. It was this line of thought that put me into the wheel-making business. Being equipped with years of experience in various lines of mechanical engineering and construction, I decided that I was qualified to embrace the opportunity offered in the carriage wheel business.

In every age there has been a wheel peculiar to the time, just as there have been houses, clothing, arms and implements of every degree of utility of the time, at every period

of history. We are just now passing largely from a wood to a metal period, and, as all radical changes come of necessity, there is, happily, in our great world of plenty always a fitting substitute for every thing or substance that outlives its usefulness or becomes extinct, and in the case of wheels, wood is both becoming extinct and, to a large extent, outliving its usefulness.

I have a personal friend who is a well-known designer of fine racing yachts, whom I heard laugh heartily some fifteen years ago at the mere suggestion of a steel mast for a fast-sailing boat. Some two weeks ago I recalled this incident as I read of the steel mast and spars of the world-renowned yachts, with their metal hulls and tubular steel masts and spars, compared with which the wood construction of the very recent past for these craft now strikes us as farcical.

The modern steel construction of the fire-proof sky-scraper makes possible the only feasible architecture to meet the requirements of our time in the great modern cities.

I can cite at least one incident to show that in this age of trolleys, automobiles and other modern perils of the highway, steel in the carriage wheel meets the exigency of the time to fully as great an extent as in the building, the ship or any other line.

Each new idea is suggested by some precedent, and steel wheels for carriages and wagons, as they have been recently constructed, were suggested by the bicycle wheel. Now, from a mechanical standpoint, the bicycle wheel has reached a high degree of perfection, but it is still a bicycle wheel, and is in no sense a carriage or wagon wheel; hence, in following the idea of the bicycle wheel too closely in adapting the similar wheel for use on four-wheelers, we are apt to get a thing which will be part wagon and part bicycle, and obviously the requirements of the two are quite different.

On the carriage and wagon we require, first of all, a wheel that is in harmony with the body and gear and matches up the design of the job, for to be unsightly, a thing is sure to be unsalable.

Then come a number of mechanical requirements. As a chain is only as strong as its weakest link, it follows that a carriage is only as strong as the wheel, and if there is any difference in the strength and durability of any part of a job, certainly the weak spot should not be the wheel.

One of the first and basic laws of mechanics is to get a perfect distribution of weight and strength. For instance, if we have in a wheel a rim too heavy for the spoke, or vice versa, or any part in weight out of proportion to the other parts, the heavy part, in the action of the vibration that will develop, will dominate and destroy the weak part; and, again, a perfect distribution of stock is imperative in a vehicle wheel in order to distribute the strain or burden to

WE HAVE A FULL LINE OF

**Peerless, Iceland,  
White Mountain,  
Freezo and Arctic**

## FREEZERS

Poultry Netting and Wire Cloth, Eave Trough and Conductor Pipe, and Seasonable Hardware.

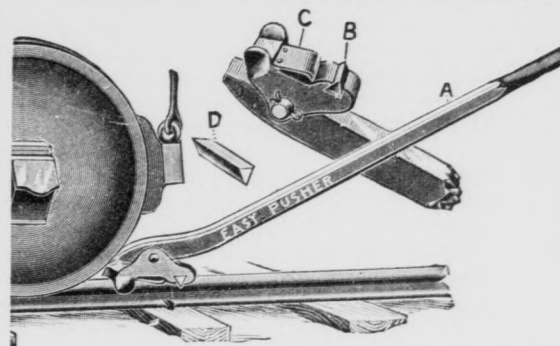
Orders shipped same day as received.

Michigan agents for Doty Cream Separators.

We solicit your mail orders.

**FLETCHER HARDWARE CO.**  
DETROIT, MICH.

## The Easy Car Pusher



Everybody who loads or unloads cars NEEDS one.

Price, \$5.00 Each.

**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

\*Response by Sidney B. Whiteside at recent banquet of the Cincinnati Carriage Makers' Club.

which the wheel is subjected throughout the entire structure. It is not enough to have a few spokes at the point of contact strong enough to withstand all the shock to which the wheel is subjected; but, to be mechanically correct, any shock must call forth an instant response from every part of the wheel. To do this, the principle of construction must provide for the distribution of the burden on all parts of the wheel; or, in other words, if four tons weight is carried on a wagon with four wheels, and there are twenty-six spokes in each wheel, then each wheel must carry one ton, and every spoke in each wheel must carry one-twenty-sixth of a ton.

Now, in the distribution of weight and strength, the starting point in the calculation is with the question, What burden is this wheel to carry?

If it is one ton, then the mathematical calculation must be based on that requirement, and all parts of the wheel must be constructed with a view of carrying this burden, and not only carrying it, but carrying it with ease over all kinds of roads and under all circumstances.

The question of vibration, which crystallizes all metal, is one of most vital importance in the construction of a metal vehicle wheel. All mechanics know that vibration is concentrated in weak spots and angles or where a connection is made and where there is no fillet to dissipate it; and there is no form of metal where vibration gets in its work so surely as at the threaded end of a rod, such as a wheel spoke; therefore, wheel spokes should not be threaded at all.

Another bad feature of a thread on a wheel spoke is that it cuts through the best vitality of the material necessary in a wheel spoke—the enameled surface that is obtained in the finishing process of manufacture. And, again, every mechanic knows that where a connection is made with a nut and thread, the nut will move when subjected to an alternating strain, and when a nut moves on a wheel spoke, the weakest part of the wheel, the threaded portion of the spoke, is exposed to corrosion, for I believe it is not customary to paint or otherwise protect with any sort of finish the threaded end of a rod or bolt under the nut.

The connection of the spoke with the hub is a detail of vital importance in a metal wheel. First, a connection should be made between spoke and hub that will admit of a good, substantial coat of paint, and a connection of such positive nature that vibration will not develop a particle of movement in the joint to break the finish and admit moisture to rust the stock, and should be such a connection as will form a contact back of the hook, head or shoulder, which holds the spoke in the hub, and thus prevent vibration from reaching such a hook, head or shoulder, which must necessarily be the

point at which crystallization would be developed, and we know that a spoke must vibrate.

Now, when a contact is made at any point on the string of a violin or banjo, the vibration of the string terminates at such point of contact; hence the vital part at the end of our spoke can be protected from vibration by forming a rigid contact with the spoke at a point some distance from the end.

Another important feature in the metal vehicle wheel is to construct it on a principle that will admit of storing a surplus tension sufficient to take up any lost motion that will be developed from the wear and tear that may increase the length of the spokes, thus avoiding the necessity of readjustment from time to time, which is a nuisance to the consumer and the manufacturer alike.

Another great feature which I, in the light of my experience in the metal wheel business, am convinced is obtainable, is a sufficient elasticity to dissipate every shock from rough streets before it reaches the gear or the body of the job. This elasticity not only makes the job easier riding than could possibly be made with any sort of spring, but if sufficient and proper elasticity is developed in the wheel, it will increase the life of the gear, the body, the harness, and it is perhaps not going too far to say that it will increase the life of the man and the horse.

Another feature of the metal wheel that I am convinced is entirely feasible is to make it well-nigh indestructible; to build it so tenacious that the vehicle may be skidded up the street in collision with a trolley car or in other accidents, and while the wheel may bend, buckle and lose its shape, it will remain upright and serviceable, and a man can drive home after a collision that would cause a wood wheel to literally go to pieces. This is a very important feature of the steel wheel.

I spoke a few moments ago of being able to cite at least one instance where the steel wheel was capable of meeting the requirements of the times fully as well as steel has done in other branches of mechanical construction. The incident that I had reference to was where a gentleman was driving on a city thoroughfare with a set of steel wheels, constructed along the lines which I have described, and his vehicle was struck by a traction car and skidded over the block street for a considerable distance. The wheels bent and yielded to the shock where something had to yield, but they would not go down, and the rider, who was an elderly gentleman of lifelong experience with vehicles of every description, declared that if his buggy had been equipped with the ordinary wood wheels, they would have gone to pieces, and the occupants of the buggy thrown in front of the car and probably killed. Instead of this, the vehicle remained upright, the wheels were not "put out of busi-

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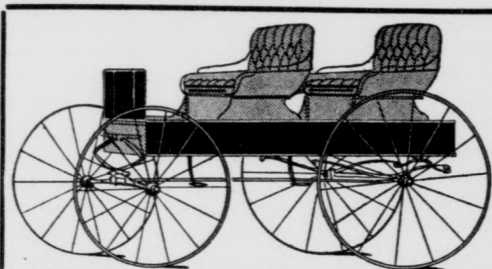
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ness," and the riders were able to drive home after the accident.

While I do not wish to become tiresome in the technicalities of metal wheel construction, there are a few minor points which I should like to bring out, for instance, such as the proper spread of spokes at the hub. This should be regulated not by guess, or to cater to this, that or the other application of wheel, as on bicycles, machine pulleys or otherwise; but, after the strength of the wheel that is required has been obtained, and the spokes have been apportioned in weight and strength, then the leverage required, as indicated by the angles of the two sets of spokes to carry the burden, should accurately fix the necessary spread of the spoke. If this is not closely followed, when there is not the full burden in the wagon, and the spread is greater than necessary, the wheel will ride too stiffly, will have no elasticity, just the same as a spring that is made too stiff. On the other hand, if the spread is not sufficient, the wheel will vibrate too much at all times, and will not have sufficient strength to carry the full burden.

Another minor point that must be kept in mind in the construction of metal vehicle wheels is to obtain a design that will not be too radical a departure in appearance from the wheel to which the consumer has been accustomed, and the wheel must not have any lumps, lugs or bumps on the surface of its hub or rim, behind which mud can hide, making it difficult to wash, but must present a clean-cut, smooth, as well as symmetrical appearance.

One of the points that I believe is most interesting to the manufacturer, not alone in wheels, but in every accessory, is to obtain the wheels from the wheel manufacturer as nearly ready to deliver to his customer as possible, and to so construct the wheel that the manufacturer of the job can have as little to do as possible, and so that in adopting it, it will not be necessary for him to re-educate his force or change any of the methods of his factory.

#### Thoughts About Work.

There is a vast difference between doing work and simply getting work done.

There is a vast difference between having simply a superficial knowledge of work and having a thorough understanding of it.

There is a vast difference between merely seeing what needs to be done, and actually taking notice of it.

A man who has a personal attachment for his superior—a feeling of loyalty—will be of better service to him than one who works for him simply because he is paid for it.

Stupidity is not a very desirable element in the character of an employe, but it is often a relief to have a workman who is just stupid enough to do things as he is told to do them.

A man who is incapable of giving advice about his daily occupation is

not the man to select to direct the labors of others therein.

Subordinates, even of the lowest rank, are occasionally called upon to act independently in matters which seriously affect the interests of their superiors. It is therefore wise for those in authority to seek, now and then, the opinions of those under them, not so much for advice, although advice of a very high order sometimes comes from unexpected quarters, as to ascertain the capacity for original judgment possessed by those who may at any time be forced to use it in the interest of their employers.

#### Who Is Who?

"You know how embarrassing it is," said the man with the red nose, "to meet a man you think you know and yet not to be able to name him. Going from Cincinnati to Chicago last week I had just such an adventure. A man came to me in the parlor car and shook hands and asked after my health and then sat down for a three-hours' conversation. I tried my hardest to remember his name and I noticed that he never used mine. When he got up at last I determined to take the bull by the horns, and therefore said:

"Excuse me, but your name has slipped my memory."

"Just what I was going to say to you," he replied.

"You can't be Jones?"

"And I don't believe you are Brown?"

"My name is Johnson."

"And mine is Peters."

"I never heard of you before."

"Nor I you."

"Who did you take me for?"

"Durned if I know. Who did you take me for?"

"Same durned if I know, but I've got a flask, and I guess we'd better take a nip."

#### Substitute For Rubber.

John Muir, of John Muir & Sons, Beith, Scotland, claims to have invented a process for tanning hog hides so as to render them a substitute for rubber in cushion tires for vehicles of all kinds. The process makes the skin harder, more durable and equally satisfactory. Muir sold the American rights to his invention to a wealthy syndicate.

A demonstrating plant will be erected immediately and all parties interested will be invited to investigate. A factory will then be built to supply the demand. Similar rights have already been sold for Germany, Austria-Hungary, Switzerland and other European countries. Mr. Muir is confident of immediate and general recognition of his invention.

The substitute which he offers is, he says, superior and cheaper than rubber. The price of rubber, meanwhile, is necessarily increasing, owing to decrease of rubber trees and the long time required to grow others.

#### How to Achieve Fame.

"How can I secure a niche in the Hall of Fame?"

"Invent a furnace that will burn snow."



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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

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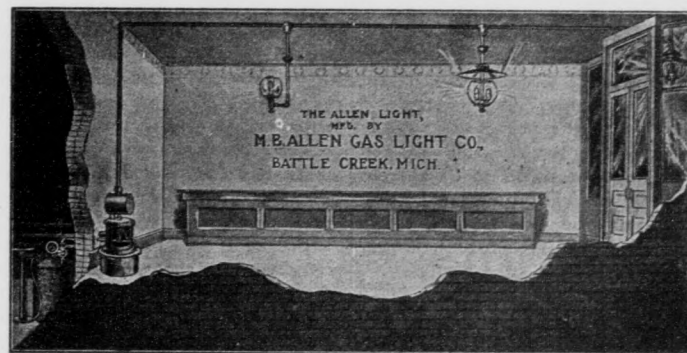
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Makes the best Gasoline Gas Plant on the market to-day. Never has had a fire loss. Three years on the market. Write for further light. Responsible agents wanted in every town to handle the Allen Light.

## BILL BLACK'S ERRAND.

## A Tragic Romance of Frontier Store-keeping.

III.

"They told me I was a fool when I built this place," North said, after the storekeeper had entered and greetings, tinged with some surprise on North's part, had been exchanged, "and I told the people in town that they were living in a false security. So we lost nothing in this exchange of compliments."

"Perhaps this is only a scare, after all," said Lawton. "The reds have been decent for years."

"The calm before the storm," North replied. "You can always locate a noisy Indian; it is the quiet Indian you want to watch."

The storekeeper paid little heed to the conversation. He could not drive from his aching head thoughts of the errand on which he had come. He studied closely North and Rose and Lawton and the two or three ranch hands lounging in the room. All were still in a more or less excited frame of mind because of the news of the Indian uprising that had been brought by courier three hours before. Added to this, Rose showed a kind of wonder at Bill Black's presence that was even more evident than North's surprise. Her womanly intuition told her something was wrong, although she was far from divining the truth.

The affair of the Indians bothered the storekeeper least of all. It simply annoyed him because it interfered with his plans. North might refuse to fight until the business in hand of protecting his property was disposed of and any immediate danger unlikely. The presence of Rose was awkward. His determination to do this thing quietly and regularly instead of brutally kept him from meeting out to North the fate of Rizzio, the favorite of Mary, Queen of Scots. He offered no explanation of his presence except that he had come on business.

No one thought of sleep. Outside, two of North's men, gun in hand, kept guard. The little garrison, for such it might be termed, numbered a dozen men. An attack was hardly expected that night, if any came at all. But no vigilance was relaxed nor precaution left untaken.

The storekeeper came to the conclusion it was time he said something. "They say this place is a regular fort," he began, addressing no one in particular.

"Not quite as good as that," said North laughingly, "but better, I guess, than most ranch houses. While the fence out there wouldn't keep the reds out we ought to be able to pick a few off while they are getting over. I may be able to give you a little gun practice before you get away."

"Perhaps."

"Do you really think there is any danger?" hurriedly enquired Rose.

Both men regretted having said anything to frighten the woman they loved.

"My dear girl," said North quickly, "you needn't worry. We can stand off anything that will come

down this valley. These young bucks that are on the warpath now are out to steal cattle rather than kill people. By midnight every man within forty miles will be warned and by daylight there will be blue uniforms chasing the reds back to their villages. While we are not in a fort, we are better fixed than many a man who has kept twenty reds out of his dooryard with a single rifle. The windows and doors are barred and I have given orders, as you know, to burn no lights but this small one in this room. Outside I have two men standing guard like they would at an army post."

When North addressed the girl the storekeeper rose and stepped into the adjoining room. It made the blood course hotly in his veins for he detected the tenderness in his rival's voice that had come unconsciously under the stress of danger. North joined him a moment later.

"There is no use frightening the girl, Bill," North said, when they were alone, "but I wish I was sure they knew at the fort that the reds were up in this valley. I do not know but they do, but, even then, the Colonel may not think we are in any real danger. I almost wish I had sent a man, although it would be a hard night's ride and God knows when he might stumble on those red devils. I had to send one man to town with the news and I hated to risk another. The man who brought the news from up the valley I am keeping here. I hope we don't have to route him out to-night, for he is dead tired."

Something urged the storekeeper to say, "I will go," as he thought of Rose in the other room. But he fought down the good intention when he remembered his errand. "If anyone had been going he ought to have gone long ago," he said. "It would be hard getting a man out of that gate if once the reds did show up."

"I arranged for that when I built the place," said North, with a little show of pride in his voice. "There are two strongly built sheds on the north side of the house which serve as store-rooms but are really intended to be one of the defenses of the ranch. One connects the big outside kitchen with my private stable. The other runs from the stable to the fence. It would take a close sight by daylight even, to find any entrance in the wall to this shed furthest north, but it is there and I can push out a section of it to let out not only a man but a horse, if necessary. There is little chance of the reds finding the spot and I have the secret very nicely to myself. But as an extra precaution I have built, where this outer shed joins the stable, a big door that a man could not break through in a day. This is arranged so it will only open outward and yet will only fasten on the inside. The more it is pressed upon from the outside the closer is it jammed into place."

North had no more than finished speaking when one of the men who had been outside walked quietly into the room. He spoke in a low voice and with no show of agitation, but his face was white. "I think there's



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

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something movin' out there in front," he said.

"You may be mistaken," said North.

"I guess not. Hank and me made sure before I come in. There's thirty Injuns out there watchin' the place."

"Are they mounted?"

"I think they left their horses down by the cottonwoods along the river. All we can see is something dark in the grass. If the moon would come out we could get a good look at 'em."

"Well," and North turned to the storekeeper, "I guess we're in for it." He smiled slightly, but there was a troubled look about his eyes. "We must get the men all up but do it quietly. Bill, you've got a good eye; step out and see if you can see anything."

The three men filed out of the room. North paused to speak a word to Rose. "You mustn't be frightened," he said, trying to laugh lightly, "but I guess we have some visitors out in front. I hardly think they will dare to come at us, but perhaps it would be well for you to step into this other room. Your father will stay with you."

"Very well," said Rose calmly, "but father must go with you. He can do nothing here and you may need him out there."

There was no time to praise the girl for her bravery or to offer objection to the arrangement. North dispatched the two other men in the room to quietly arouse their comrades. One of the first men to spring up gun in hand was the messenger who had brought the news of the uprising. In his flashing eye and alert pose there was evidence of that courage that had sent him out that day to warn his fellows of impending danger.

Douglas Malloch.

(To be continued.)

#### How Women Court Death.

"It is marvelous," said the retired merchant, who has plenty of time to go about studying human nature, "that we never hear of a woman being choked by a pin in her windpipe."

"I went with my wife the other day to pick out her new spring coat. She gave me the old jolly about my having such excellent taste, you know. Well, they called a fitter to make some alterations, and the first thing she did was to fill her mouth with pins. Then she and the saleswoman and my wife held a triangular debate as to whether the shoulders should be taken up or the sleeves ripped apart instead, and my word for it, the fitter was in the thickest of the fray, and came off victorious without swallowing a pin."

"Next day my wife had a little seamstress in to help alter her summer gowns. She was not a full-fledged dressmaker, only a tyro at \$1 per day and car fare, but already she had acquired the pin-in-mouth habit, and had a pleasing little trick of her arm in addition that was quite as exciting. Whenever she broke or mislaid a needle she would squeeze her gown until she felt something pricking her fingers. Then, when she had a good purchase, as the coun-

try folks say, she would seize the needle point with her teeth and draw it forth triumphantly. Never a thought of fear that it might slip down her throat.

"And the very same evening madame showed me a number of little cloth cornucopias she had made to put over the tips of the pencils I carry in my vest pocket, point upward. She said she had been thinking over the subject, and if I was to fall from the top of the stairs one of the points might break and enter my heart or pierce my lungs. She remarked, as a clincher, that 'men were a reckless set, anyhow, and seemed to delight in courting danger,' after which she stuck in her mouth the needle with which she had been making the safeguards and went downstairs singing.

"Aren't they wonders?"

#### The Latest Health Prescription.

Drink water and you get typhoid. Drink milk and you get tuberculosis. Drink whisky and you get the jim-jams. Eat white flour and you get appendicitis. Eat soup and get Bright's disease. Eat beef and encourage apoplexy. Eat oysters and acquire toxemia. Eat meat of any kind and get indigestion or some kind of disease. Eat vegetables and weaken the system. Eat deserts and take paresis. Smoke cigarettes and die early. Smoke cigars and secure a nice catarrh. Drink coffee and tea and obtain nervous prostration. Drink beer and have dyspepsia. Drink wine and get the gout. In order to be entirely healthy one must eat nothing, drink nothing, smoke nothing and even before breathing one should see that the air is properly sterilized.

Fine feathers often make sorry jailbirds.

### GOOD BARGAINS IN SECOND HAND AUTOMOBILES

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

No. 2. Mobile 1901 pattern 5 h. p. steamer bought new in 1902 for \$750, used in City only, new boiler, has just been thoroughly overhauled and refinished by us at a cost of \$55. It is finished in red with black trimming, has new chain and is in A-1 condition. Has extra Dos-a-Dos rear seat and is worth \$450. Owner will sell for \$350 as he has ordered a new machine.

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

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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.

### How Clerk in General Store Outwitted Millionaire.

It seemed to be a case of mutual dislike—the reverse of "Love at first sight," if you please. Jim Strome was not the best fellow in the world to get along with and when for that reason Art Bainbridge put in an appearance after Jim was "all tuckered out" and so ready to put up with anybody, it did not take the storekeeper a great while to let the young fellow "see what he could do" at fair enough wages. One would have thought that for a time at least the hot-headed Jim would have tried to be decent. For Art was not a fellow to shirk and he was not a green hand at the business; but Strome was Strome and the first day's trial showed the new clerk that his toughest time was to be not with the work but the master.

Art was a Bainbridge, however, and he had come to stay, and those who knew the Bainbridges knew, too, that that fact settled it—stay he would and did; and it became a matter of conjecture how long it would take Jim to give in.

Had it been a matter for muscle to settle three good minutes would have done the work, for the young man was of the Bainbridge build and the type was large and well-proportioned and sinewy. This condition had its influence, for the first day showed that while the boy was good-natured enough there are limits to good nature and that once reached the man that went too far was "fixing up a job for the surgeon." So Strome, with commendable discretion, kept within the danger line and made up for it by turning over to the young blood the tough customers and by finding all manner of fault if things did not go exactly to suit him.

Mrs. Jane Draper was a case in hand. She was a woman of small things and always afraid of getting cheated. Pickles or potatoes or calico, it made no difference what, she'd spoil the goods by overhandling and then keep them for a day or two bring them back to find fault because they were not what they had been represented to be and declare with stinging tongue and flashing eyes that the goods would be taken back or her trade would go somewhere else. To Art's credit and Strome's utter astonishment Mrs. Draper stopped her foolishness and got equal with Jim by refusing to trade with him and telling Art in the storekeeper's presence that if he wanted to succeed in business in Tryonville he'd have to "git rid o' Jim Strome!"

After that the storekeeper began to let up a little. He found himself at odd times "looking the feller over." He really found the clerk much to his liking. The sound of his voice had a tone in it that the storekeeper liked to hear. He found, too, that Bainbridge was not built on the up-to-date order. He had a civil tongue in his head. Much provocation as he himself had given, he was forced

to say that there had never been any rough answering back. When the time came for a stop, the Bainbridge would look into Strome's face with an expression that the party most interested understood and that settled it. The store was well taken care of. Jim had never been noted for his neatness and his astonishment was great when the store floor after a vigorous sweeping was treated to as vigorous a mopping by that strenuous Arthur Bainbridge. These were influences which Tryonville matrons appreciated and they were not backward in showing this appreciation, so that the storekeeper had another reason, in his increasing custom, for looking kindly on his clerk; and yet and yet, he refused to recognize and acknowledge the treasure that had come to him.

"One good thing about it," remarked a Bainbridge admirer when "Strome's meanness" was the topic of a lively conversation, "Jim Strome is going to get the worst of it and the longer he holds out the worse it's going to be for him. Art cares for him as for the idle wind," and so to the outsider it seemed. To the clerk, however, Jim Strome was not all bad. He early saw that the human chestnut bur was full of the fattest nuts and he was willing to wait for the timely frost which would give him the meat in due season without damaging his temper or his fingers. So the two men lived and worked together as they would be working to this day had not Jim made up his mind to "play it just one more game," just to see what would come of it.

Once a year the honorable Archibald Kenington, multi-millionaire, comes to pass a few weeks at his estate in Tryonville, and if there is anybody in this wide world that Jim Strome hates it is "Old Arch. Ken." "He's too stingy to breathe. He'll come in here with his money bulging his pockets and haggle half an hour over the half-cent. He'll buy a pound and a quarter of cheese, or anything else, so there'll be a fraction to fight over and he'll have the whole thing every time; and then he'll tell how he helps my trade by trading here!" and this was the man that was to settle Art's fate. "If he can only make that man with his millions feel like thirty cents I'm his man forevermore."

He began at once.

"Art, Kenington has come to town and you've got to dicker with him. I won't. I don't care a snap for his trade and if the worst comes to the worst I just as soon see you kick him out the store as anybody else—a little rather, in fact. You're bigger'n he is and can do it, only I want to be around when it's done. I'll see that you're well paid for the job, so you're not to worry any on that account. He'll start in with you the very first thing and he'll get the best of you if you don't look out. 'Forewarned is fore-armed,' now go ahead."

That very afternoon the music began. About two o'clock Archibald

Kenington walked down the main street of Tryonville as if the town belonged to him. Jim Strome saw him coming and barricaded himself in his chair at his desk behind a newspaper. Art Bainbridge stood behind the cigar showcase and looked the hearty greeting he was eager to extend. Pomposity advanced to the showcase until his spotless duck vest almost touched it. He scanned critically the contents of the case.

"I don't see my favorite brand here, young man—the Emperor. I wonder that Strome doesn't keep them. He knows I never smoke any other unless I have to. Let's see what we have here."

"None that you like, I'm certain. How's this?" the young fellow said as he reached under the counter and took out a new box of Emperors. "You see, Mr. Kenington, it isn't everybody that can afford to smoke that grade of cigar. It isn't quality that the Tryonvillian cares for and fifteen cents is too much for a smoke. You see, I heard you were coming and Mr. Strome knows your taste and brand and the rest was easy. I urged him to load up. Will you take one box or more?"

"Lord bless you, no! Cigars by the box always dry up. No; I'll take mine as I smoke them—one at a time. Fifteen cents, though, is too much for that cigar. I won't give it."

"You're right. That's the way I feel about it. We can afford for the

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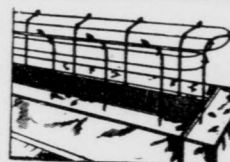
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Ten tanneries represented.

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sake of having your custom, Mr. Kenington, to put them to you for two for a quarter. I can afford to pay that for them myself and have ever since I knew you were smoking them. I was saying to Mr. Strome when he filled the order that with two such good customers as we are he ought to expect to make some reduction. Between us both we can easily make the brand a fad here and that it would pay to make the price au fait. I suppose you'll take two—that's my habit." He pushed the freshly opened box towards his customer.

Kenington glared over his eyeglasses at the impudence before him.

"I don't know who you are, young man, and I don't want to know and I don't want any of your airs and familiarity. I said I wa'n't going to pay no fifteen cents"—the man's early grammar forced itself to the surface under excitement—"nor no two for a quarter rate; d' ye hear that?"

"That's what the old man said when the kid asked him if he heard the thunder-clap that ripped off the shingles over their heads; so that's settled. Now about the cigars. Do you know I'm mighty glad to hear you say that. I'll tell you what we'll do. It's worth twelve and a half cents to me to smoke the mate with a millionaire who knows a good cigar and can't afford to smoke it. I'd like to have it to tell to some of the fellows of this town who'd give all they have to do the same thing. So, Mr. Kenington, just light up at my expense and give me something to crow over. Every cigar we smoke together in that way is worth a half a dollar to me. Have a match?" The article mentioned was struck and extended to the customer, the clerk having already bitten off the end of his own, which was waiting in his mouth for a light from the same blazing match.

"Well, I be—" the millionaire did not say what. "Words had lost their power. Rhetoric was vain." Throwing down a quarter with a force that would have broken the case-cover had it not been a superior article he took a couple of the Imperators and walked out of the store, a very dignified and a much-offended man. Then Art Bainbridge bent prone upon the counter and laughed until his muscles were sore and Jim Strome did his best to keep up with him.

When the paroxysm had subsided Strome went over to the box, took one of the cigars, lighted it, held the blazing match to Art's cigar that was still in his mouth and dropped back into his chair, and for the next five minutes they talked "the thing" over with a heartiness and a comradery that neither had felt for the other before; and when the cigars were finished each felt that he knew his man.

"Now, then, Art," Strome said as he threw away the stub, "I've got something to say to you. I made up my mind when you came in here that I hadn't any use for you and I guess I've acted pretty ornery a good many

times on that account. I've changed my mind and I want you to know it. I think you're a mighty likely fellow and just the one I want in here with me. Your doing up old Ken. fixed that. I told you I'd pay you if you came out ahead and I'm going to. I'll take you in and give you half of the net profits if you say so. Do you say it?"

"Here and now, yes; but I can't let the chance go by without telling you that I didn't fall in love with you the first six weeks. After that I got on to you and found out that your bark was only that and that you did not have any teeth! Put your hand there, Jim; and if I ever go back on you I hope it'll drop off. Let's have an Imperator on it. I believe it'll do us both good."

The beginning of the next month the partnership of Strome & Bainbridge was announced and when the people of Tryonville got over their surprise they wanted to know what under the sun they called the store the Imperator for and were mad because the firm wouldn't tell them.

Richard Malcolm Strong.

#### Does Not Pay To Be Brash.

One of Rochester's "old boys on the road," a short time ago, in exchanging experiences with some of his acquaintances of the trade, related his initial experience when he carried out his first line of shoes. It was twenty years or so ago.

"We carried our samples in satchels in those days," he said, "and it wasn't necessary to have one or two double trunks, as it is now. Well, the first town I struck I walked up the main street, and, on reaching an inviting shoe store, I got my courage up and I braced in. I met a clerk who told me the proprietor was in his private office in the rear. Without knocking, I opened the door to the private office, and met two men—one in business dress at his desk and the other with overcoat on and hat in hand, who was evidently a caller.

"I'm Mr. So-and-So," I blustered out, 'and I represent the firm of Blank & Blank, of Rochester. I've got a full line of the new samples with me and I would like to show them to you,' at the same time starting to open my satchel.

"You'll pardon me," said the proprietor, who was the man at the desk, 'but I am engaged at present, but if you will wait outside a few moments I will talk with you.'

"I thought that a chilly reception, but I changed my mind after the proprietor talked to me—and he talked plain. Before looking at my samples he asked me if I wasn't a new man on the road. I had to admit that I was and that his was the first store that I had been to. He said that he thought as much and that he would have dismissed me from the store on account of my intrusion had I not appeared in earnest and had a face that pleased him. He gave me a good talk on etiquette of the office and cautioned me never again to break into a conversation, but await my turn to talk and then intro-

duce myself by word of mouth, at the same time handing my card. Well, I sold that man a big order, as orders went those days, and I received advice worth many dollars to me. If that man had not possessed a kindly heart I would have been bounced, or probably would have quit my job in disgust. It doesn't pay to be brash. The salesman who makes friends of his customers is the one who succeeds and always holds down a good job at a good salary."

#### The Hand That Used to Spank My Pa.

When I go down to grandma's, where  
There's always lots of cake and pie,  
I spread my bread with jelly there  
And stuff up till I nearly die!  
The greatest fun you ever saw  
Is slidin' down their steep roofed-shed,  
And the hand that used to spank my pa  
Is the hand that pats me on the head.

I tear around and yell and make  
All kinds of noise, and they don't mind;  
They have no baby there to wake,  
And both of them are awful kind.  
The goodest man I ever saw  
Is grandpa with his hair all gray,  
And the hand that used to spank my pa  
Sews up my trousers every day.

S. E. KISER.

#### 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.

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Grand Rapids, Mich.

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Gas or Gasoline Mantles at  
50c on the Dollar

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MANUFACTURERS, IMPORTERS AND JOBBERS  
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TRADESMAN COMPANY

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

## Poultry

### How Poultry Fattening Can Be Made Profitable.

The principal business of the stock raiser is to send the greatest weight to market on each individual animal. When he buys a thin steer, he buys an opportunity to convert grain into meat. The greater the number and variety of these opportunities, the greater the income. Why not take the same advantage of the opportunity his poultry presents and convert grain into flesh in less time and at a greater percentage of profit than in the four-footed animals? Let us figure for a moment what the losses and gains are. Suppose the producer goes to market with a coop of three-pound chickens and they bring thirty cents each, or ten cents a pound. A three-pound pullet off the farm carries about six ounces of bone and eighteen ounces of offal, and after cooking there are about thirteen ounces or 28 per cent. of edible meat left. The consumer is therefore paying 2.3 cents per ounce for edible meat, or 36.8 cents per pound or more than meat of this kind and quality is worth. Now, instead of marketing this bird in this condition, let him put it in the fattening coop, and he can, after expending eight cents more in feed on it, increase its weight from two to three pounds in twenty-one days, and say it gains two and one-half pounds, he can go to market with the finest quality of meat, which, even if it brings no more per pound will fetch him fifty cents instead of thirty cents, as before; but it does and will sell for three to five cents more per pound, for quality and appearance always have, and will, govern the price. The bird now, after cooking, gives us forty ounces of edible meat, or three times as much as other, and if the consumer is able to buy it at the same price per pound he is only paying 1.3 cents per ounce for it, or twenty-two cents per pound of meat. This is certainly economy for the buyer, and he is not slow to perceive it, but if he is willing to pay 36.8 cents per pound for edible meat on a thin chicken, he should be, and is willing to pay the same or a higher rate for the fattened one, which it is easily figured would amount to seventeen cents per pound alive, or ninety-two cents for the bird. This is perhaps based on more than the maximum average gain in weight that would be attained, but an average close to two and one-half pounds can be had when feed and conditions are what they should be. This surely exceeds anything that can be done with beef or pork, and where it is not followed there is just that much opportunity wasted. There may be some who can figure a profit in raising two or three-pound chicks at thirty cents each, and where they are turned out to rustle for their own living there no doubt is, but admitting it to be all profit, why not make a new investment at this

period? The frame then costs nothing; take it and fill it out, and all it fetches when finished is profit except eight cents expended in extra feed, or nearly 200 per cent. profit. If this looks big, cut it in two, and then show me where or in what other business you can make 100 per cent. profit in twenty-one days.

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

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

The poultry farmers who have run in one groove for many years have vainly imagined they were getting all the profits there were in the business and have been content with the situation. The big packing houses who are engaged in supplying the world the meat food naturally discovered the fact that poultry as well as beef is demanded by the same consumer. They had every facility for buying in the cheapest markets and selling in the highest; why should they not combine the two lines? They felt their way gradually until to-day they are the largest handlers in the country. The next question that confronted them was quality. Here, too, they saw an opportunity to take the frame they had bought from the farmer and put the quality on it, and the days of the "grass-fed" chicken are numbered, so far as their filling market requirements are concerned.



## 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.

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## 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

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

SHIP YOUR

## BUTTER AND EGGS

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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.

## 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



The packers are improving the quality so far as weight and appearance go, but they can't get away from the grease, no matter how they try; at least, they have not been able. They are very desirous of supplying the English markets, and when they can furnish the quality demanded they will have a big outlet. One firm in Kansas City is killing ten thousand fowls per day, and their manager stated recently that in less than two years they would be killing two hundred thousand per day. This will stimulate the poultry production at an enormous rate, and the business generally should be benefited. They will place on sale in Eastern markets finished fowls that will supplant the average home-grown chick. They will sell at top prices, and the second grade will sell for what it will fetch. They hold the beef trade securely in hand in every market of any consequence, and when they display the best poultry they will control that also. These packers are establishing the machine feed at all of their buying stations scattered throughout Missouri, Kansas, Texas, Oklahoma, Indian Territory and Arkansas. One firm alone has sixty of these stations, where they pick up the opportunity the farmer throws away and make twice the profit on each bird in twenty-one days that the man did who raised it. Last December they were paying him six and one-half cents per pound for pullets, and on the same day the birds they fattened sold for eighteen cents per pound on the butchers' stalls.

#### Where They Eat Horse Meat.

Not only in Berlin, but in almost all the great cities of Europe, horse meat is eaten by the lower classes. There are great slaughter houses in Paris which kill thousands of horses every year. In Vienna more than 25,000 horses and a number of donkeys annually are killed, and Berlin eats horse meat by the thousands of pounds every day. Such horses are inspected both before and after killing, and every piece of meat must be stamped as healthful by the inspectors. Have you ever seen a piece of horse flesh? It is redder than beef and looks for all the world like venison and tastes not unlike it. There are 200 butcher shops in Paris which sell nothing else.

One of these shops which I visited in the poorer quarters of Berlin had steaks, roasts and soup bones nicely dressed and ready for sale. The meat was black where it had been exposed to the air, but red when fresh cut. Upon the wall hung horses' sides half cut up, and on hooks from the ceiling hung horses' hams, smoked and dried. On one wall were long strings of little sausages, black as ink, speckled with bits of white fat. Each string weighed a pound, and the bare-armed butcher behind the counter told me that it was made of ground horse flesh, and sold for twelve cents a pound. He said a good loin roast cost eight

cents, and the best steak ten and twelve cents. He showed me a pile of Hamburger horse steak at a lower price, and also some yellow horse fat, which he says the poorest classes use as cooking butter. He says that horse fat is as good as goose grease to cure a cold, and that horse oil is excellent for rheumatism.

This man's family was at dinner when I called, and upon my asking if he ate horse meat himself, he took me into his dining-room, where his wife and children were devouring plates of soup made from horse bones. The children looked healthy, and he told me their bodies were largely made of horse flesh. He asked me to sample a bit of the meat, and I did so. It tasted like tough deer, with a light gamy flavor. I don't like it, but that may be owing to prejudice, or it may be that the bite I took was from an ordinary old street-car plug, tougher than ordinary.

I have visited several of the horse slaughter houses. The first one was like a big barnyard surrounded by low stables and fenced in at one side with long buildings of red brick. At the right of the gate stood a group of butchers, their shirt sleeves rolled up above their elbows and their bare, brawny arms covered with blood. Each butcher had a leather apron, well spattered, and looked altogether rather repulsive than otherwise. I had a permit to see the establishment, and in addition gave a small fee to one of these men so that everything was thrown open to me. The first room we entered contained the horses that had been killed that morning. There were several score of them hung like beehives from the rafters, with their heads downward. A splendid bay horse which had just been killed was being dressed on the floor, a white horse was being skinned, and an inspector was going over the various cuts of those hung from the rafters and stamping them.

Frank Carpenter.

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The floating palaces of the Detroit and Cleveland Navigation Company are more beautiful than ever this season and have many added conveniences. The parlors and staterooms are newly furnished, and traveling is made delightful over this popular route. Their service has been improved and now make good connections with all railroads at each of their ports. Send 2c stamp for illustrated pamphlet. Address

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There are old feet and young feet,  
And little feet and great;  
Pretty feet and homely feet,  
And feet that do not mate.  
There are tender feet and tough feet,  
Narrow feet and wide;  
Short feet and long feet,  
And feet you'd like to hide.  
It is quite a feat to cover feet  
In style and comfort, too,  
And if this is what you want,  
I'll tell you what to do.  
Take your feet to Egelhoff's store,  
And fit them in his shoes;  
Your corns will never bother you,  
And you'll never have the blues.  
GEO. E. EGELHOFF.

# Butter

I always  
want it.

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Owosso, Mich.



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**HIDES, WOOL, FURS, TALLOW  
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Highest market prices paid. Give us a trial. Always in the market.

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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.

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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

# Printing for Produce Dealers

## The New York Market

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

Special Correspondence.

New York, June 13—In the market for coffee the prevailing dulness is accentuated and there is absolutely no interest felt in the situation unless it be to know how low the article can go. The week has been simply a repetition of previous ones in that the demand has been for only small lots—just enough to get along with and both buyer and seller seem to realize that there is nothing to do but to drift. At the close Rio No. 7 is worth 5½c. In store and afloat there are 2,351,692 bags, against 2,508,283 bags at the same time last year. Mild grades have been very slow all the week. Stocks are ample, seemingly, and importers might make some concession. Some good Bogotas sold at 11½@11¾c; good Cucutass, 8¼@8½c.

So far as the tea market is concerned, it partakes with coffee in the prevailing dulness, and from one end of the market to the other the same report is heard of the smallest possible sales. Prices are practically without change and seem to be pretty well maintained, while dealers profess to have confidence in the future.

Withdrawals of sugar on contract show a steady enlargement, as might be expected at this season, while there is also a much better showing of new business. Upon the whole, the tone is strong with prices well sustained.

There is a fair degree of activity in rice and the demand seems to be steadily improving. Orders have come in from both local and out of town trade and in the aggregate the sales have been very satisfactory. Stocks are becoming depleted and the situation generally is in favor of the seller.

Spice stocks generally are rather light and quotations are well sustained. Pepper, especially, is well held. The demand is of an average character and not much business can be expected at this time of year.

While prices are firm for molasses, the market is dull, although not more so than can be expected in midsummer. The better grades are most sought for and stocks are light. Quotations are practically without change. Syrups are in moderate supply and steady. Refiners are not disposed to make any concession.

About the only business that has been done in canned goods is in the line of high-grade peas, the supply of which is seemingly going to be very short. Corn is firmer and the same is true of tomatoes. Maine corn, \$1.25@1.30; New Jersey tomatoes, 90c@\$. The copious rains will relieve the situation in New York State and have been of inestimable value to canners.

The butter market is hardly as strong as last week, although quotations are not changed to any appre-

ciable extent. Extra creamery is worth 22¼@22½c; seconds to firsts, 19½@22c. Not much butter is being stored, as the supply already stored is more than can be immediately disposed of "in case of need" and, upon the whole, the immediate outlook is in favor of the buyer. Imitation creamery, 17@19c; factory, 15@17c; renovated, 15@18½c, latter for extra.

The cheese market is without change. Full cream of large size is in rather moderate supply and prices are fairly well sustained. The range for full cream is from 10¼@10½c. Exporters are picking up about all the large size cheese and would probably take more if they were to be found.

There is something of a scarcity of desirable eggs and the market is very firm. A large part of the arrivals show effects of heat and a good many eggs have to be worked off for what they will bring. Extra Western fresh-gathered, 18@18½c; firsts, 16@17c; seconds, 15c, and so on down to 11@12c, with No. 1 candled about 14c.

### The Hot Foot Bath.

The old housewives and nurses were fully aware of the remarkable efficacy of the hot foot bath in relieving pain and bringing about recovery. It is strange that so simple a thing should have been so uniformly forgotten. When a person comes home at night with a feeling of discomfort all over, bones aching, no appetite for supper and a general feeling of discomfort, including a headache, in nine cases out of ten there will be prompt relief if no supper is taken except some hot drink, and the hot foot bath is used for half an hour before bedtime. The feet may be inserted in water as hot as can be borne, to which more hot water is added at regular intervals, keeping the temperature always at the utmost degree of heat that is bearable. In a little while a feeling of well-being suffuses the whole body, the blood is drawn from the aching head, which is relieved almost by magic. The perspiration starts from the pores and after a good rubdown and a change of underwear the patient is prepared for a most refreshing night's sleep and awakes in the morning feeling like a new person. Drugs are powerless to effect such prompt results without unpleasant after effects.

In Chicago, which is a recognized center of knowledge on the subject, it is stated that married people get along better together in winter than in summer. Hot weather makes them irritable. Neighborhood quarrels, too, are more numerous. People sit out of doors and gossip ensues, and the end of gossip is anger. So if you would avoid appearing in the divorce court or the police court try to keep cool.

The best efforts of the chairmaker are constantly being sat upon.

## 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.

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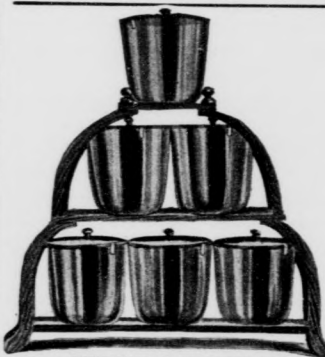
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Cleaner, purer and sweeter than hog lard. Will please your customers better and make you a profit.

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

And Coin will come to you. Car Lots Potatoes, Onions, Apples, Beans, etc.



### 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.

## 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



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.

### 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.



# FOURTH OF JULY.

## Some Thoughts On the Approaching National Holiday.

The Fourth of July is near at hand, a time of the year when everybody's patriotism suddenly bursts forth. Patriotism is sort of a general quality; if charity covers a multitude of sins so does patriotism. There are men upon the Fourth of July who assimilate liquor of a pyrotechnic brand and imagine that they are patriotic. There are other men who throw cannon crackers under the feet of skittish horses and call that patriotism, although it endangers the lives of women and children. There would be more patriotism in refraining from these things than in doing them. If they are proud of their citizenship, it is a good time for them to demonstrate it by abstaining from this kind of actions. They will generally say that it is due to the exuberance of their patriotism, whereas as a matter of fact this very patriotism should have made them good citizens on their nations natal day.

The other day I heard Senator Burrows say: "It does not cost anything to be patriotic in time of peace. It doesn't cost us down in Congress anything, but instead we get \$5,000 a year for it. What tests a man's patriotism is to have the nation say, 'will you come?' to face 10,000 men drawn up in line of battle, each of them shooting with the intention of killing you."

This is quite different patriotism from that of the cannon cracker and the muslin flag.

Patrick Henry once made a celebrated remark when he said: "If this be treason, make the most of it!" So I would say to the merchant, if this be patriotism, make the most of it. Catch the spirit of the occasion and be prepared for the man who wants to be patriotic in this way. I would not dampen his exuberance. Patriotism is like some men's religion, it only comes to the surface under the stress of unusual circumstances. It needs some public demonstration to bring it forth, but the fact that it comes forth proves that it is there all the time. Let us assist all we can the people who want to be patriotic at this time of year, especially if it is all grist for our mill.

This is also the time of year when the Fourth of July Committee passes the hat around to raise funds for the grand Fourth of July celebration in the town. The argument of course is that the merchant ought to chip in from patriotic motives and incidentally because this patriotism will yield him a large dividend in Fourth of July business. I would not say anything to dampen the ardor of the Fourth of July Executive Committee, or to lessen the success of its efforts, but I am not so sure as to the value of the Fourth of July celebration to the merchant. I am always in some doubt whether the merchant does not value the Fourth of July celebration too much.

There is one thing certain, as every merchant who has been inveigled into an active part in a Fourth of July celebration can testify, that is, it is very hard to satisfy the people. The reason is simple: No matter how good your celebration may be—and the better it is, the more this is true—people are sure to grow tired by sunset and when people are tired they are fretful and very particular. The man or woman who makes a long trip on a dusty excursion is apt, when he or she gets home, to feel that after all it was not worth while, no matter how good your celebration may have been.

There seems to be some argument, and it is the best argument, in the question of keeping your own people at home. In that regard the Fourth of July celebration is undoubtedly a good thing. It may be said in reply to this that the only extra financial returns available to the merchant are those produced by bringing other people to the town to spend their money; but this is not entirely true as anything which tends to make your home people spend a little more freely is surely just as advantageous as the money which comes from abroad.

I do want to ask the Fourth of July Committees in Michigan who have charge of celebrations this year to omit the neck-breaking exhibitions from their programmes. If I were a member of the Legislature, I would endeavor to have enacted a law to absolutely prohibit this kind of exhibitions in Michigan. Not but what I believe if a fool wants to break his neck he should be permitted to do so, but because in doing it, or in attempting to do it, he is apt to inspire other people of better mental balance to do the same thing. I have seen a man whirled 1,200 feet to death in the eyes of thousands of horrified people and this may have something to do with my positive opinions on the subject. It was a sight never to be forgotten, one which sickened women and shocked men and certainly had a bad moral effect upon their children. Where is there a merchant in Michigan who would want such a scene enacted in his own city?

There are better ways of celebrating the Fourth than that. If you are going to have a municipal celebration, why not make it as home-like as possible, one in which your own people would feel the greatest interest, an intermingling of the community such as is the design of all holidays. In the smaller towns a good old fashioned picnic with plenty of music and lemonade I am sure would leave a much better feeling in the community and a much better name for the town than any parachute drop or slide for life or other silly exhibition. In such towns as Greenville and Big Rapids and Belding and Ionia and a dozen other good Michigan towns I could name, they like nothing so well on the Fourth of July as a good fast base ball game

where they can get out and root enthusiastically for the home team. That is a good sensible way of celebrating the Fourth and more patriotic than tempting some man of mental irresponsibility to act a neck-breaking performance, the moral effect of which is bad.

In the columns of the Tradesman before, as a matter of private opinion, I have taken occasion to commend the Merchants' Picnic for the actual merit which it possesses as a local holiday. I believe it is coming more and more to supplant the public demonstration of a Fourth of July celebration in popular favor. It seems to be a solution of the Fourth of July question and many towns are getting to celebrate the Fourth

quietly as far as circumstances and the small boy will permit, and then having a rousing good time upon the occasion of the merchants' annual blow out. Charles Frederick.

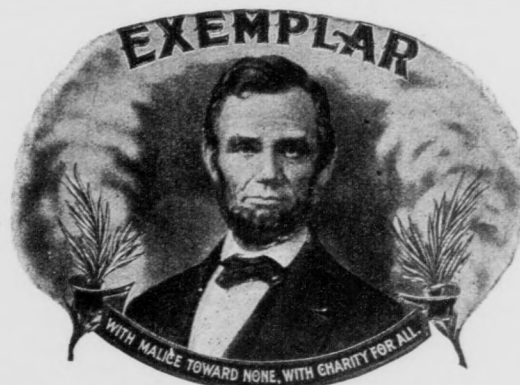
## The Way to the Valley of Rest.

The way is long to the Valley of Rest,  
Down the dim, uncertain years,  
But we'll reach the Valley when God thinks best,  
And enter its shadows, sweet and blest,  
Where is never a rain of tears!

We'll forget the gloom of the weary way  
Where the thorns grew red along,  
With answers sweet to the prayers we pray,  
The Spirit of Peace will speak that day,  
And the sigh will be the song.

And deep in the beautiful Valley of Rest  
We shall pass from the storm-swept sod;  
With tired hands folded above the breast,  
We shall say to the silence how God knew best,  
And dream in the light of God.

What some people don't know they are always talking about.



## THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

# COUPON BOOKS

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

TRADESMAN  
COMPANY  
GRAND RAPIDS, MICH.

## 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.

### One Should Not Go by Exterior Alone.

I don't know why it should be so, but it is a fact that ever since I was a little shaver people have made me the custodian of their personal troubles. My mother (blessings on her sainted memory!) used to say I was always of such a sympathetic nature that "folks just couldn't help it." If bad boys mauled a little girl's pet cat around I was the boy she selected to champion her cause. If a boy with right on his side was getting the worst of it in a hand-to-hand encounter with a playmate I sailed in and licked the other feller. As I grew older I was always being importuned, if not for actual assistance, at least for advice and counsel. Perhaps one reason for my popularity in this regard has been owing to the fact that I was always a good listener, and, as almost everybody likes to air his own grievances rather than to have another recount his, I can't remember the time when I wasn't made the recipient of trials and tribulations galore.

I am a traveling salesman for a large specialty manufacturing house of Chicago. Of course, in this capacity I meet all sorts and conditions of humanity, and scarce ever does the sun set in the west that it hasn't seen your humble servant brought face to face with the things that grieve, harass and torment other people. Sometimes I think I hear more than my share of 'em, but it'll be all the same a thousand years from now.

One rainy Saturday morning, not long ago, I had dispatched my business with my last customer and was packing up my sample case preparatory to leaving in an hour for the next town I was to make, when the last customer placed a detaining hand on my arm.

"Don't be in a hurry, Z—," said he, "don't be in a hurry. I feel despondent this morning, I can't bear to be left alone when it's gloomy like this. Wait, anyway, until some one else comes in—perhaps it won't be long."

At this unusual request I paused in the arrangement of my grip and glanced at the speaker's face. The day was cold and dismal and the look in his face seemed in keeping with the dreary elements outside.

The "last customer" is, I should judge, a man of some 60 odd winters, thickset, with the fat drooping shoulders common to men of his physique. Usually his face was round and red, but to-day, as I say, all the lines were drooping and his countenance had assumed the hue of ashes. His hair, originally a nonde-

script drabish brown, is plentifully sprinkled with gray, giving it the appearance of greasy, dirty wet snow, if you can imagine such a thing. His eyes, always inclined to be watery, are what you might term a buttermilk blue. When he walks he shuffles along as if he were afraid to pick his big fat feet off the ground for fear he might fall. His clothes, if they were ever new, never give evidence of the fact. His trousers are always bagging at the knee. His coat invariably hangs up behind and down in front and the pockets are generally bulging with sundry knobby little packages. You know, there are some people whom you never see on the street with a bundle; others seem to have been born with 'em—you wouldn't know them if they were not lugging around their unsightly accompaniments.

Taking it all in all, the "last customer" belongs to the unstylish variety and, to look at him, you would think him the last person in the world to indulge in sentiment.

I have known Uncle Sammy for years. He keeps the one store in a little way-back village that I occasionally make, and that is as next to nothing as a village can well be, and be a village at all. Whenever I am there and the townspeople drop in they call my "last customer" "Uncle Sammy." His store is such a miserable little hole in the universe that I always have "piked out" as soon as my business with its owner was finished.

As it happened, I had not stopped off at the town for over a year. I had heard, however, that Uncle Sammy had lost his wife since my last trip, and that he "took it hard," as the saying is.

And now, on my return, on this particular Saturday morning, I had gotten through with Uncle Sammy bright and early. I say "bright and early." The "early" part was all true enough, but not by any stretch of the imagination could the day be called "bright." The morning had begun with lowering clouds and was developing into a nasty "gray day"—just the sort I abominate. Uncle Sammy must have felt the depression, also, when he said, "Don't go just yet, Z—."

"All right," I acquiesced, "I might just as well be waiting here as over at the hotel or depot—it lacks just an hour until my train-time."

Uncle Sammy pulled out his watch in his slow ungraceful way. "My daughter," said he, "will be down just about that time and then we are going out to the cemetery."

He paused and I threw a furtive glance in his direction. He had settled down in his chair, with his dull old eyes fixed on the smouldering fire. His head rested on one pudgy hand, while the other nervously grasped the arm of the old wooden chair that usually served the purpose of supporting the store loafer.

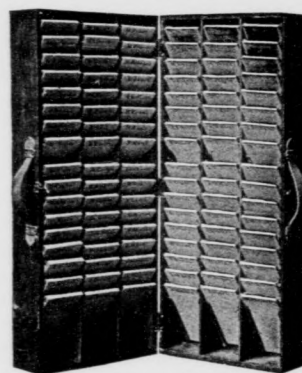
"It's just a year ago to-morrow that she died—my little lassie's

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

## A FEW POINTERS



Showing the benefits the merchant receives by using the

### Kirkwood Short Credit System of Accounts

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

A. H. Morrill, Agent  
105 Ottawa St., Grand Rapids, Mich.

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

## 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.



mother," he began, with trembling voice, and the old eyes were so brimming with tears that you forgot their homeliness and thought only of the desolate old man's sorrow. Moved by a thrill of pity, I reached over and touched his hand. Quick as thought he grasped mine tightly and kept it on the arm of the chair. "Just a year ago to-morrow since she died—it seems only yesterday that they laid her away out of my sight forever. And do you know," he went on, catching his breath and swallowing a hard lump in his throat, "it's just thirty-five years ago to-morrow that we were married—and that makes it all the harder, that she died on our wedding anniversary. Think of it! Could you bear that?"

The vision of a dark-eyed, dark-haired girl that I'm to marry this month floated before me and I, too, swallowed hard and I felt my eyes growing dim.

"Yes," continued the old man, "it's just exactly thirty-five years ago to-morrow that we were married. 'Twas the prettiest day you ever saw—nothing like this," and Uncle Sammy shuddered as the wind moaned in the tops of the cypress trees that grew at the side of the store. Who ever invented such lonesome trees anyway? The man that would plant 'em next to a store where traveling men come ought to get haunted by a ghost all the rest of his natural life—and longer. I hate graveyard trees with all my soul!

"The day was not like this," he repeated. "The sun shone all day long. Oh, I miss her, how I miss her! I can't have it so," and he almost broke down. "They told me, I suppose to comfort me, that I'd get over it a good deal in a year; that time would heal the wound, and all that. That's a lie!" he cried, vehemently, "a damnable lie! I'll never get over missing and longing for her. Every night since she died I wake, and wake, and wake. At first, when I open my eyes on the darkness, I don't know where I am, and I don't know what it is that makes me feel so sad. I lie still and think a minute and then it all comes back to me with such awful force—how some one rushed into the store and told me my wife was dying—think of it—dying! And she hadn't been sick a minute. When I got over home—I never knew how I reached there—her eyes were set, and she never even spoke to me—I can't bear it, oh, I can't bear it!"

Here Uncle Sammy broke into such a paroxysm of weeping as may I never look upon again as long as I live. I put my other hand gently on his and held it close; but I could not say a word. After a while he shook less violently and the sobs became quieter and he went on:

"She was always so sweet, so lovable. Never one harsh word did I ever hear her utter, either to myself or the children, during all the years of our married life; she was always just so pleasant. In the summertime,

whenever I came home, she would always come running out on the porch to meet me and would put her arms around my neck and tenderly kiss me. Oh, how happy I was, how happy I was! But I did not know, I did not know. When I am at my work here in the store I don't have so much time to think, but when I go home at night the evenings are so long, so long, that it seems as if they would never end. And then when I go to bed I lie and toss and toss and can't get to sleep. And then I call out her name in the dark—her dear name—and she doesn't sleep with her head pillowed on my arm. If I do get to sleep, I am always waking, and then I miss the pressure of her head on my arm, and I reach my hand over in the darkness and she is gone—gone forever—gone forever," and the last words ended in a wail.

Who shall say that love does not last in the human heart for aye, or that the unlovely exterior does not hold a devotion to the object of its affection as deep and sincere as is given to man to feel? Z. Z.

Quincy—F. A. McKenzie, who has operated the Quincy Roller Mills for the past ten years, has organized the McKenzie Food & Milling Co. with a capital stock of \$150,000. The new company will assume control of the business of the Quincy Roller Mills, including the Pillsbury agency, at Erie, Pa., and the recently organized Quincy Supply Co., the latter handling coal, salt and other supplies. The concern will make the manufacture of flour and package goods a specialty, including a new brand of breakfast flake food, and will also push the manufacture of Salus and Self-Rising buckwheat. The officers are F. A. Roethlisberger, Hillsdale, President; Richard Coward, Bronson, Vice-President, and F. A. McKenzie, Secretary and Treasurer.

Muskegon—Samuel Cohen, manager of the Boston Clothing & Dry Goods Co., recently had an emphatic "set to" with a couple of gentlemen who were sent by his partners in Detroit to take possession of the stock. As Mr. Cohen and his wife claim to own three-quarters of the stock of the company, they objected to being dispossessed without due process of law and, on the advice of their attorney, they asserted their rights in American fashion—Mr. Cohen with a hammer and Mrs. Cohen with her tongue. At last accounts the Cohens were in undisputed possession of the store and stock, with every indication of being able to "hold the fort" indefinitely.

Grant—Representatives from the Heinz Pickle Co. have been canvassing the farmers of this vicinity with a view to establishing a pickle factory here and have succeeded in contracting for about 200 acres. A site has been furnished by the business men and a factory building will be erected at once.

#### Gripsack Brigade.

Lansing Republican: Peter Rogers, late of the firm of Rogers, Giddings & Co., has accepted a position with the Smithmade Suspender Co. as traveling salesman.

The traveling men connected with the local wholesale houses have formed an association for the purpose of discussing matters of mutual interest to themselves and their employers.

John M. Fell has been engaged by the Manistee Shoe Manufacturing Co. as general purchasing and selling agent. He is now in New England for the purpose of looking up new styles and lasts.

Abram Jennings, formerly on the road for the Lemon & Wheeler Company, but for the past year connected with the merchandise brokerage house of Hastings & Remington, has taken the position of house salesman for the Judson Grocer Company.

While Wm. B. Holden (Grand Rapids Dry Goods Co.) was in Lakeview last week, he accepted an invitation to take a sail with Peter Skallerup. A squall capsized the boat and both sailors were drenched to the skin. Holden says the next time he goes out in a sailboat he is going to select an experienced helmsman.

The industrious salesman enters new territory and by faithful efforts secures trade for his house. Trip after trip he greets the new customers, adjusts little differences that may arise, explains this or that, and wins the confidence and friendship of his trade. On account of this a mail order is sent the house, many times a few days before the salesman is due, and some houses refuse to credit such orders to the salesman. At the end of the year the next year's salary is based on the last year's sales regardless of the mail orders received. This custom is unjust and not observed by first-class houses. Let every jobber give his salesmen justice, because the boys earn every dollar they receive.

Detroit News: Capt. J. T. McAdam tells a tale of woe about his experience as traveling representative for the Nutrine Food Co., of Detroit, and has backed his story by obtaining a judgment in Justice Lemkie's court for \$320, for services and expenses while acting in that capacity in New York. The Captain says the company made a contract with him last December to go to New York to introduce Nutrine, and then to go to Cuba and act as resident agent at Havana. No salary was specified, but he was to be paid liberally for his services and the company was to keep him supplied with money for expenses. This was all verbal, but the Captain produced documentary evidence in court in the shape of letters received from the company, to prove that such was the understanding. McAdam went to New York Dec. 31, but found that introducing a new food was a hard proposition. He decided to return home, and drew on the company for \$15. In a few days the draft returned

dishonored. On March 9, he received a letter, informing him that the company had not considered him in its employ since Feb. 28, so he returned to Detroit, and after trying to get a settlement, brought suit for \$100 a month and expenses, and got judgment. Still other troubles are threatening the company. Last January it purchased from Joseph Lauhoff a flouring mill at 1300 Gratiot avenue on a contract, the consideration being about \$15,000. Mr. Lauhoff says that the terms of the contract have not been complied with, and that he has notified the company that it must pay up or he will foreclose. In the meantime the manufacturing operations have been suspended. The employees, with the exception of the engineer, miller and office stenographer, were laid off three weeks ago, and those retained say they have had no pay for five weeks. The miller, the engineer and the stenographer were holding the fort this morning, with nothing to do but to kill time and hope for their salaries. George Matthews, another traveling representative for the company, who advertised and worked up business in Detroit and Buffalo, obtained judgment in Justice Lemkie's court, last Friday, for \$165 unpaid salary. Some other smaller judgments have also been taken. The company took an appeal in the case of Capt. McAdam. Shelley B. Hutchinson, President of the company, is reputed to be worth half a million or more, and the creditors are puzzled to know why he does not come to the rescue.

West Bay City—John G. Frank, whose flouring mill was destroyed by fire about a week ago, will shortly begin the erection of a larger and more modern plant.

Monroe—Jos. S. Hoffman, for many years engaged in the clothing business here, has sold his stock to Fred Kull, Wm. Sturn and Frank Sturn.

Never attach more importance to money itself than to the things that money can buy for you.

## The Warwick

Strictly first class.  
Rates \$2 per day. Central location.  
Trade of visiting merchants and traveling men solicited.  
A. B. GARDNER, Manager.

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



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

## Drugs--Chemicals

### Michigan State Board of Pharmacy

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

President, **HENRY HIRM, 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.**

### Acquiring Habits of Cleanliness and Industry.

Next to courtesy and popularity, perhaps a clean and neat store is the best drawing card a pharmacist possesses. I have seen this exemplified so often. Here is a man on one corner with a store always in spick-and-span order, with windows shining, with show-bottles singing their own praises, with show-cases free from spots and dirt inside and out, and with everything, indeed, telling the one story of cleanliness. Down the street a block or two is another store where the windows have not been washed in a month or two, where everything within the window is covered with flyspecks and dust, where the cases in the salesroom are almost smoky with accumulated incrustations, and where all things with one voice tell the story of uncleanness. Which of these stores will the people flock to? Need I say?

We do not realize how much we are all judged by externals. Neither do we appreciate the strength of the relation which really exists between external and internal characteristics. If our store is dirty people unconsciously assume that we are dirty in our prescription work, that our utensils are not clean, that our drugs are old, musty, and worm-eaten; and in most cases they are not far from wrong. I want to be honest with you. I do not want to practice any deception. I know there have been unclean and ill-kept drug stores where a good business was done—where courtesy and skill and energetic commercial methods have prevailed. I have known of two or three such stores myself. But they are the exceptions. The handicap is so great that it is not often overcome. No one can afford to hang this millstone about his neck. It would be suicidal.

Therefore, I say, cultivate assiduously the habit of cleanliness. Tolerate no weakness of easy-going in yourself. Keep your store constantly up to the highest pitch of neatness. Have your windows, your show-bottles, your show-cases, your counters—have all things as clean as they can be made. Buy handsome fixtures if you can afford them. Make your store as elegant as your means will permit. And do not overlook your person. Keep yourself as clean and neat as your pharmacy. Do not hesitate to use the whisk-broom and the blacking brush. Do not try to keep

your laundry bills down. Do not wait upon customers in your shirt-sleeves. Do not smoke a cigar in the sales-room. Keep yourself and your store immaculate, and if you are a clerk you will soon find that your services are in good demand, while if you are a proprietor you will make the gratifying discovery that you are giving your neighbor down the street a "fine race for his money."

The Habit of Industry—This virtue is dinned into one's ears from the cradle to the grave. At the grammar or "district" school our writing books have injunctions regarding its practice; at our graduation commencement orators eloquently beseech us to listen to its teachings; and when we get older we read biographies which point out its supreme importance in the race for success. We hear so much indeed about the value of industry that we are always in danger of getting unutterably weary of the whole subject and throwing it aside in disgust. But we should remember that the really important things in life are and must be always with us; and we should school ourselves against feeling that contempt or that indifference which too often springs from close familiarity.

What I shall have to say about industry will not occupy much space. I can sum my message up in these four words: "Don't Waste Your Time!" There are few men in the world who know how to use their time to good advantage—very, very few. They waste precious hours and minutes without knowing it, and their familiar remark is, when asked why they do not perform this duty or that, "I haven't time for it; I am too busy." They do have the time, but they do not know how to use it.

Particularly is this true of the druggist. His is a peculiar business. Instead of having, as men of most occupations have, a certain number of prescribed hours—seven, or eight, or nine—during which he is continuously occupied at his calling each day, he fills in the whole span from rising to retiring; and his period of daily leisure, instead of coming altogether in the evening, is scattered throughout the day, with five minutes here and ten minutes there. These bits of leisure lend themselves to profitable employment; they are full of possibilities; but I venture to say that seven out of ten druggists unthinkingly permit them to go to waste.

Now there are a number of these five and ten minutes periods in a day; and every one of them is an opportunity! Every one of them is a precious stone that should be husbanded with great care. In the aggregate they mean wealth—wealth of time, wealth of achievement, wealth of possibility. Don't waste them. Don't allow them to flit by unemployed. Use them—grasp them—seize upon them! It is not for me to suggest what may be done during such intervals. There are always

hosts of things to do. The store must be kept neat and in order; the shelf bottles must be kept filled; manufacturing operations must keep pace with demand; vigorous advertising methods must be employed; new schemes must be evolved; the book-keeping must be kept up to the minute; certain goods must be kept put up in five and ten-cent packages; the drug journals must be carefully read; books and periodicals must be perused in order that one may be an intelligent man in the community; one must keep up his scientific and professional studies; and he must do the things which make him more competent and more indispensable in his calling. All these things, together with many others that might be mentioned, take time, and they can all be done if the precious minutes of opportunity are seized upon as fast as they appear.

I would advise you earnestly to adopt the rule of doing something every time an instant offers, no matter how short it is, or how slight the opportunity may seem to be. Follow this rule out faithfully and continuously; keep everlastingly at it; and in time you will successfully cultivate the precious habit of industry. You will then find yourself naturally and unconsciously turning at every bit of leisure to some duty; and you will discover that if you do not do this you will feel the natural discomfort which comes from violating a law of your nature. When that period is reached the habit of industry will have been formed, and you will have equipped yourself with an instrument which will be like unto Excalibur, the magic sword with which King Arthur achieved such remarkable things.

Harry B. Mason.

### What Becomes of American Gold?

Some idea of the magnitude and complexity of the task of financing this nation may be gathered from a presentation of some of the salient facts and figures of the National Treasury's operations. Nearly one thousand, three hundred tons of gold lie to-day in the vaults of the Treasury of the United States—the greatest hoard of the yellow metal ever gathered in the history of the world. Four hundred tons of this gold are piled, like bags of salt, within the four walls of the sub-treasury in Wall Street, New York. Outside the Treasury hoard, there is in circulation through the country a nearly equal amount of gold coin, making more than two thousand, five hundred tons of gold in the United States bearing the imprint of the eagle. The value of this coin is more than one billion, two hundred and sixty million dollars, and the hoard is increasing every day. This wealth of the yellow metal is the backbone of a complex currency system that supports the country.

One of the remarkable things about this gold is that, despite the fact of its forming one-half of the

country's circulating money, it is rarely seen in the course of ordinary business. One may live in New York or Chicago or San Francisco without seeing a single gold coin for a year. This is in striking contrast to conditions abroad, where gold is everybody's coin. The gold sovereign of England is as current as the five dollar silver certificate of this country. There, a man with a small income may not have a piece of paper money (the five pound Bank of England note is the smallest) in his hands for months. What becomes of all our American gold? The mines of Colorado, California, Alaska, and other gold-producing regions of the West and eighty million dollars a year to our hoard of gold, and three-fourths of this output goes to the mints. The yearly coinage of gold actually approaches in value the entire circulation of silver dollars.

The Treasury holds in trust, against outstanding gold certificates, four hundred million dollars in gold coin. These gold certificates range from twenty dollars to ten thousand dollars. They are issued from the Treasury in exchange for gold coin or bullion, and are just as good as gold. The Englishman wears his pockets out carrying gold coin around with him; the American prefers to have his money in the form of representative paper that can be folded compactly in his waistcoat pocket. In the sub-treasury at New York, recently, I picked up a handful of gold certificates of the value of three million, six hundred thousand dollars; the bundle could be stowed away in one's hip pocket, but it represented seven tons of gold. Stored in the vaults of the building at the time was a hoard of gold coin of the value of two hundred million dollars. In one vault, no larger than the bedroom of a New York flat, was an aggregate of seventy-eight million dollars in gold. This was stored in little bags in scores of steel boxes, covering the four walls of the vault from floor to ceiling. Every box was sealed, and some of the seals were dated several years back. The first thought, at sight of this gold hoard, is that it is idle money, but it should be recalled that all of it is in circulation by proxy in the form of gold certificates. The pile of silver dollars in the same sub-treasury nearly equals the quantity in circulation throughout the country.—Frank Bryant in Success.

### Needed Curing.

The physicians were holding a consultation beside the cot of the man supposed to have appendicitis concealed about his person.

"I believe," said one of the surgeons, "that we should wait and let him get stronger before cutting into him."

Before the other prospective operators could reply, the patient turned his head and remarked feebly:

"What do you take me for—a cheese?"



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—Optim.

Acidum		Conium Mac.		Scilla Co.	
Aceticum	60 8	Copaiba	1 150 25	Tolutan	2 50
Benzolium, German.	70 75	Cubeba	1 300 1 35	Prunus virg.	2 50
Boracic	27	Erechtithos	1 500 1 60	Tinctures	
Carbolicum	22 27	Erigeron	1 000 1 10	Aconitum Napellis R	60
Citricum	42 44	Gaultheria	2 300 2 40	Aconitum Napellis F	50
Hydrochlor.	30 5	Geranium, ounce	50 2	Aloes	50
Nitrosum	120 14	Gossypii, Sem. gal.	1 800 1 85	Aloes and Myrrh	50
Oxalicum	120 14	Juniper	1 500 2 00	Arnica	50
Phosphoricum, dil.	42 45	Lavendula	900 2 00	Asafoetida	50
Salicylicum	130 15	Limonia	1 150 1 25	Astrope Belladonna	50
Sulphuricum	130 15	Mentha Piper.	3 500 3 75	Aurant Cortex	50
Tannicum	1 100 1 20	Mentha Verid.	5 000 5 50	Benzoin	50
Tartaricum	380 40	Morruhu, gal.	5 000 5 25	Barosma	50
Ammonia		Myrica	4 000 4 50	Cantharides	50
Aqua, 18 deg.	40 8	Olive	750 3 00	Capitulum	50
Aqua, 20 deg.	80 8	Picea Liquida, gal.	100 12	Cardamon	50
Carbonas	130 15	Ricina	50 2 90	Castor	1 00
Chloridum	120 14	Rosmarini	6 500 7 00	Catechu	50
Aniline		Rose, ounce	400 45	Chinchona	50
Black	2 500 2 25	Succini	900 1 00	Cinchona Co.	50
Brown	800 2 50	Sabina	2 750 7 00	Columba	50
Red	2 500 3 00	Santal	800 85	Cubeba	50
Yellow	2 500 3 00	Sassafras	1 500 1 60	Cassia Acutifol	50
Baccae		Sinapis, ess. ounce	400 50	Cassia Acutifol Co.	50
Cubeba	25 24	Thyme	400 50	Digitalis	50
Ju. Ierus.	60 7	Thyme, opt.	1 60	Ergot	50
Xanthoxylum	30 35	Theobromas	150 20	Ferri Chloridum	50
Balsamum		Potassium		Gentian	50
Copaiba	50 55	Bi-Carb.	150 18	Gentian Co.	50
Peru	50 55	Bichromate	180 15	Gulaca ammon.	50
Terabin, Canada	50 55	Bromide	590 55	Hyocyanus	50
Tolutan	45 50	Carb.	120 15	Iodine	75
Cortex		Chlorate, po. 170 19	120 15	Iodine, colorless	75
A. les, Canadian	18	Cyanide	340 35	Kino	50
Cassia	12	Iodide	2 300 2 40	Lobelia	50
Cinchona Flava	12	Potassa, Bitart, pure	280 30	Myrrh	50
Euonymus atropurp.	30	Potass Nitras, opt.	70 10	Nux Vomica	75
Myrica Cerifera, po.	12	Potass Nitras	80 8	Opil.	50
Prunus Virgin.	12	Prussiate	230 25	Opil, compound	50
Quillaja, gr'd.	15	Sulphate po.	150 18	Opil, deodorized	1 50
Sassafras, po. 18	14	Radix		Quassia	50
Ulmus, po. 20, gr'd	30	Aconitum	200 25	Rhatany	50
Extractum		Althae	300 33	Rhel	50
Glycyrrhiza Glabra	240 30	Anchusa	100 12	Sanguinaria	50
Glycyrrhiza, po.	280 30	Arum po.	20 25	Serpentaria	50
Hematox, 15 lb. box	110 12	Calamus	200 40	Skromonium	50
Hematox, 15	130 14	Gentiana	120 15	Tolutan	50
Hematox, 1/4s.	140 15	Glycyrrhiza, pv. 15	160 18	Valerian	50
Hematox, 1/4s.	160 17	Hydrastis Canaden.	2 750 2 80	Veratrum Veride.	50
Ferru		Hellebore, Alba, po.	120 15	Zingiber	20
Carbonate Precip.	15	Inula, po.	180 22	Miscellaneous	
Citrate and Quinia	2 25	Ipecac, po.	2 750 2 80	Aether, Spts. Nit. F	300 35
Citrate Soluble	75	Iris plox, po. 350 38	350 40	Aether, Spts. Nit. F	340 38
Ferrocyanidum Sol.	15	Lapala, pr.	250 30	Alumen	240 3
Solut. Chloride	40	Maranta, 1/4s.	20 35	Alumen, gro'd, po. 7	30 4
Sulphate, com'l.	2	Podophyllum, po.	220 25	Annatto	400 50
Sulphate, com'l, by	80	Rhel	750 1 00	Antimoni, po.	40 5
Sulphate, pure	7	Rhel, cut.	750 1 25	Antipyrin	20 25
Flora		Rhel, pv	750 1 35	Antifebrin	20 25
Arnica	150 18	Spigella	350 38	Argent Nitras, oz.	40 42
Anthemils	220 25	Sanguinaria, po. 15	350 38	Arsenicum	100 12
Matricaria	200 25	Serpentaria	650 70	Balm Gilead	450 50
Folia		Senega	1 300 1 40	Bismuth S. N.	2 200 2 35
Barosma	350 40	Smilax, officinalis H.	40 40	Calcium Chlor., 1s.	20 9
Cassia Acutifol, lin-	200 25	Smilax, M.	25 25	Calcium Chlor., 1/4s.	20 10
nevelly	250 30	Scilla	100 12	Calcium Chlor., 1/4s.	20 12
Cassia, Acutifol, Alx.	250 30	Symplocarpus, Foeti-	100 12	Cantharides, Rus. po.	80 80
Salvia officinalis, 1/4s	120 14	lus, po.	25 25	Capitel Fructus, af.	20 15
Uva Ursi	80 10	Valeriana, Eng. po. 30	25 25	Capitel Fructus, po.	20 15
Gummi		Valeriana, German.	150 20	Capitel Fructus B. po.	120 14
Acacia, 1st poked	55	Zingiber a	140 16	Caryophyllus, po. 15	300 30
Acacia, 2d poked	45	Zingiber j.	190 20	Carmine, No.	50 60
Acacia, 3d poked	45	Semen		Cera Alba	400 42
Acacia, sifted sorts.	45 65	Anisum	130 15	Cocculus	40 40
Acacia, po.	45 65	Apium (graveleons).	40 6	Cassia Fructus	35 35
Aloe, Barb. po. 180 20	120 14	Bird, 1s.	40 6	Centaria	20 10
Aloe, Cape, po. 25	40 30	Carul.	100 11	Cetaceum	40 45
Aloe, Socotri, po. 40	20 30	Cardamon	800 1 00	Chloroform	50 60
Ammoniac	550 60	Coriandrum	80 10	Chloral Hyd Crst.	1 300 1 60
Assafoetida	250 40	Cannabis Sativa	64 7	Chondrus	200 25
Benzoinum	500 55	Cydonium	750 1 00	Cinchonidine, P. & W	300 48
Catechu, 1s.	60 13	Chenopodium	250 30	Cinchonidine, Germ.	300 48
Catechu, 1/4s.	60 14	Dipterix Odorata	00 1 00	Cocaine	4 500 4 75
Catechu, 1/4s.	60 16	Foeniculum	70 9	Corks, list, dis. pr. ct.	75 75
Camphora	640 69	Foenugreek, po.	70 9	Creosotum	20 45
Euphorbium, po. 35	20 30	Lini, gr'd.	4 2	Creta	20 2
Galbanum	2 100	Lini, gr'd.	4 2	Creta, prep.	20 5
Gamboge	250 1 35	Lobelia	1 500 1 55	Creta, precip.	20 11
Gualacum	25 35	Pharlaris Canarian.	6 7	Creta, Rubra	30 40
Kino	25 35	Rapa	5 2	Crocus	300 40
Mastic	20 80	Sinapis Alba	90 10	Cudbear	20 24
Myrrh	20 40	Sinapis Nigra	110 12	Cupri Sulph.	64 8
Opil.	3 300 4 50	Spiritus		Dextrine	70 10
Shellac	350 45	Frument, W. D. Co.	2 000 2 50	Ether Sulph.	700 92
Shellac, bleached	400 45	Frument, D. F. R.	2 000 2 25	Emery, all numbers.	8 8
Tragacanth	700 1 00	Frument	1 250 1 50	Emery, po.	80 8
Herba		Juniperis Co. O. T.	1 650 2 00	Ergota	80 90
Absinthium, oz. pkg	25	Juniperis Co.	1 750 3 50	Flake White	120 15
Eupatorium, oz. pkg	25	Saacharum N. E.	1 900 2 10	Galla	20 23
Lobelia, oz. pkg	25	Spt. Vini Gall.	1 750 6 50	Gambler	80 9
Majorum, oz. pkg	25	Vini Oporto	1 250 2 00	Gelatn, Cooper	80 80
Mentha Pip. oz. pkg	25	Vini Alba	1 250 2 00	Gelatn, French	300 80
Mentha Vir. oz. pkg	25	Sponges		Glassware, flint, box	75 5
Rue, oz. pkg	25	Florida sheeps' wool	2 500 2 75	Less than box	70 70
Tanacetum V oz. pkg	22	Nassau sheeps' wool	2 500 2 75	Glue, brown	110 13
Thymus, V. oz. pkg	25	Velvet extra sheeps' wool, carriage.	2 500 2 75	Glue, white	150 25
Magnesia		Extra yellow sheeps' wool, carriage.	2 500 2 75	Glycerin	170 25
Calcined, Pat.	550 60	Grass sheeps' wool, carriage.	2 500 2 75	Grua Parad.	20 25
Carbonate, Pat.	180 20	Hard, for slate use.	2 500 2 75	Humulus	250 55
Carbonate, K. & M.	180 20	Yellow Reef, for slate use.	2 500 2 75	Hydrarg Chlor Mite	20 100
Carbonate, Jennings	180 20	Syrups		Hydrarg Chlor Cor.	20 110
Oleum		Acacia	2 50	Hydrarg Ox Rub'm	20 120
Absinthium	5 500 5 75	Aurant Cortex	2 50	Hydrarg Ammonlati	500 60
Amygdala, Dulc.	500 60	Zingiber	2 50	Hydrarg Unguentum	500 60
Amygdala, Amara.	8 000 8 25	Ipecac	2 50	Hydrargyrum	500 60
Anisi	1 600 1 65	Ferri Iod.	2 50	Ichthyobolia, Am.	700 1 00
Aurant Cortex	2 100 2 20	Rhel Arom.	2 50	Indigo	3 400 3 60
Bergamit	2 850 3 25	Smilax Officinalis	500 60	Iodine, Resubl.	3 400 3 60
Cajiputi	800 85	Senega	2 50	Iodoform	3 600 3 85
Caryophyll.	800 85	Scilla	2 50	Lupulin	2 50
Cedar	800 85	Syrups		Lycopodium	650 70
Chenopadi	2 80	Acacia	2 50	Macle	650 75
Cinnamon	1 000 1 10	Aurant Cortex	2 50	Liquor Arsen et Hy	20 25
Citronella	350 48	Zingiber	2 50	Liquor Potass Arsenit	100 12

Menthol	7 500 8 00	Seidlitz Mixture	200 22	Linseed, pure raw	45 45
Morphia, S. P. & W.	2 350 2 50	Sinapis	2 18	Linseed, boiled	45 45
Morphia, S. N. Y. Q.	2 350 2 50	Sinapis, opt.	2 30	Neatsfoot, winter str	50 55
Morphia, Mal.	2 350 2 50	Snuff, Maccaboy, De	2 41	Spirits Turpentine	50 55
Moschus Canton	2 40	Voe	2 41	Paints	
Myristica, No. 1	350 40	Snuff, Scotch, De Vo's	2 41	Red Venetian	1 1/2 2 1/2
Nux Vomica, po. 15	2 10	Soda, Boras	2 11	Ochre, yellow Mars	1 1/2 2 1/2
Os Sepia	350 37	Soda, Boras, po.	2 11	Ochre, yellow Ber	1 1/2 2 1/2
Pepsin Saac, H. & P.	2 100	Soda et Potass Tart.	2 30	Puffy, commercial	2 1/2 2 1/2
Pil Hydrarg.	2 100	Soda, Carb.	2 30	Puffy, strictly pure	2 1/2 2 1/2
Picis Liq. N. N. 1/4 gal.	2 200	Soda, Bi-Carb.	2 30	Vermillion, Prime	2 1/2 2 1/2
Picis Liq. quart.	2 200	Soda, Ash	2 30	American	130 15
Pil Hydrarg.	2 200	Soda, Sulphas	2 30	Vermillion, English	700 75
Pil Hydrarg.	2 200	Spts. Cologne	2 20	Green, Paris	14 12
Piper Nigra, po. 22	2 30	Spts. Ether Co.	2 20	Green, Peninsular	130 16
Piper Alba, po. 35	2 30	Spts. Myrica Dom.	2 20	Lead, red	8 1/2 7
Pil Burgun	2 7	Spts. Vini Rect. bbl.	2 20	Lead, white	8 1/2 7
Plumbi Acet.	100 12	Spts. Vini Rect. 10 gal	2 20	Whiting, white Span	2 90
Pulvis Ipecac et Opil	1 300 1 50	Spts. Vini Rect. 5 gal	2 20	Whiting, gliders	2 90
Pyrethrum, boxes H.	2 20	Strychnia, Crystal	2 15	White, Paris, Amer	1 25
& P. D. Co., doz.	2 20	Sulphur, Subl.	2 15	Whiting, Paris, Eng.	2 148
Quassia	250 30	Sulphur, Roll	2 15	Universal Prepared	1 100 1 25
Quinia, S. P. & W.	260 36	Tamarind	2 10	Varnishes	
Quinia, S. German	260 36	Terebenth Venice	2 10	No. 1 Turp Coach	1 100 1 25
Quinia, N. Y.	260 36	Theobroma	2 10	Extra Turp	1 800 1 75
Rubia Tinctorum	120 14	Vanilla	9 000 16 00	Coach Body	2 700 3 00
Saccharum Lactis pv	200 22	Zinc Sulph.	70 8	No. 1 Turp Furn.	1 000 1 10
Salacin	4 500 4 75	Oils		Extra Turp Damar	1 500 1 60
Sanguis Draconis	400 50	Whale, winter	BBL GAL.	Jap. Dryer, No. 1 Turp	700
Sapo, W.	120 14	Lard, extra	70 70		
Sapo M.	100 12	Lard, No. 1	50 65		
Sapo G.	2 15				

## 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	
Flake Hominy		Empire Pearl Barley	
Rolled Oats		Cheese	
Sal Soda			

Index to Markets		1	2
By Columns			
A		AXLE GREASE	
Axle Grease		BATH BRICK	
B		BROOMS	
C		BRUSHES	
D		CANDLES	
E		CANNED GOODS	
F		CARBON OILS	
G		CHEESE	
H		CHOCOLATE	
I		CLOTHING LINES	
J		COFFEE	
K		COCONUT	
L		COCONUT SHELLS	
M		COFFEE	
N		COFFEE	
O		COFFEE	
P		COFFEE	
Q		COFFEE	
R		COFFEE	
S		COFFEE	
T		COFFEE	
U		COFFEE	
V		COFFEE	
W		COFFEE	
X		COFFEE	
Y		COFFEE	

3

80 ft.	75	Marshmallow Creams	18
72 ft.	90	Marshmallow Walnuts	18
60 ft.	105	Mary Ann	8
50 ft.	120	Mixed Plonic	11 1/2
40 ft.	135	Milk Biscuit	7 1/2
30 ft.	150	Molasses Cake	8
20 ft.	165	Molasses Bar	9
10 ft.	180	Moss Jelly Bar	12 1/2
5 ft.	195	Newton	12
2 1/2 ft.	210	Oatmeal Crackers	8
1 1/2 ft.	225	Oatmeal Wafers	12
3/4 ft.	240	Orange Crisp	9
1/2 ft.	255	Orange Gem	8
1/4 ft.	270	Penny Cake	8
1/8 ft.	285	Pilot Bread, XXX	7 1/2
1/16 ft.	300	Pretzels, hand made	8
1/32 ft.	315	Pretzels, hand made	8
1/64 ft.	330	Scotch Cookies	10
1/128 ft.	345	Sears' Lunch	7 1/2
1/256 ft.	360	Sugar Cake	8
1/512 ft.	375	Sugar Biscuit Square	8
1/1024 ft.	390	Sultanas	13
1/2048 ft.	405	Tutti Frutti	13
1/4096 ft.	420	Vanilla Wafers	18
1/8192 ft.	435	Vienna Crimp	8
1/16384 ft.	450	Wheat	7 1/2
1/32768 ft.	465	Wheat	7 1/2
1/65536 ft.	480	Wheat	7 1/2
1/131072 ft.	495	Wheat	7 1/2
1/262144 ft.	510	Wheat	7 1/2
1/524288 ft.	525	Wheat	7 1/2
1/1048576 ft.	540	Wheat	7 1/2
1/2097152 ft.	555	Wheat	7 1/2
1/4194304 ft.	570	Wheat	7 1/2
1/8388608 ft.	585	Wheat	7 1/2
1/16777216 ft.	600	Wheat	7 1/2
1/33554432 ft.	615	Wheat	7 1/2
1/67108864 ft.	630	Wheat	7 1/2
1/134217728 ft.	645	Wheat	7 1/2
1/268435456 ft.	660	Wheat	7 1/2
1/536870912 ft.	675	Wheat	7 1/2
1/1073741824 ft.	690	Wheat	7 1/2
1/2147483648 ft.	705	Wheat	7 1/2
1/4294967296 ft.	720	Wheat	7 1/2
1/8589934592 ft.	735	Wheat	7 1/2
1/17179869184 ft.	750	Wheat	7 1/2
1/34359738368 ft.	765	Wheat	7 1/2
1/68719476736 ft.	780	Wheat	7 1/2
1/137438953472 ft.	795	Wheat	7 1/2
1/274877906944 ft.	810	Wheat	7 1/2
1/549755813888 ft.	825	Wheat	7 1/2
1/1099511627776 ft.	840	Wheat	7 1/2
1/2199023255552 ft.	855	Wheat	7 1/2
1/4398046511104 ft.	870	Wheat	7 1/2
1/8796093022208 ft.	885	Wheat	7 1/2
1/17592186044416 ft.	900	Wheat	7 1/2
1/35184372088832 ft.	915	Wheat	7 1/2
1/70368744177664 ft.	930	Wheat	7 1/2
1/140737488355328 ft.	945	Wheat	7 1/2
1/281474976710656 ft.	960	Wheat	7 1/2
1/562949953421312 ft.	975	Wheat	7 1/2
1/1125899906842624 ft.	990	Wheat	7 1/2
1/2251799813685248 ft.	1005	Wheat	7 1/2
1/4503599627370496 ft.	1020	Wheat	7 1/2
1/9007199254740992 ft.	1035	Wheat	7 1/2
1/18014398509481984 ft.	1050	Wheat	7 1/2
1/36028797018963968 ft.	1065	Wheat	7 1/2
1/72057594037927936 ft.	1080	Wheat	7 1/2
1/144115188075855872 ft.	1095	Wheat	7 1/2
1/288230376151711744 ft.	1110	Wheat	7 1/2
1/576460752303423488 ft.	1125	Wheat	7 1/2
1/1152921504606846976 ft.	1140	Wheat	7 1/2
1/2305843009213693952 ft.	1155	Wheat	7 1/2
1/4611686018427387904 ft.	1170	Wheat	7 1/2
1/9223372036854775808 ft.	1185	Wheat	7 1/2
1/18446744073709551616 ft.	1200	Wheat	7 1/2
1/36893488147419103232 ft.	1215	Wheat	7 1/2
1/73786976294838206464 ft.	1230	Wheat	7 1/2
1/147573952589676412928 ft.	1245	Wheat	7 1/2
1/295147905179352825856 ft.	1260	Wheat	7 1/2
1/590295810358705651712 ft.	1275	Wheat	7 1/2
1/1180591620717411303424 ft.	1290	Wheat	7 1/2
1/2361183241434822606848 ft.	1305	Wheat	7 1/2
1/4722366482869645213696 ft.	1320	Wheat	7 1/2
1/9444732965739290427392 ft.	1335	Wheat	7 1/2
1/18889465931478580854784 ft.	1350	Wheat	7 1/2
1/37778931862957161709568 ft.	1365	Wheat	7 1/2
1/75557863725914323419136 ft.	1380	Wheat	7 1/2
1/151115727451828675187103260672 ft.	1395	Wheat	7 1/2
1/302231454903657293676544 ft.	1410	Wheat	7 1/2
1/6044629098073145873530999658500896 ft.	1425	Wheat	7 1/2
1/12089258196146291747061999317011904 ft.	1440	Wheat	7 1/2
1/24178516392292583494123998634023808 ft.	1455	Wheat	7 1/2
1/48357032784585166988247997268047616 ft.	1470	Wheat	7 1/2
1/96714065569170333976495994536095232 ft.	1485	Wheat	7 1/2
1/1934281311383406679529899317011904 ft.	1500	Wheat	7 1/2
1/3868562622766813359059798634023808 ft.	1515	Wheat	7 1/2
1/7737125245533626718119597268047616 ft.	1530	Wheat	7 1/2
1/154742504903657293676544 ft.	1545	Wheat	7 1/2
1/3094850098073145873530999658500896 ft.	1560	Wheat	7 1/2
1/6189700196146291747061999317011904 ft.	1575	Wheat	7 1/2
1/12379400392292583494123998634023808 ft.	1590	Wheat	7 1/2
1/24758800784585166988247997268047616 ft.	1605	Wheat	7 1/2
1/49517601569170333976495994536095232 ft.	1620	Wheat	7 1/2
1/990352031383406679529899317011904 ft.	1635	Wheat	7 1/2
1/1980704062766813359059798634023808 ft.	1650	Wheat	7 1/2
1/3961408125533626718119597268047616 ft.	1665	Wheat	7 1/2
1/792281625106725343676544 ft.	1680	Wheat	7 1/2
1/15845632502134506872478103260672 ft.	1695	Wheat	7 1/2
1/31691265004269013744956211512504 ft.	1710	Wheat	7 1/2
1/63382530008538027489912423025008 ft.	1725	Wheat	7 1/2
1/126765060017076054979824846050016 ft.	1740	Wheat	7 1/2
1/253530120034152109959649692100032 ft.	1755	Wheat	7 1/2
1/507060240068304219919398884200064 ft.	1770	Wheat	7 1/2
1/1014120480136608439837977768400128 ft.	1785	Wheat	7 1/2
1/2028240960273216879675955536800256 ft.	1800	Wheat	7 1/2
1/4056481920546433759351911073600512 ft.	1815	Wheat	7 1/2
1/8112963841092867518703822147201024 ft.	1830	Wheat	7 1/2
1/1622592768218573503740764429442048 ft.	1845	Wheat	7 1/2
1/3245185536437147007481528858884096 ft.	1860	Wheat	7 1/2
1/6490371072874294014963057717768192 ft.	1875	Wheat	7 1/2
1/12980742157545788299826114435566384 ft.	1890	Wheat	7 1/2
1/25961484315091576599652228871132768 ft.	1905	Wheat	7 1/2
1/51922968630183153199304457742265536 ft.	1920	Wheat	7 1/2
1/10384593726036630639860891548453072 ft.	1935	Wheat	7 1/2
1/20769187452073261279721783096906144 ft.	1950	Wheat	7 1/2
1/41538374904146522559443566193812288 ft.	1965	Wheat	7 1/2
1/83076749808293045118887132387624576 ft.	1980	Wheat	7 1/2
1/16615349961658609023777426477524912 ft.	1995	Wheat	7 1/2
1/33230699923317218047554852955049824 ft.	2010	Wheat	7 1/2
1/66461399846634436095109705910099648 ft.	2025	Wheat	7 1/2
1/132922799693268872190219411820199296 ft.	2040	Wheat	7 1/2
1/265845599386537744380438823640398592 ft.	2055	Wheat	7 1/2
1/531691198773075488760877647280797184 ft.	2070	Wheat	7 1/2
1/1063382397546150977521755294561594368 ft.	2085	Wheat	7 1/2
1/2126764795092301955043510589123188736 ft.	2100	Wheat	7 1/2
1/4253529590184603910087021178246377472 ft.	2115	Wheat	7 1/2
1/8507059180369207820174042356492754944 ft.	2130	Wheat	7 1/2
1/17014118360738415640348084712985509888 ft.	2145	Wheat	7 1/2
1/34028236721476831280696169425971019776 ft.	2160	Wheat	7 1/2
1/68056473442953662561392338851942039552 ft.	2175	Wheat	7 1/2
1/136112946885907325122784677703884079104 ft.	2190	Wheat	7 1/2
1/272225893771814650245569355407768158208 ft.	2205	Wheat	7 1/2
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1/2177807150174517201964554843261345265664 ft.	2250	Wheat	7 1/2
1/4355614300349034403929109686522690531328 ft.	2265	Wheat	7 1/2
1/8711228600698068807858219373045381062656 ft.	2280	Wheat	7 1/2
1/17422457201396137615716438746090762125312 ft.	2295	Wheat	7 1/2
1/34844914402792275231432877492181524250624 ft.	2310	Wheat	7 1/2
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1/557518630444676403702926039874904388009984 ft.	2370	Wheat	7 1/2
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1/2230074521778705614811704159499617552039936 ft.	2400	Wheat	7 1/2
1/4460149043557411229623408318999235104079872 ft.	2415	Wheat	7 1/2
1/8920298087114822459246816637998470208159648 ft.	2430	Wheat	7 1/2
1/17840596174229644918493633275996940416319296 ft.	2445	Wheat	7 1/2
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1/71362384696918579673974533103987761665277184 ft.	2475	Wheat	7 1/2
1/142724769393837159347949066207975523330554368 ft.	2490	Wheat	7 1/2
1/285449538787674318695898132415951046661108736 ft.	2505	Wheat	7 1/2
1/570899077575348637391796264831902093322217472 ft.	2520	Wheat	7 1/2
1/11417981551506972747835925296638041866444288 ft.	2535	Wheat	7 1/2
1/22835963103013945495671850593276083732888576 ft.	2550	Wheat	7 1/2
1/45671926206027890991343701186552167465777152 ft.	2565	Wheat	7 1/2
1/91343852412055781982687402373104334931554304 ft.	2580	Wheat	7 1/2
1/18268770482411156396537480474620866986308800 ft.	2595	Wheat	7 1/2
1/36537540964822312793074960949241733972617600 ft.	2610	Wheat	7 1/2
1/73075081929644625586149921898483467945235200 ft.	2625	Wheat	7 1/2
1/146150163859289251172299843796966935890470400 ft.	2640	Wheat	7 1/2
1/292300327718578502344599687593933871780940800 ft.	2655	Wheat	7 1/2
1/584600655437157004689199375187867743561881600 ft.	2670	Wheat	7 1/2
1/1169201310874314009378398750375735487123763200 ft.	2685	Wheat	7 1/2
1/2338402621748628018756797500751470974247526400 ft.	2700	Wheat	7 1/2
1/4676805243497256037513595001502941948495052800 ft.	2715	Wheat	7 1/2
1/9353610486994512075027190003005883896990105600 ft.	2730	Wheat	7 1/2
1/18707220973989024150054380006011767793980211200 ft.	2745	Wheat	7 1/2
1/37414441947978048300108760012023535587960422400 ft.	2760	Wheat	7 1/2
1/74828883895956096600217520024047071175920844800 ft.	2775	Wheat	7 1/2
1/149657767791912193200435040048094142351841689600 ft.	2790	Wheat	7 1/2
1/299315535583824386400870080096188284703683379200 ft.	2805	Wheat	7 1/2
1/598631071167648772801740160192376569407366758400 ft.	2820	Wheat	7 1/2
1/1197262142335297545603480320384753138814733516800 ft.	2835	Wheat	7 1/2
1/2394524284670595091206960640769506277629467033600 ft.	2850	Wheat	7 1/2
1/4789048569341190182413921281539012555258934067200 ft.	2865	Wheat	7 1/2
1/9578097138682380364827842563078025110517868134400 ft.	2880	Wheat	7 1/2
1/19156194277364760729655685126156050221035736268800 ft.	2895	Wheat	7 1/2
1/38312388554729521459311370252312100442071472537600 ft.	2910	Wheat	7 1/2
1/76624777109459042918622740504624200884142945075200 ft.	2925	Wheat	7 1/2
1/153249554218918085837245481009248401768285890150400 ft.	2940	Wheat	7 1/2
1/30649910843783617167449096201849680353657178030080 ft.	2955	Wheat	7 1/2
1/61299821687567234334898192403699360707314356060160 ft.	2970	Wheat	7 1/2



6	7	8	9	10	11
<b>METAL POLISH</b> Search Brand Paste, 3 oz. box, per doz. 75 Paste, 6 oz. box, per doz. 1.25 Liquid, 4 oz. bottle, per doz. 1.00 Liquid, 1/2 pt. can, per doz. 1.60 Liquid, 1 pt. can, per doz. 2.80 Liquid, 1 gal. can, per doz. 8.50 Liquid, 1 gal. can, per doz. 14.00 <b>OLIVES</b> Bulk, 1 gal. kegs. 1.00 Bulk, 3 gal. kegs. .85 Bulk, 5 gal. kegs. .85 Manzanilla, 7 oz. .80 Queen, 19 oz. 2.35 Queen, 28 oz. 4.50 Stuffed, 8 oz. 7.00 Stuffed, 5 oz. .90 Stuffed, 8 oz. 1.45 Stuffed, 10 oz. 2.49 <b>PIPES</b> Clay, No. 216. 1.70 Clay, T. D., full count. .60 Cob, No. 7. .75 <b>PICKLES</b> Medium Barrels, 1,200 count. 7.50 Half bbls, 600 count. 4.25 small Barrels, 2,400 count. 9.00 Half bbls, 1,200 count. 5.00 <b>PLAYING CARDS</b> No. 90, Steamboat. 90 No. 15, Rival, assorted. 1.20 No. 20, Rover, enameled. 1.60 No. 572, Special. 1.75 No. 98, Golf, satin finish. 2.00 No. 808, Bicycle. 2.00 No. 632, Tournament. 2.25 <b>POTASH</b> 48 cans in case. 4.00 Babbitt's. 3.00 Penna Salt Co.'s. 3.00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess. @ 17.75 Back, fat. @ 18.50 Clear back. @ 18.50 Short cut. @ 17.10 Pig. @ 17.00 Bean. @ 15.75 Family Mess Loin. 19.50 Clear. @ 18.00 <b>Dry Salt Meats</b> Bellies. 11 S X P Bellies. 11.4 Extra shorts. 10.3 <b>Smoked Meats</b> Hams, 12 lb. average. @ 13 Hams, 14 lb. average. @ 13 Hams, 16 lb. average. @ 13 Hams, 20 lb. average. @ 13 Ham cured beef. @ 12 Shoulders (N. Y. cut). @ 12 Bacon, clear. 12 California hams. 9 Botted Hams. 18 Picnic Botted Hams. @ 14.5 Berlin Ham pr's'd. 9.4 Mince Ham. @ 9.5 <b>Lard</b> Compound. @ 7.5 Pure. @ 7.5 60 lb. Tubs. advance. 7.5 80 lb. Tubs. advance. 7.5 50 lb. Tubs. advance. 7.5 20 lb. Pails. advance. 7.5 10 lb. Pails. advance. 7.5 5 lb. Pails. advance. 7.5 1 lb. Pails. advance. 7.5 <b>Sausages</b> Bologna. @ 5.4 Liver. @ 5.4 Frankfurt. @ 5.4 Pork. 8 @ 10 Veal. 7.4 Tongue. 7.4 Headcheese. 5.4 <b>Beef</b> Extra Mess. @ 11.00 Boneless. @ 11.00 Rump, New. @ 11.00 <b>Pigs Feet</b> 1/2 bbls. 1.80 1/4 bbls. 3.80 1 bbl. 7.75 <b>Tripe</b> Kits, 15 lbs. 70 1/2 bbls. 40 lbs. 1.25 1/4 bbls. 20 lbs. 2.80 <b>Casings</b> Pork. 28 Beef rounds. 5 Beef middles. 5 Sheep. 65 <b>Uncolored Butterine</b> Solid, dairy. @ 11 Halls, dairy. 11.4 Solid, purity. 14.4 Solid, purity. 14 <b>Canned Meats</b> Corned beef, 2 lb. 2.30 Corned beef, 14 lb. 17.50 Roast beef, 2 lb. 2.40 Potted ham, 1/2. 45 Potted ham, 1/4. 45 Deviled ham, 1/2. 45 Deviled ham, 1/4. 45 Potted tongue, 1/2. 45 Potted tongue, 1/4. 45 <b>RICE</b> Domestic Carolina head. 7 Carolina No. 1. 8.4 Carolina No. 2. 8 Broken. 3.4 Imported Japan, No. 1. 5.4 Japan, No. 2. 5 Java, fancy head. 2 Java, No. 1. 2.54 Table. 2	<b>SALAD DRESSING</b> Durkee's, large, 1 doz. 4.50 Durkee's, small, 2 doz. 5.25 Snider's, large, 1 doz. 2.35 Snider's, small, 2 doz. 1.35 <b>SALERATUS</b> Packed 60 lbs. in box. Church's Arm and Hammer. 3.15 Deland's. 3.00 Dwight's Cow. 3.15 Emblem. 2.10 L. P. 3.00 Wyandotte, 100 lbs. 3.00 <b>SALT SODA</b> Granulated, bbls. 85 Granulated, 100 lb. cases. 85 Lump, bbls. 80 Lump, 145 lb. kegs. 85 <b>SALT</b> Diamond Crystal Table, cases, 24 3 lb. boxes. 1.40 Table, barrels, 100 3 lb. bags. 3.00 Table, barrels, 50 6 lb. bags. 3.00 Table, barrels, 40 7 lb. bags. 2.75 Butter, barrels, 20 14 lb. bags. 2.85 Butter, sacks, 25 lbs. 27 Butter, sacks, 56 lbs. 27 Shaker, 24 2 lb. boxes. 1.50 <b>Common Grades</b> 100 3 lb. sacks. 1.90 60 5 lb. sacks. 1.80 28 10 lb. sacks. 1.70 56 lb. sacks. 30 28 lb. sacks. 15 <b>Warsaw</b> 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 <b>Solar Rock</b> 56 lb. sacks. 28 <b>Common</b> Granulated Fine. 75 Medium Fine. 80 <b>SALT FISH</b> Cod Large whole. @ 5.4 Small whole. @ 5.4 Strips or bricks. 7 Pollock. @ 8.4 <b>Halibut.</b> Strips. 13 Chunks. 14 <b>Herring</b> Holland white hoops, bbl. 10.50 Holland white hoops, bbl. 5.50 Holland white hoop, keg. 2.75 Holland white hoop, keg. 2.75 Norwegian. 3.80 Round 100 lbs. 3.80 Round 50 lbs. 2.10 Scaled. 1.45 Planter. 1.45 <b>Trout</b> No. 1 100 lbs. 5.50 No. 1 40 lbs. 2.50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 <b>Mackerel</b> Mess 100 lbs. 16.50 Mess 50 lbs. 8.75 Mess 10 lbs. 1.80 Mess 8 lbs. 1.47 No. 1 100 lbs. 15.00 No. 1 50 lbs. 8.00 No. 1 10 lbs. 1.65 No. 1 8 lbs. 1.35 <b>Whitefish</b> No. 1 No. 2 Fam. 100 lbs. 7.75 50 lbs. 3.85 10 lbs. 82 8 lbs. 77 <b>SEEDS</b> Anise. 15.1 Canary, Smyrna. 5.4 Caraway. 8.4 Cardamon, Malabar. 1.00 Hemp, Russian. 10 Celery. 10 Mixed Bird. 4.4 Mustard, white. 8 Poppy. 6 Rape. 4.4 Cuttle Bone. 25 <b>SHOE BLACKING</b> Handy Box, large. 2.50 Handy Box, small. 1.25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 <b>SOAP</b> Johnson Soap Co. brands— Silver King. 3.65 Calumet Family. 2.75 Scotch Family. 2.85 Cuba. 2.85 Jas. S. Kirk & Co. brands— American Family. 4.05 Dusky Diamond 50-8 oz. 2.40 Dusky Diamond 100-6 oz. 3.70 Jap Rose. 3.80 Savon Imperial. 3.10 White Russian. 3.10 Dome, oval bars. 3.10 Satinet, oval. 2.15 White Cloud. 4.00 Lautz Bros. & Co.'s brands— Big Acme. 4.00 Big Master. 4.00 Snow Boy P'wdr, 100-pkgs. 4.00 Marselles. 4.00 Acme, 100-lb bars. 3.70 (5 box lots, 1 free with 5) Acme, 100-lb bars single box lots. 3.20 Proctor & Gamble brands— Lenox. 3.10 Ivory, 6 oz. 4.00 Ivory, 10 oz. 6.75 Schultz & Co. brand— Star. 3.25 A. B. Wrisley brands— Good Cheer. 4.00 Old Country. 4.49	<b>Scouring</b> Enoch Morgan's Sons. Sapollo, gross lots. 9.00 Sapollo, half gross lots. 4.10 Sapollo, single boxes. 2.25 Sapollo, hand. 2.25 <b>SODA</b> Boxes, gross lots. 5.4 Kegs, English. 4.4 <b>SNUFF</b> Scotch, in bladders. 37 Macaboy, in jars. 35 French Rappee, in jars. 43 <b>SPICES</b> <b>Whole Spices</b> Allspice. 12 Cassia, China in mats. 12 Cassia, Batavia, in bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna. 17 Cloves, Zanzibar. 55 Mace. 55 Nutmegs, 75-80. 50 Nutmegs, 100-10. 40 Nutmegs, 115-20. 35 Pepper, Singapore, black. 15 Pepper, Singapore, white. 28 Pepper, shot. 13 <b>Pure Ground in Bulk</b> Allspice. 16 Cassia, Batavia. 28 Cassia, Saigon. 48 Cloves, Zanzibar. 17 Ginger, African. 18 Ginger, Ceylon. 18 Ginger, Jamaica. 25 Mace. 55 Mustard. 18 Pepper, Singapore, black. 17 Pepper, Singapore, white. 25 Pepper, Cayenne. 29 <b>STARCH</b> <b>Common Gloss</b> 1-lb. packages. 5 3-lb. packages. 4.4 5-lb. packages. 5.4 40 and 50-lb. boxes. 3.4 Barrels. 5.4 <b>Common Corn</b> 20 1-lb. packages. 6 40 1-lb. packages. 4.4 <b>SYRUPS</b> Corn Barrels. 22 Half bbl. 24 10 lb. cans, 1/2 doz. in case. 1.60 5 lb. cans, 1 doz. in case. 1.80 2 1/2 lb. cans, 2 doz. in case. 1.80 <b>Pure Cane</b> Fair. 18 Good. 20 Choice. 25 <b>SUGAR</b> Domino. 7.25 Cut Leaf. 5.65 Crushed. 5.65 Cubes. 5.30 Powdered. 5.10 Coarse Powdered. 5.10 XXXX Powdered. 5.20 Fine Granulated. 5.05 2 lb. bags Fine Gran. 5.20 5 lb. bags Fine Gran. 5.20 Mould A. 5.30 Diamond A. 5.05 Confectioner's A. 4.95 No. 1, Columbia A. 4.85 No. 2, Ridgewood A. 4.85 No. 3, Phoenix A. 4.85 No. 5, Empire A. 4.75 No. 6. 4.75 No. 7. 4.65 No. 8. 4.60 No. 9. 4.55 No. 10. 4.50 No. 11. 4.40 No. 12. 4.35 No. 13. 4.30 No. 14. 4.30 No. 15. 4.30 No. 16. 4.25 <b>TEA</b> <b>Japan</b> Sundried, medium. 24 Sundried, choice. 30 Regular, medium. 24 Regular, choice. 30 Regular, fancy. 30 Basket-fired, medium. 31 Basket-fired, choice. 31 Basket-fired, fancy. 43 Nibs. 22.24 Siftings. 22.11 Fannings. 12.14 <b>Gunpowder</b> Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pingsuey, medium. 30 Pingsuey, choice. 30 Pingsuey, fancy. 40 <b>Young Hyson</b> Choice. 30 Fancy. 38 <b>Oolong</b> Formosa, fancy. 42 Amoy, medium. 25 Amoy, choice. 32 <b>English Breakfast</b> Medium. 20 Choice. 20 Fancy. 40 <b>India</b> Ceylon, choice. 32 Fancy. 42 <b>TOBACCO</b> Cigars H. & P. Dorr Co.'s brands. Fortune Teller. 95.08 Our Manager. 95.08 Quintette. 95.08	<b>Fine Cut</b> adillac. 54 Sweet Loma. 53 Hiawatha, 5 lb. pails. 54 Hiawatha, 10 lb. pails. 54 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38 <b>Plug</b> Red Cross. 32 Kyo. 34 Hiawatha. 41 Battle Axe. 33 American Eagle. 32 Standard Navy. 36 Spear Head, 16 oz. 41 Bobby Twist. 48 Jolly Tar. 36 Old Honesty. 42 Toddy. 33 J. T. 36 Piper Heidsieck. 61 Boot Jack. 78 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 30 Forge. 30 Nickel Twist. 50 <b>Smoking</b> Sweet Core. 34 Flat Car. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 I X L, 5 lb. 26 I X L, 16 oz. pails. 30 Honey Dew. 35 Gold Block. 35 Flagman. 38 Chips. 32 Kiln Dried. 31 Duke's Mixture. 38 Duke's Cameo. 41 Myrtle Navy. 37 Gum Yum, 1 1/2 oz. 38 Yum Yum, 1 lb. pails. 37 Cream. 37 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 Cant Hook. 30 Country Club. 32.34 Forex-XXX. 28 Good Indian. 23 Self Binder. 20.22 Silver Foam. 34 <b>TWINE</b> Cotton, 3 ply. 18 Cotton, 4 ply. 18 Jute, 2 ply. 12 Hemp, 6 ply. 12 Flat medium. 12 Wool, 1 lb. balls. 6.64 <b>VINEGAR</b> Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 <b>WASHING POWDER</b> Diamond Flake. 2.75 Gold Brick. 3.25 Gold Dust, regular. 4.50 Gold Dust, 5c. 4.00 Kirkline, 24 1/2 lb. 3.90 Pearlina. 2.75 Soapine. 2.10 Babbitt's 1775. 3.75 Roseline. 3.50 Armour's. 3.70 Nine O'clock. 3.35 Wislone. 3.40 Seourine. 3.35 Rub-No-More. 3.75 <b>WICKING</b> No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55 <b>WOODENWARE</b> Bushels. 1.10 Bushels, wide band. 1.25 Market. 35 Splint, large. 6.00 Splint, medium. 5.00 Splint, small. 4.00 Willow Clothes, large. 6.00 Willow Clothes, medium. 5.50 Willow Clothes, small. 5.00 <b>Bradley Butter Boxes</b> 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 <b>Churns</b> Barrel, 5 gals. each. 2.40 Barrel, 10 gals. each. 2.55 Barrel, 15 gals. each. 2.70 <b>Clothes Pins</b> Round head, 5 gross box. 50 Round head, 2 gross box. 75 <b>Egg Crates</b> Humpty Dumpty. 2.25 No. 1, complete. 29 No. 2, complete. 18 <b>Faucets</b> Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 85	<b>Mop Sticks</b> Trojan spring. 90 Eclipse patent spring. 85 No. 1 common brush holder. 75 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1.25 Ideal No. 7. 90 <b>Pails</b> 2-hoop Standard. 1.50 3-hoop Standard. 1.65 2-wire, Cable. 1.60 3-wire, Cable. 1.80 Cedar, all red, brass bound. 1.25 Paper, Eureka. 2.25 Fibre. 2.40 <b>Toothpicks</b> Hardwood. 2.50 Softwood. 2.75 Banquet. 1.80 Ideal. 1.50 <b>Traps</b> Mouse, wood, 2 holes. 72 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 <b>Tubs</b> 20-inch, Standard, No. 1. 7.00 18-inch, Standard, No. 2. 6.00 16-inch, Standard, No. 3. 5.00 20-inch, Cable, No. 1. 7.50 18-inch, Cable, No. 2. 6.50 16-inch, Cable, No. 3. 5.50 No. 1 Fibre. 9.45 No. 2 Fibre. 7.95 No. 3 Fibre. 7.20 <b>Wash Boards</b> Bronze Globe. 2.50 Dewey. 1.75 Double Acme. 2.75 Single Acme. 2.25 Double Peerless. 3.25 Single Peerless. 2.50 Northern Queen. 2.50 Double Duplex. 3.00 Good Luck. 2.75 Universal. 2.25 <b>Window Cleaners</b> 12 in. 1.65 14 in. 1.85 16 in. 2.30 <b>Wood Bowls</b> 11 in. Butter. 75 13 in. Butter. 1.10 15 in. Butter. 1.75 17 in. Butter. 2.75 19 in. Butter. 4.25 Assorted 13-15-17. 1.75 Assorted 15-17-19. 3.00 <b>WRAPPING PAPER</b> Common Straw. 1.4 Fiber Manila, white. 3.4 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 Butcher's Manila. 2.4 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15 <b>YEAST CAKE</b> Magic, 3 doz. 1.00 Sunlight, 3 doz. 1.00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1.00 Yeast Foam, 3 doz. 1.00 Yeast Foam, 1 1/2 doz. 50 <b>FRESH FISH</b> White fish. 10 @ 11 Trout. 10 @ 11 Black Bass. 11 @ 12 Halibut. 12 @ 14 Cliscos or Herring. 12 @ 15 Bluefish. 11 @ 12 Live Lobster. 25 Billed Lobster. 27 Cod. 10 Haddock. 8 @ 8.4 Pike. 7 Perch. 7 Smoked White. 12.4 Red Snapper. 2 Cold River Salmon. 15 @ 16 Mackerel. 19 @ 20 <b>OYSTERS</b> Cans per can 50 Extra Selects. 12 Selects. 10 Perfection Standards. 10 Anchors. 10 Standards. 10 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1. 7 Green No. 2. 6 Cured No. 1. 9 Cured No. 2. 8 Calfskins, green No. 1. 10 Calfskins, green No. 2. 8.4 Calfskins, cured No. 1. 11 Calfskins, cured No. 2. 9.4 Steer hides 60 lbs. or over. 8.4 Cow hides 60 lbs. or over. 8.4 <b>Pelts</b> Old Wool. 25 @ 50 Lamb. 100 @ 30 Shearings. 100 @ 30 <b>Tallow</b> No. 1 cake. 5 No. 2. 4	<b>Wool</b> Washed, fine. 2.20 Washed, medium. 2.23 Unwashed, fine. 1.15 Unwashed, medium. 1.18 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard. bbls. pails 2 @ 7 Standard H. H. 2 @ 7 Standard Twist. 2 @ 8 Cut Leaf. 2 @ 9 Jumbo, 32 lb. 7.4 Extra H. H. 10.4 Boston Cream. 10 Host Rm. 2 <b>Mixed Candy</b> Grocers. 2 @ 6 Competition. 2 @ 7 Special. 2 @ 7.4 Conserves. 2 @ 7.4 Royal. 2 @ 9 Ribbon. 2 @ 9 Broken. 2 @ 8 Cut Leaf. 2 @ 8.4 English Rock. 2 @ 9 Kindergarten. 2 @ 9 Bon Ton Cream. 2 @ 8.4 French Cream. 2 @ 9 Dandy Pan. 2 @ 9 Hand Made Cream. 2 @ 11.4 mixed. 11.4 Premo/Cream mix. 12.4 <b>Fancy-In Pails</b> O F Horehound Drop. 10 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. 12.12 Lozenges, plain. 2 @ 9 Lozenges, printed. 2 @ 10 Champion Chocolate. 2 @ 11 Eclipse Chocolates. 2 @ 13.4 Quintette Choc. 2 @ 12 Champion Gum Dps. 2 @ 8 Moss Drops. 2 @ 9 Lemon Sours. 2 @ 9 Imperials. 2 @ 9 Ital. Cream Opers. 2 @ 12 Ital. Cream Bonbons. 2 @ 11 20 lb. pails. 2 @ 11 Molasses Chews, 15 lb. cases. 2 @ 12 Golden Waffles. 2 @ 12 <b>Fancy-In 5 lb. Boxes</b> Lemon Sours. 2 @ 50 Peppermint Drops. 2 @ 60 Chocolate Drops. 2 @ 60 H. M. Choc. Drops. 2 @ 65 H. M. Choc. L. and Dk. No. 12. 2 @ 100 Gum Drops. 2 @ 35 O. F. Licorice Drops. 2 @ 30 Lozenges, plain. 2 @ 55 Lozenges, printed. 2 @ 60 Imperials. 2 @ 55 Mottos. 2 @ 60 Cream Bar. 2 @ 55 Molasses Bar. 2 @ 55 Hand Made Creams. 2 @ 80 Cream Buttons, Pep. and Wint. 2 @ 65 String Rock. 2 @ 65 Wintergreen Berries. 2 @ 60 <b>Pop Corn</b> Maple Jake, per case. 3.00 <b>FRUITS</b> <b>Foreign Dried</b> <b>Figs</b> Californias, Fancy. 2 @ 90 Cal. pkg, 10 lb. boxes. 2 @ 90 Extra Choice, Turk. 10 lb. boxes. 2 @ 90 Fancy, Trk., 12 lb. boxes. 12 @ 94 Pulled, 6 lb. boxes. 12 @ 94 Naturals, in bags. 2 @ 9 <b>Dates</b> Fards in 10 lb. boxes. 2 @ 6.4 Fards in 60 lb. cases. 2 @ 5.4 Hollow. 5 @ 5.4 lb. cases. 2 @ 4.4 Sals, 60 lb. cases. 2 @ 4.4 <b>NUTS</b> <b>Whole</b> Almonds, Tarragona. 2 @ 16 Almonds, Ivica. 2 @ 16 Almonds, California, soft shelled. 15 @ 16 Brazilia. 2 @ 11 Filberts. 2 @ 12 Walnuts, Grenoble. 2 @ 15 Walnuts, softshelled. 2 @ 16 Table Nuts, fancy. 2 @ 13.4 Pecans, Med. 2 @ 10 Pecans, Ex. Large. 2 @ 11 Pecans, Jumbo. 2 @ 12 Hickory Nuts per bu. 2 @ 12 Ohio, new. 2 @ 2 Cocomanuts, full sacks. 2 @ 2 Chestnuts, per bu. 2 @ 2 Shelled Spanish Peanuts. 5 @ 6.4 Pecan Halves. 2 @ 40 Walnut Halves. 2 @ 37 Filtered Meats. 2 @ 30 Alicante Almonds. 2 @ 33 Jordan Almonds. 2 @ 50 <b>Peanuts</b> Fancy, H. P., Suns. 4 @ 5.4 Fancy, H. P., Suns. 6 @ 8.4 Choice, H. P., Jumbo. 7 @ 7.4 Choice, H. P., Jumbo. 8 @ 8.4

## 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 50  
1/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

## BLUING

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



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

## BREAKFAST FOOD

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

## Oxford Flakes.

No. 1 A, per case.....5 70  
No. 2 B, per case.....6 00  
No. 3 C, per case.....5 00  
No. 1 D, per case.....5 60  
No. 2 D, per case.....5 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 1/4 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 &amp; POLISHER



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

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

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

Samples and Circulars Free.

## COFFEE

## Roasted

Dwinell-Wright Co.'s Brands.



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

Distributed by Judson Grocer  
Co., Grand Rapids; National  
Grocer Co., Detroit and Jack  
son; H. Desenberg & Co., Kal-  
amazoo; Symons Bros. & Co.,  
Saginaw; Meisel & Goeschel,  
Bay City; Fiebach Co., Toledo.

## CONDENSED MILK

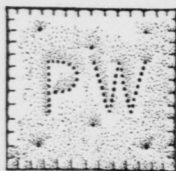
4 doz in case.



Gall Borden Eagle.....6 40  
Grown.....5 90  
Daisy.....4 70  
Champion.....4 25  
Magnolia.....4 00  
Challenge.....4 40  
Dime.....3 85  
Peerless Evaporated Cream 4 00

## CRACKERS

E. J. Kruce & Co.'s baked goods  
Standard Crackers.  
Blue Ribbon Squares.  
Write for complete price list  
with interesting discounts.  
Perfection Biscuit Co.'s brands



Perfection Wafers, in bbl. 06  
Florodora Cookies, 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 1 oz full m. 1 20 1 oz full m. 80  
2 oz full m. 2 10 2 oz full m. 1 25  
No. 3 fan'y. 3 15 No. 3 fan'y. 1 75



Vanilla 2 oz panel. 1 20 2 oz panel. 75  
3 oz taper. 2 00 4 oz taper. 1 50

## JENNINGS

FLAVORING EXTRACTS

Folding Boxes  
D. C. Lemon 2 oz.....75 2 oz.....1 20  
D. C. Vanilla 4 oz.....1 50 4 oz.....2 00  
5 oz.....2 00 6 oz.....3 00

## Taper Bottles

D. C. Lemon 2 oz.....75 2 oz.....1 25  
D. C. Vanilla 3 oz.....1 25 3 oz.....2 10  
4 oz.....1 50 4 oz.....2 40

## Full Measure

D. C. Lemon 1 oz.....65 1 oz.....85  
D. C. Vanilla 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 1/2



Best grade Imported Japan,  
3 pound pockets, 33 to the  
bale.....6  
Cost of packing in cotton pack-  
ets only 1/2 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.

Don't  
Forget

that about this time of  
the year your customers  
will want some of those  
delicious

Package  
Sweet Goods

which we put up especial-  
ly for picnics and outings.  
They are money makers  
for the grocer, and ready  
sellers.

## E. J. Kruce &amp; Co.

Manufacturers of  
Standard D Crackers  
and  
Sweet Goods  
Detroit, Mich.

## Wonderful Bargains

on

Letter Heads

Bill Heads

Statements

Envelopes

For the next thirty days only

It will pay you to write to us to-day for  
particulars.

Tradesman Company, Grand Rapids, Mich.





# Listen!

In hot  
weather  
there's lots  
of comfort  
in a fan.  
There is  
no  
advertising  
you can  
put out  
just now so  
appro-  
priate as a  
neat fan.

Write for prices of the hand-  
some fans we can supply you.

Write to-day!

**Tradesman Company**

Grand Rapids, Mich.

# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

**SNAP-A TON OF FRUIT JAR RUBBERS**, 15 cents per gross; cartons free; cash with order; sample dozen for 2 cent stamp. Write Forbes, 229 Sheriff St., Cleveland Ohio. 470

**FURNITURE STORE BUILDING AND STOCK FOR SALE.** Splendid chance for undertaking (I am not an undertaker). Centrally located on main street in a good live town of 1,200 in Southern Michigan. Address No. 469, care Michigan Tradesman. 469

**FOR SALE-HARDWARE, HARNES AND IMPLEMENT STOCK** in the best agricultural district in Northern Michigan. Good reason for selling. Address No. 468, care Michigan Tradesman. 468

**GOOD 80 ACRE FARM, GOOD IMPROVEMENTS**, also good business block in city to exchange for stock of goods. Clark's Real Estate Exchange, Grand Rapids, Mich. 463

**FOR SALE CHEAP-ALL THE SIDE WALL** and cross partition fixtures now in my dry store (about 80 feet); also two perfume or toilet goods cases and a sponge case. Will be ready for delivery not later than Oct. 1. B. Schrouder, 37 Monroe St., Grand Rapids, Mich. 457

**FOR SALE-WE HAVE A STOCK OF** dry goods that inventories \$3,000. Will reduce to \$5,000. We are doing a business of \$25,000 per annum. Stock is new and up to date. Business is successful in every way. We are engaged in an outside enterprise which takes all our time is our only reason for selling. This city is growing very fast. We have the best location, the most prominent corner. A grand opportunity for anyone wishing to engage in the dry goods business. Trades will not be considered. Watson Dry Goods Co., Grand Haven, Mich. 456

**FOR SALE-LIGHT MANUFACTURING** business on good paying basis. Business pays about \$1,500 per year now and is not being pushed. It can be made to pay twice as much the first year with a little effort. One man can run the office end of it and have time to oversee the shop work. Goods are staple and an excellent line of jobbers are now handling them. Will sell at slight advance over invoice price. Good reason for selling. Address No. 452, care Michigan Tradesman. 452

**FOR SALE-CLEAN, UP-TO-DATE STOCK** of general merchandise, located in hustling town of 500 in the Thumb. Stock will inventory about \$3,000. Owner has manufacturing interests to look after. Address A. X. R., care Michigan Tradesman. 450

**FOR SALE OR EXCHANGE-ONE HUNDRED** twenty acre farm, Wexford county, Mich., two good orchards, seventy-two acres under cultivation; about forty acres good wood timber, large cuts; half mile from Harbetta; three miles from Boon; both thriving villages on the T. & A. R. R., and a No. 1 farm. Will exchange for stock shoes, clothing, dry goods. Address R. R. Jamieson, Traverse City, Mich. 449

**FOR SALE-A SMALL STOCK GROCERIES** and meat market; store and dwelling combined, near Olds Motor Works, Lansing, Mich. Alexander Bell, 617 St. Joseph street, W. 448

**FOR SALE-GENERAL STOCK OF HARDWARE** and prosperous plumbing business. Whiting & Bushnell, St. Clair, Mich. 447

**WANTED-SECOND-HAND SHORT DISTANCE** telephone. S. S. Burnett, Lake Ann, Mich. 446

**BUSINESS HOUSES HANDLING UP-TO-DATE** kitchen utensils sell Helling's Patent Pot Cover rapidly. They are wanted in every household. Send for price list; sample 20 cents. U. S. Patent Pot Cover Co., 1303 Broadway, Alameda, Cal. 445

**FOR SALE-GROCERY STORE, INVOICE** \$4,000; best goods and best trade. Seven years. Chance to make money. Mean business; write quick. Address E. W. Bockman, Paducah, Ky. 444

**FOR SALE-ON ACCOUNT OF POOR** health, a stock of groceries in the best city of 10,000 in the state; doing a good business. Address J. B., care Michigan Tradesman. 443

**WANTED-AGENTS TO HANDLE SIDE** line. Address Box 527, Kalamazoo, Mich. 445

**WANTED-PARTY WHO CALLS ON** dry goods trade to carry ladies' muslin underwear on commission. Kalamazoo Underwear Co., Kalamazoo, Mich. 469

**WANTED-A GROCERY STOCK IN A** good thriving country town. J. M. Wing, 622 Randolph St., Oak Park, Ill. 463

**FOR RENT-BRICK STORE IN TOWN OF** three thousand. Center of very large country trade. Fine location for bazaar or general stock. Address No. 462, care Michigan Tradesman. 462

**FOR SALE-GENERAL MERCHANDISE** stock, \$4,000, in Western Michigan town. Good farming trade. Good location for business. Address No. 461, care Michigan Tradesman. 461

**FOR SALE-SODA AND ICE CREAM PARLORS**, confectionery, cigars and tobacco. This is worth looking at. Reason, ill health. Address Box 210, St. Charles, Mich. 437

**WANTED-TO TAKE PARTNERSHIP IN** hardware or general merchandise. Would accept clerkship with view to partnership. Small town preferred. Address Box 71, Brook, Ind. 439

**FOR SALE-TO CLOSE ESTATE, DRUG** stock, fixtures and a successful business, established in 1877. Best location in city of 28,000. No cut prices. Mary McDonald, cor. Main and Burdick Sts., Kalamazoo, Mich. 435

**WANTED-CLOTHING SALESMAN TO** take orders by sample for the finest merchant tailoring produced; good opportunity to grow into a splendid business and be your own boss. Write for full information. E. L. Moon, Gen'l Manager, Station A, Columbus, O. 458

**A SPLENDID OPENING FOR GROCERY;** fine room; good location in Charlotte, Mich. A. M. Lockard. 438

**GROCERY BUSINESS FOR SALE IN** Allegan, Mich. County seat, about 3,000 population. Will invoice about \$1,200. Clean stock, established trade, central location. Address G. M. Wirick, Allegan, Mich. 431

**WE MAKE A BUSINESS OF BUYING** out stocks of general merchandise for cash. Address The Globe, 118 Front St., Traverse City, Mich. 433

**FOR SALE-HARDWARE STOCK, LOCATED** in Northern Illinois; prosperous manufacturing and farming center; profitable proposition; invoices \$2,800. Hardware, 55 Stephenson St., Freeport, Ill. 432

**\$1,000 WILL BUY CIGAR FACTORY IN** best town in Michigan. Business and trade established seven years. Will go out and sell to old trade for purchaser for three months. Address Cigar, care Michigan Tradesman. 431

**FOR SALE-A SMALL WELL-SELECTED** and exceptionally clean stock of general merchandise in one of the best growing towns of Southern Michigan. Persons expecting to buy for 50 or 60 cents on the dollar need not apply, nor those wishing to trade other property. Lack of time to devote to the business reason for selling. Address X. Y. Z., care Michigan Tradesman. 430

**FOR SALE AT 90 CENTS ON THE DOLLAR**-Finest stock of dry goods in the state of its size, in a town of 1,800 with A1 farming country around it. Stock invoices about \$13,000 can be reduced to \$9,000 or \$9,000 if desired. Only one other stock of dry goods in town. Good school and churches. An ideal home. Inheritance of large holdings of timber lands in the West through death of a relative only reason for selling. Will not sell after July 1. Address 429, care Michigan Tradesman. 429

**FOR SALE-OIL AND GASOLINE PEDDING** outfit and route in prosperous city of 10,000 population. Large gallonage and good profits. Poor health reason for selling. Address A. B. C., care Michigan Tradesman. 47

**FOR SALE-FIRST-CLASS MILLINERY** establishment in good city in Southwestern Michigan. Other interests compel quick disposal. If sold at once grand bargain awaits purchaser. Address No. 426, care Michigan Tradesman. 426

**FOR SALE AT A GREAT BARGAIN, THE** finest granite quarry in America, near Richmond, Va., two railroads and water transportation; dark blue, takes high polish; high grade for monumental and building purposes; quarry now in operation. Write Alfred S. Emerson, Murphy, N. C. 425

**MERCHANTS, TURN YOUR OLD AC-**count into cash; we collect quick; enclose stamp for terms. Merchants' Collection Agency, Wapello, Iowa. 424

**"THE SCHEMER," ALLIANCE, OHIO,** with its 40 pages each month of practical schemes, business starters, agency tips, mail order pointers, etc., helps its readers coin money by keeping them posted on the newest and best get-ters out; only 50 cents a year, or three months on trial for a dime. 422

**WANTED-SHOES, GROCERIES OR GEN-**eral stock. Must be in first-class shape and a spot cash price. P. O. Box 37 or phone 83, Easton Rapids, Mich. 420

**BE A MIXER; PUT UP AND SELL YOUR** own flavoring extracts, polishes, perfumes, soaps, proprietary preparations; toilet requisites, confectionery, etc.; we have processes for making them all; lists free. Wheaton & Co., Formula Makers, New Bedford, Mass. 419

**FOR SALE-GOOD BAZAAR STOCK; FINE** location; well established; stock invoices about \$800. Address Box 232, Williamston, Mich. 418

**DRUG STOCK FOR SALE-INVENTORIES** \$1,800, 10 per cent. off for all cash. Only one in good country town. Chas. Maynard, Britton, Mich. 415

**FOR SALE-\$4,500 GROCERY AND MAR-**ket; well located in Northern Illinois mining town; annual sales \$50,000. Address No. 393 care Michigan Tradesman. 393

**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., 634 and 635 Bradbury block, Los Angeles, Cal. 417

**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

**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

**FOR SALE-GENERAL MERCHANDISE** stock in live little town located in fine farming country; good potato market. Address S. A., care Michigan Tradesman. 405

**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

**\$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, \$50,000. 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. Address at once 610-11 Majestic Bldg., Detroit, Mich. 393

**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. 393

**FOR SALE-A FIRST-CLASS SHINGLE** mill, engine 12x16, knot crank, ample boiler room, Perkins machine knot saws, bolter and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first-class. Address A. R. Morehouse, Big Rapids, Mich. 369

**I HAVE SOME CITY REALTY. WILL** trade for stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

**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

**\$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. 358

**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

**FOR SALE-A SMALL STOCK OF DRUGS,** also fixtures. Must be sold soon. Address J. G., care Michigan Tradesman. 277

**FOR SALE-\$10,000 GENERAL STOCK AND** \$2,000 store and residence, all for \$2,000 if taken at once. Address No. 347, care Michigan Tradesman. 327

**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

**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

**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

**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

**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

## MISCELLANEOUS

**TINNER WANTED-A STEADY JOB AND** good wages to an all-round tinner; must understand bicycle repairing, pump, furnace and galvanized iron work. Must be good mechanic, sober and reliable. Address W. J. and H. D. Powers, Grand Rapids, Minn. 467

**WANTED-REGISTERED ASSISTANT** pharmacist. A. W. Olds, Sub Station No. 9, Grand Rapids, Mich. 465

**WANTED-POSITION BY DEPARTMENT** store manager, buyer, ad. writer, decorator; first-class man; best of references. Address 454, care Michigan Tradesman. 454

**WANTED-FIRST-CLASS SHOE SALE-**man, experienced stock keeper, one who has had experience in buying, to take the management of a men's shoe department in a clothing store. Address Men's Shoes, care Michigan Tradesman. 451

**POSITION WANTED AS CLERK IN A** general store. References furnished. Address No. 459, care Michigan Tradesman. 459

**A CAPABLE MAN WHO HAS BEEN IN** the dry goods and kindred lines for fourteen years, now filling position as traveling salesman, wants to change. Has had seven years' experience as buyer and manager of good store. Thoroughly posted on merchandise and up-to-date methods. Can systematize a business. Understands office and financial part of store thoroughly. Exceptionally good references as to character, habits, ability, etc. Correspondence invited. Address No. 464, care Michigan Tradesman. 464

**WANTED-POSITION AS CLERK IN** general merchandise or hardware store; four years' experience; best of references. Address R. Box 16, Colonville, Mich. 441

**WANTED-A YOUNG MAN OF GOOD** habits to cut meats and assist as clerk in general store. Address Haak Lumber Co., Haakwood, Mich. 428

**PHARMACIST, REGISTERED, WANTS** position; first-class references; 15 years experience. Address F. W. H., Morley, Mich. 436

**WANTED-A YOUNG MAN WHO THOR-**oughly understands stenography and typewriting and who has a fair knowledge of office work. Must be well recommended, strictly temperate and not afraid of work. Address Stenographer, care Michigan Tradesman. 62

## AUCTIONEERS AND TRADERS

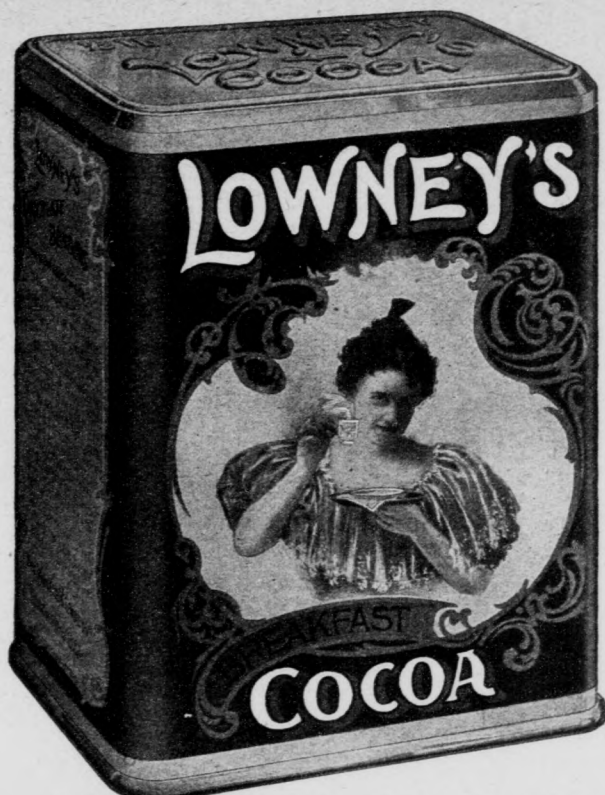
**STIMULATE YOUR BUSINESS, AND GET** rid of old stock at the same time. You mark the goods, I do the rest. My sales are always a success. Stocks bought, sold or exchanged at a low per cent. I have few open dates. Write now for terms, dates, etc. Honest John, Auctioneer and Salesman, care Michigan Tradesman. 453

**FERRY & WILSON MAKE EXCLUSIVE** business of closing out or reducing stocks of merchandise in any part of the country. With our new ideas and methods we are making successful sales and at a profit. Every sale personally conducted. For terms and dates, address 1414 Wabash Ave., Chicago. 317

**E. E. JETER & CO., 609, 175 DEARBORN** St., Chicago, Ill., conduct special and closing out sales by their new methods and guarantee the merchant a profit above all expenses connected with the sale. Write them for terms. 380

Our mail is crowded with testimonials certifying to the value of advertising under the headings on this page. Send in a trial advt., and you will be a patron for all time. Try it once.





Received  
Highest Award

**GOLD MEDAL**

Pan-American  
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

*MAPLE JAKE every day  
Meets you with a smile.  
MAPLE JAKE everywhere—  
Eat him all the while.*

## Maple Jake

The New Sensation

The best-seller in the market

A few more shares for sale at 25c on the dollar  
in limited amounts only

**Grand Rapids Pure Food Co. Ltd.**

Grand Rapids, Mich.

# 21 HOURS

GRAND RAPIDS

TO

NEW YORK

VIA

# Michigan Central

Leave Grand Rapids, - 12:00 noon  
Arrive New York, - - 10:00 a. m.

Through Pullman  
Sleeping Car.

Cafe Car Serves Meals to  
Detroit a la Carte.

For information and reservations apply to

W. C. BLAKE,  
Ticket Agent, Union Station.

# Stop

and think a moment, Mr. Merchant, what a great amount of time, trouble and money you might save if you put your business on a cash basis by the use of our coupon books. Time saved by doing away with book-keeping. Trouble saved by not having to keep after people who are slow pay. Money saved by having no unpaid accounts. We have thousands of customers who would not do business any other way.

We make four kinds of coupon books at the same price. We will cheerfully send samples free on application.

**Tradesman Company,**  
Grand Rapids



# Oxford Flakes

BEAUTIFUL PACKAGES

3 SIZES

READY

TO

SERVE



AT ALL JOBBERS.

CRISP

WHEAT

FLAKES

Retail at 10c, 15c and 25c per package.

Maintains your profit. Mr. Retailer, buy them.

**Oxford Pure Food Co.,**  
Limited

Detroit, Mich., U. S. A.

MILLS AT OXFORD, OAKLAND CO., MICH.

# MICA AXLE GREASE

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

**ILLUMINATING AND  
LUBRICATING OILS**

PERFECTION OIL IS THE STANDARD  
THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

## A 50% INCREASE IN YOUR TRADE

is not an idle dream with our "PREMIUM DINNER SET" as a drawing card, but an ESTABLISHED FACT.

What it has done for others it will do for YOU.

Why not give it a fair trial?

## Our Premium Dinner Set Plan

is far better than the "Trading Stamp Concerns" offer you. Our plan costs you only half as much and is without any objectionable features. You can keep the business in your own hands and save the tremendous profits you have to pay them.

**A Small Investment of only \$10.85**

will secure everything necessary to start you, viz:

1. A 100-piece semi-porcelain dinner set of first quality, beautifully hand decorated and gold stippled, worth \$15 at any retail store. 2. A set of placards in colors explaining the plan to your customers, to be kept in sight around your store and in the windows. 3. 500 illustrated circulars to be distributed in your community. 4. 5,000 Coupons to be given to your customers with each purchase of 10c or more.

Our Chinaware is so attractive that a customer once started will never be satisfied until she has a complete set, and as it will be absolutely without cost to her she is sure to spend her money in your store. Read what our customers say.

**From a Grocer**—"Your premium plan is a success with me right from the start. New people are coming in to see the dishes."

**From a Hardware Dealer**—"My trade has increased over ten thousand dollars in the past twelve months, and as I have pushed the dish premium plan all the time I attribute it principally to that."

**From a Shoe Dealer**—"I dropped all other advertising plans when I commenced giving chinaware as premiums and know that my trade has increased 50 per cent."

Any amount of ware may be had at same prices and just as wanted. Terms 30 days or 2 per cent. in 10 days.

Order an outfit today on your letter head and we will do the rest. Or write today for full particulars.

**H. LEONARD & SONS**

Grand Rapids, Michigan

## Have You

Are you tired of 3% or 6% interest? Do you want your money to earn something?

## Idle

If you are, write for "A Messenger from Mexico" to MEXICAN MUTUAL MAHOGANY & RUBBER Co., 762 to 766 Spitzer Bldg., Toledo, Ohio.

## Money