

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.

Ready To Invest?

Consult us . . we can help you . . we offer gilt edge securities only . . and of course you wouldn't consider anything else . . for you want your money safe. It's safe in good bonds.

E. M. Deane Co., Limited

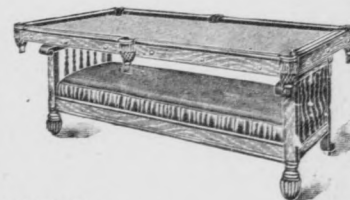
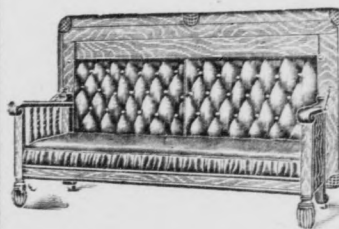
Municipal, Corporation and Railway Bonds

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

References: Old National Bank
Commercial Savings Bank.

The Balke Manufacturing Company,
Sole Manufacturers of the

BALKE Combined Davenport, Pool and Billiard Tables.



FOR THE HOME.

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

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

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

The Balke Manufacturing Company, 1 W. Bridge Street.

EAGLE HIGH TEST LYE

Standard of 100% purity. Powdered and Perfumed.



Established 1870

Strongest, purest and best, packed in a can having two lids, one easily cut and the other removable for constant use. Eagle Lye is used for soap making, washing, cleaning, disinfecting, softening water, etc., etc. Full directions on can wrapper. Write for booklet of valuable information. For spraying trees, vines and shrubs it has no equal.

OUR New Deal FOR THE Retailer

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

Absolutely Free of all Charges

One Handsome Giant Nail Puller

to any dealer placing an order for a 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

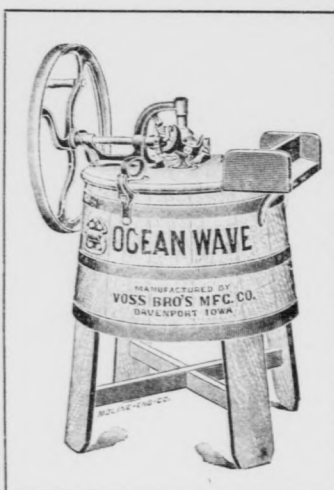
The Popular Ocean Wave Washers

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

Light
Running

Hand-
some

Durable



Adjust-
able
to
High
or
Low
Speed

SOLD ONLY TO ONE DEALER IN EACH TOWN

Write for particulars

Voss Bros. Mfg. Co.

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

Sunlight

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

Walsh-DeRoo Milling Co.
Holland, Michigan



Fruit
Flavor

Fruit
Flavor

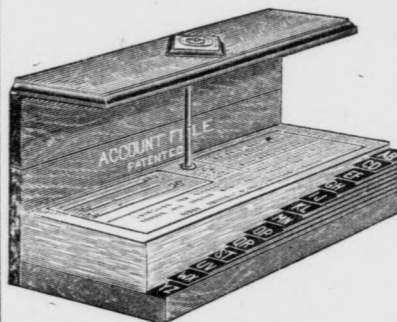
This Is the Popular Flake Food

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 24, 1903.

Number 1031

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

WHY NOT BUY YOUR FALL LINE OF

CLOTHING

where you have an opportunity to make a good selection from thirteen different lines? We have everything in the Clothing line for Men, Boys and Children, from the cheapest to the highest grade. We pay our customers' expenses.

The William Connor Co.

Wholesale 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. McCRONE, Manager.

ANOTHER DOUGLAS, LACEY & COMPANY ENTERPRISE

at 7½¢ 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 application, 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 desire it.

Martin V. Barker
Battle Creek, Michigan

We Buy and Sell Total Issues of

State, County, City, School District, Street Railway and Gas

BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

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THE TRUTH IS BEST.

Even before the time of Ananias the practice of telling lies was regarded with disfavor. It is always an offense against good morals and under certain circumstances where the statement is affirmed under oath, it comes under the legal definition of perjury, and that is a punishable offense. Unhappily plain, ordinary, unvarnished lying is indulged in more often than it ought to be, but so firmly fixed is popular opinion against it and so general is the acceptance of the old adage that honesty is the best policy, that in every-day life the sin is not resorted to as much as some pessimists are wont to represent. When it is right to lie or when the truth must be told has been made the subject of a book written by a French professor of theology, and said to be published with the permission of the Vicar General. If the cabled synopsis of the volume is reasonably accurate a good many who are tempted will find consolation therein and the book will meet with ready sale in all quarters of the globe, if only it can come to be recognized as a standard authority. "Timid souls," says the professor, "often find a moral stumbling block in the fact that truth is not always possible nor desirable."

The author proceeds to present various rules and regulations where, according to his ideas, truth can be dis-

pensed with and a lie substituted in its place without sinning. He says that permissible lies may be brought under two heads: those told to guard a secret and those told in self-defense. This classification scarcely seems to be good. It depends altogether upon the secret, whether or not there is any shadow of justification for prevarication. It is difficult to see how lies told in self defense can be set down as commendable. The laws of this country provide that one accused of crime need not give incriminating testimony. The prisoner is privileged to decline to answer, but if under oath the answers given are false, prosecution for perjury may follow. If this classification were to obtain, a man might commit almost any offense and be justified in denying it. Unquestionably there are a great many times when it is preferable not to tell the whole truth, especially where the telling of it may cause needless pain or suffering. An example is where a person that is seriously ill is told that there are good hopes for recovery or that there is an improvement, which in fact is more imaginary than real. Truths that unnecessarily hurt another's feelings may very properly be withheld or evaded. The French theologian advances the idea that there are times when children may properly lie to parents, pupils to teachers and employees to employers. Right-minded persons will regard such instances as few and far between as angel's visits. A book which should entertainingly extol the value and importance of telling the truth would be a great deal more valuable than one which undertakes to extend the permissible territory of falsehood. A deserved reputation for truthfulness is one of the best things which any person can have.

GENERAL TRADE REVIEW.

The fact that unfavorable developments in some of the great corporations only served to keep the stock market at the low level of recent weeks indicates that these conditions have been fully anticipated in the decline. There was a decided upward movement just before these matters became prominent, which, of course, was lost, but the decline extended no farther. The uncertainty, however, operates to prevent trading to an extent to make a new record of dulness for a year or two past. That the market should pass the ordeal without decline argues that conditions will prevent any material decline from the present low level. General business is indicated by clearing exchange continues better than a year ago and railway earnings are still more than maintained at recent high records in spite of flood interruptions in South-western centers.

The labor situation is improving in most localities, although the costly lockout in New York building trades still continues. The numbers involved in the Philadelphia textile strikes are still large, but the rates of wages are so much lower the influence on trade is less than in the highly skilled and high priced trades of the former city. The firm front shown by employers in organizing to meet the demands of the unions seems to operate in many places in a more moderate spirit on the part of employees.

The unseasonably cool and wet weather of the past few days has not been favorable to summer goods trade, but in spite of this the fact that buyers have plenty of money has kept the ball rolling so that there is little complaint. The principal effect is on supplementary orders, which have been less than anticipated in some lines for special summer use, while there has been a healthy demand for the more staple goods required by wet and cool weather. Boot and shoe trade is maintained at the exceptionally strong showing for the season. Prices are well maintained and shipments from the East continue to break former records. Iron and steel activity and prices continue unchanged, and the announcement of a \$28 rate for steel rails for next year is bringing large business in that line.

Hides, Pelts, Tallow and Wool.

There are no new developments in the hide market. Values are light. Stocks are too high for tanners. Heavy and packers do not change and trade is fairly steady. All grades are better in quality and the new stock is used to work off the long hair and poor stock.

Pelts are sold freely as taken off. There are no old wool skins on the market. Shearlings are coming in with long enough wool for pullers' use.

Tallow has weakened the past week on account of excess of offerings from drowned animals from Kansas City, making a very desirable stock for soapers' use.

Wools have weakened in the States, while Eastern markets do not change in values under larger sales and a firm market. The strife among buyers in Michigan has ceased, as the prices paid were not warranted and were a donation of profits to others. There is considerable wool being held in the State on which the asking price can not now be realized.

Wm. T. Hess.

Harbor Springs—Ira Hutchinson, who has been a cigarmaker with Boyington & Corbett for some time, has purchased the Manitou Cigar Co. of C. J. Wells and will continue the business at the same location.

THE BATTLE OF LIFE.

Some Reasons Why the Pessimist Seldom Wins.

A poet has said: "The face that's toward the future is the face that wears a smile," and it seems to me, as I recall the many men with whom I have in days past come in contact, that this sentence breathes in every word that is true. The man who lives from day to day with an inborn hope for the time yet to come, a hope and a determination to win, although the obstacles thrown in his path are many, he is the man who will, in time, reach that position from which he may turn his face to the rear and behold a road lined on either side with difficulties that have been met and conquered. He will win because where there is a determination to succeed there is always a way open for the accomplishment of his desires.

All the world loves a successful man. It is well enough, perhaps, for us to sing our heartfelt sympathy for those who have fallen by the commercial wayside, well enough to proclaim that the man who goes through life without amassing a fortune is the superior of him who by honest effort piles up gold almost mountain high, but the fact remains that the man who makes the money is the man that holds the reins of power and receives the praises of the multitude. There is a vast difference between the successful and the unsuccessful man, and this fact is nowhere better illustrated than in the mercantile trade.

There are men in the store business who started out with the promise of doing great things, but through some cause which they are unable to see, they fail to make the progress they were wont to anticipate when first they opened their doors to the public, and the public purse refuses to yield up its golden load for the burdening of their strong box. They, themselves, are loaded, perhaps, with goods of as high quality as those carried by the man across the street, but the other fellow gets the trade.

Let us look into the matter further and see if we can not discover the cause of this queer state of affairs. We enter the store of the unsuccessful man and make a purchase. His place of business is inviting and we are much pleased with the way the stock is arranged. There is every indication that the quality of the goods is up to our expectations, while the prices are as reasonable as could be found anywhere. We make a small purchase and as the merchant seems to be willing to talk, we engage in a conversation something after the following manner:

"This is a fine store you have here. You seem to be giving the public first-class service. Undoubtedly your business is good."

"Yes," replies the merchant, "we have a good store, but the people of this town do not appreciate it. They are a queer lot. I have never seen any people exactly like them. The more you do for them the more you have to do, and the returns you get

from your labors are mighty slim, I can tell you. The facts are that a lot of the people around here make me weary. Of course I would not say this to everybody. It would not do; but what I say is true, nevertheless."

Seeing that we struck him in the wrong spot we take a new tack and comment on the fine street car system the city has recently seen installed.

"Oh, I suppose it's a good enough system, as far as it goes," he again answers, "but I do not believe it will ever amount to much. They have got pretty fair cars, but I do not believe the thing will ever pay. In my opinion the whole system was installed by men of no experience, and the company will go to the wall. I do not believe this town will support a street car system, anyway."

Again we change the subject to see if there is no place to strike the gentleman favorably.

"I notice by the paper to-day that a skyscraper is being started up the street a short distance. They say it will be one of the finest buildings in the country. It will be an ornament to the city 'hat the people should feel proud of."

"Well, I will tell you. I do not believe that building will ever get above three stories. If it does I miss my guess. It won't pay to put up a skyscraper in this town. No, sir, that will be a fizzle, and don't you forget it."

Not being able, after a few more trials, to get a cheerful reply to any of our enquiries, we decide that this is the proprietor's off day, and accordingly we leave the store. In wandering down the street and back up the opposite side we are attracted by an article displayed pleasingly in the window of our pessimistic friend's contemporary in trade. Accordingly we enter, and while within the store put the same questions to this proprietor that were used a few minutes previous in the conversation with the gentleman across the way.

It is at once noticeable that this merchant is of a far different disposition than the other fellow. He is of the opinion that his city is the best town on the map and that the people are all right. He has confidence that the town is bound to grow, that the street car system is a winner, that the skyscraper will be a handsome building, also that it will be a profitable investment. This kind of talk strikes a little more pleasingly on the ear, and as a result we decide to come to this place again when in want of anything in this line.

Now any man at all familiar with the world knows that these illustrations are not overdrawn. We can, with little trouble, find characters similar to the two pictured above in almost any town in the country, and we generally discover that the man with the optimistic turn of mind is the one who wins in the end. He is the man who makes money and in the end becomes one of the richest men of the community, a man with influence, who is called upon whenever great things are to be undertaken.

His optimism is one of the leading factors in winning his way.

I think it can be said with perfect safety that the men who were born with an optimistic turn of mind are the ones who do things in the mercantile world, as well as elsewhere. A cheerful disposition is an asset most essential to the man who would succeed. Nothing will kill business quicker than a grumbler, who by his continual wail because "times are not what they were before the war," drives people from him and also from that with which he is connected.

Perhaps, dear reader—if this ancient term is permissible—you have noticed that the pessimistic merchant is the one whose place of business is headquarters for that old and dilapidated gang that every town is cursed with, store loafers. The man with a tale of woe always appeals to the loafer. He loves discontent in any form, and nothing gives him greater pleasure than an opportunity to damn the Government for bringing on the ills that are wont to befall the man whose stomach has gone back on him and who can see nothing but gloom ahead.

These fellows will kill any business, if they are fostered in the least. Pessimism is at the bottom of the gang that hangs around the store.

Moral—It's better to smile and give the glad hand than it is to emulate the mule.

Raymond H. Merrill.

Because you dislike a new fashion is no good reason for ignoring it.

For Immediate Sale

Stock of Dry Goods, Shoes and Groceries in the best hustling town of 1500 population in Central Mich.

Town has electric lights, good water works, etc. Stock in good condition, nearly new. Can be reduced to about \$1,000.

Wish to engage in other business if taken at once.

Splendid opportunity for a hustler. Cash preferred. Address

"A B C"

Care Michigan Tradesman.

Cheaper Than a Candle

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

You ought to sell

LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO.,
GRAND RAPIDS, MICH.

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

1232 Majestic Building, Detroit, Mich.

CAN RUBBERS

SCHAEFER'S HANDY BOX

One dozen in a box. Retail 10c. Large profit. Ask your jobber for prices.

MOORE & WYKES

Merchandise Brokers

GRAND RAPIDS, MICHIGAN

Write us for sample.

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 5,000 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.

Mail Orders

Appreciating that an up-to-date retailer is sometimes "out" and wants a small order in a hurry we have arranged our shipping system so as to be able to give mail orders immediate attention. We solicit your small mail orders as well as your larger ones to the salesman and guarantee quick service.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

System a Great Factor in Business Success.

"He never blundered into victory, but won his battles in his head before he won them on the field." This was said of Napoleon, but it would apply to masters in every line of human effort. System, method, careful planning are part of every great and enduring success. Napoleon's many-sided activities were all marked by great method. He said of himself: "My hand of iron was not at the end of my arm, but attached directly to my head." It is said that he knew the number and exact location of every piece of artillery on the French frontier. He knew the position of army corps and the topography of battlefields so well that he could direct lost officers to their commands. When in 1805 he broke up his great camp near Boulogne and started his hordes toward the Danube, his own wonderful mind worked out all the details of the march. He knew every station of every division of the army and when it should arrive and leave there. The result of such careful precision and forethought was the victory of Austerlitz that settled the peace of Europe for ten years.

It is said that no one could be in General Grant's presence five minutes without feeling the power of a man with a system, of a man who knew what he wanted to do and how to do it. He was the first man who was able to bring order in a large way out of chaos in the Northern army. He would call his officers together in a council of war, and while they were discussing plans for retreating in case of defeat, he would think and smoke and plan, with seeming indifference. After the council was over he would perhaps take papers from his pocket containing the plan of action for the next day and tell his generals to proceed at daylight to carry out the orders given therein.

Order is not only "heaven's first law," but also the first law of success; without it great achievement is impossible. Those who have accomplished great things have, almost without exception, been very methodical. Great statesmen, great lawyers, great physicians, great generals, great leaders have always been men of system and order. Most great writers, save perhaps some poets, have regulated their work systematically, fixing hours for writing, exercise and recreation. It is said that Goethe once kept a prince waiting in his antechamber while he wrote out a thought which he feared would escape him otherwise. Luther was so methodical that he would let nothing, no matter how important, interfere with his system of doing just so much each day. Gibbon and most other historians have made their work lasting by care and system in collecting and arranging material.

Business, especially on a large scale, is more and more a matter of system. The mercantile leaders build up their large establishments simply because they have a genius for organization, and understand the might of method. A very methodical man, even with mediocre ability,

may build up a great business, while a man with great ability, without the habit of system and order, can never get beyond a small concern.

A man does not necessarily need to work laboriously because he conducts a great business. It is all a question of system, of combinations and forethought. Men with most method have the most time. They are not pushed to the wall all the time. They do not impress you, every time you meet them, as small, unmethodical men do, that they are hard pressed, that they have not a moment to give you.

Two men with the same education and equal ability may start in business side by side, and one will forge ahead from the very start, apparently without great effort. He is not always so busy that he can see no one, but he continually accomplishes something. Everything is done with system. He does not believe in doing work twice. He multiplies himself infinitely through his system of saving the results of his and others' labors and utilizing them.

The other young man is always busy, hustling from morning to night, attending to duties of every clerk in the house. He never has time to stop and talk with you. If you meet him on the street, he pulls out his watch nervously and asks you to pardon him, but he is on a dead rush. Yet somehow he does not get much done, he does not forge ahead, he seems handicapped, involved in the meshes of his own bad system. Every time he wants a thing he has to hunt for it. His letters, papers and bills are not properly filed, and he can never place his hands on them instantly as a systematic man could.

J. Pierpont Morgan does less real work than many of his associates, but there is method in everything that he does. He does not duplicate his work. He saves the result of his labor. He makes every move count toward a definite, final result. If Mr. Morgan should conduct his business in the same loose-jointed, slipshod way that many men conduct theirs, his house would be ruined, his business would go to pieces in a year.—Orison Swett Marden in Chicago Record-Herald.

His Meal on the Train.

The story is told of a man who was riding on a train and pretended to become ill after eating a sandwich. The man opened his grip and took out a hot water bag. He got a sympathetic porter to fill the bag with boiling water, and then he opened his luncheon basket, took out a piece of fried steak and warmed it up on the water bag. Then, after he had warmed the steak, he cut it all up with a pair of scissors and fed it to himself with a pair of sugar tongs, because he would not take a chance with a fork going around a curve. After he had eaten the steak he unscrewed the stopper of the water bag and poured himself out a cup of hot coffee. He had the grounds in the bag all the time.

When the quality of what you sell is questioned, answer straight.

A Chip of the Old Block.

Through an oversight, the counterfeit presentment of Wm. Henry Jennings, Jr., whose biographical sketch appeared in last week's paper,



was not published in connection therewith. It therefore affords the Tradesman much pleasure to present same in this week's paper.

Worship of the Handmade.

The ancestral mahogany bedstead that is now an honored ornament in every family had but its age and association to recommend it, but of the bequeathed bedstead of the future it will be said not only that "it belonged to grandmother," but that "it was made by my grandfather." The making of one's own furniture is now a recognized domestic industry, and in these days when one wants a new hall seat, instead of going to the furniture dealer's to get one, it is cus-

tomary to retire to the workshop and create one. It is all but a part of the modern democratic craving for self-expression; and whereas but a limited number of people can pour forth their souls in sonnets, there are many who can express themselves in settees. Of course, this new worship of the handmade is regarded by many as but a passing fad, while these high class workshops are looked upon as safe places where kindly angels find employment for idle hands. But in reality there is a deeper significance behind this new interest, and those who have given themselves up to it confess to an enthusiasm in their work and a new zest to life in general. Thaa argues well for the future success of arts and crafts societies and the banishment of that dreaded foe of society, ennui.

What?

Is the use of warts?
Becomes of all the hatpins?
Was the need of making the hippopotamus so ugly?
Will a night police reporter do for occupation in heaven?
Is the reason Michigan elects so few great men to public office?
Makes a man so much more indulgent to his grandchildren than to his children?
Would have happened if Adam had refused to join Eve in eating the forbidden fruit?
Makes a scolding woman want everybody in the neighborhood to know when she is angry?
Is the reason nature gives to so many puny, insignificant men such foghorn voices and such tremendous beards?

WHEN JOHNSON MAKES the AWNINGS

"WE FOOL THE RAIN"
(trade mark)
Canvas Covers.

for your store or office you have the satisfaction of knowing that your awnings are the best that money can buy. They are cut, sewed and finished by skilled hands. We also make Sails, Tents and Carpet Covers. Our prices on FLAGS are the lowest. All orders promptly attended to. Estimates carefully furnished. TRY US.

JOHN JOHNSON & CO.

360 Gratiot Avenue

Established 1886

DETROIT, MICHIGAN



VOIGT
CREAM
FLAKES

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

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

Around the State

Movements of Merchants.

Sparta—W. H. Christy succeeds F. E. Hicks in the meat business.

Detroit—Louis A. Voligny has purchased the grocery stock of James H. Leitch.

Port Huron—J. Nimmits has purchased the grocery stock of A. Jamieson on Elmwood street.

Akron—J. W. Heller & Son have purchased the general merchandise stock of Wilbert H. Cook.

Jackson—C. T. Trumble has put in an electric motor and a power ice crusher and ice cream freezer.

Onaway—H. A. Smith has taken a partner in his grocery business under the style of Smith & LaGrant.

Ypsilanti—Fred Monroe has engaged in the grocery business in the store building occupied by J. H. Miller.

Cheboygan—Miss Ida M. Fexer has purchased the stock of jewelry, books and stationery of A. Louis Fexer.

Gaylord—Peter Laturzek has purchased the interest of his partner in the grocery business of Cole & Laturzek.

Detroit—R. T. Bower has sold his drug stock to C. E. Armstrong, who will continue the business at the same location.

Petoskey—Elbert R. Atkins has purchased the Lake street restaurant business formerly conducted by Harry Corson.

Saginaw—The clothing and boot and shoe business of Peter Bauer & Son is continued under the style of Bauer Bros.

Bay Port—Wm. J. Orr, W. H. Wallace and J. B. Peter have formed the W. J. Orr Fish Co. with a capital stock of \$30,000.

Tekonsha—J. W. Randall has purchased the shoe stock of Geo. L. Pratt and will continue the business at the same location.

Reading—C. C. Noragon, who has been engaged in the furniture business at this place, has closed out his stock and retired from trade.

Six Lakes—Mrs. M. F. Leach has purchased the millinery stock of Lillian (Mrs. Emmet) Cornell and consolidated it with her stock in the Merrifield building.

Hart—The hardware business of J. H. Colby is now being conducted under the style of Colby & Spitler, Clarence Spitler having purchased an interest in the stock.

Six Lakes—Emmet Cornell has sold his interest in the grocery and hardware business of Wilder & Co. to his partner, Mr. Wilder, who will continue the business in his own name.

Nashville—J. C. Furniss has sold his drug stock to Chas. H. Brown, who has clerked in the store for several years. Mr. Furniss will devote his time to the Citizens Telephone Co. and the Thornapple Electric Co.

Rochester—F. H. Rollins, who has conducted a department store business at this place for the past two years, has given a chattel mortgage for \$25,000 to Wm. S. Dever and Charles M. Allen, acting trustees for the forty-eight creditors.

Kalkaska—Cole Bros. will shortly erect an addition to their grocery establishment 70 feet long and 14 feet wide and 14 feet ceiling. It will be constructed of brick in connection with the new addition to the dry goods store of Palmer & Hobbs.

Lansing—Smith Young, of the hay, straw, grain and feed firm of Smith Young & Co., will start for Europe June 24, stopping at Utica, N. Y., for a short time and sailing from New York for Antwerp on June 27. He will be accompanied by his wife.

Portland—A new hardware house has been established at this place under the style of the Escanaba Hardware Co. It is capitalized at \$50,000 and held as follows: E. Olsen, 3,800 shares; F. J. Hamacher, 400 shares; F. W. Giese, 200 shares, and Anna J. Walch, 600 shares.

Paw Paw—Pugsley & Shepard have begun the erection of their brick store building, which will be 39x90 feet in dimensions, two stories high. One side of the first floor will be devoted to their hardware stock and the other side will be used to display their lines of carriages and agricultural implements.

Saginaw—Mrs. M. A. Deitrich, who has been engaged in the millinery business here for the past fifteen years, has sold her stock to Samuel H. Carpenter, formerly of the firm of Pettibone & Carpenter, of Flint. Mr. Carpenter will close out the stock at once to make room for a line of men's clothing and furnishing goods.

Ashley—A case of considerable interest was decided June 13, in the United States Circuit Court of Appeals at Cincinnati. October 12, 1900, Perry D. Pease, an Ashley merchant, carrying a stock of about \$10,000 failed. Prior to his failure he had given a mortgage to the Security Trust Company, of Toledo, for \$3,500 and from the proceeds of this mortgage he had paid Litman & Hoffstadt, of Toledo, \$1,800, his mother-in-law \$800, and some other small debts. The unsecured creditors claimed that this mortgage was fraudulent, as Pease was insolvent at the time it was given and the Trust Company knew it. A trustee was appointed in bankruptcy and steps taken to set aside the mortgage. The matter was first tried before referee in bankruptcy, C. L. Collins, at Bay City, who held the mortgage valid. The trustee then appealed to the United States Circuit Court. The case was heard before Judge Swan, the decision of the referee reversed and mortgage held void. The Trust Company then appealed to the United States Circuit Court of Appeals at Cincinnati, where it was heard June 3 and June 13 a decision was handed down affirming the decision of Judge Swan. The Trust Company now proposes to appeal to the United States Supreme Court.

Manufacturing Matters.

Perry—The Perry cheese factory has been sold to S. H. Wallace, who will enlarge its capacity.

Kalamazoo—The Kalamazoo Paper Co. has increased its capital stock from \$120,000 to \$180,000.

Detroit—Hamburger & Silberman succeed Jacobs & Co. in the manufacture of overalls and clothing.

Detroit—The capital stock of the Houghton French Coal Co. has been increased from \$5,000 to \$15,000.

Lansing—The Olds Motor Works at this place and at Detroit has increased its capital stock from \$50,000 to \$175,000.

Detroit—W. H. Anderson & Sons, manufacturers of tools and supplies, has increased its capital stock from \$50,000 to \$100,000.

West Branch—J. Merrick & Son, wagonmakers and dealers in agricultural implements, have sold out to Hammond & Server.

Detroit—The Duncan Run Coal Mining Co. has been formed with a capital stock of \$24,000. The stockholders are J. D. May, 599 shares; J. P. Cuminsky, 601 shares; J. V. Sheehan, 400 shares, and F. A. Robertson, 400 shares.

Detroit—The Gehlert Coffee Co. has been organized with a capital stock of \$50,000, held as follows: L. Ludington, Alpena, 1,000 shares; R. S. Gehlert, Detroit, 2,750 shares; F. T. Schmidt, 150 shares and G. B. Greening, 100 shares.

Kalamazoo—The Riverside Foundry Co. has been formed with a capital stock of \$10,000, divided as follows: Homer Manvel, 400 shares; M. J. Bigelow, 150 shares; Willis N. Pomeroy, 100 shares, and M. F. Richardson, 50 shares.

Coldwater—The Wolverine Portland Cement Co. has declared a div-

idend of 5 per cent. With the 8 per cent. declared in January, this makes 13 per cent. in dividends so far this year. Eighteen rotaries are now working at the plant.

Jackson—The Loeb All Wool Clothing Co. has been organized at this place. The authorized capital stock is \$10,000, held as follows: S. M. Loeb, Jackson, 998 shares; B. V. Becker, Chicago, 1 share; and Chas. Herrman, Jackson, 1 share.

Dimondale—The pickle firm of Hunt, Eby & Co. has consolidated with the Eaton Rapids Pickle Co. and the business will be conducted under the style of the Island City Pickle Co. Salting stations will be located here and at Eaton Rapids.

Ontonagon—The Ontonagon Lumber & Cedar Co. has been organized by D. J. Norton and John Hawley, of this place, and several Eastern parties. The company is capitalized at \$200,000, and will build a sawmill of 150,000 daily capacity. Enough timber is owned to keep the plant in operation for ten years.

Better Than Beefsteak

No Bone
No Gristle
No Fat
No Waste
No Spoilage
No Loss

VEGE-MEATO

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 is firm, with no change in price. Refiners are apparently ready buyers on the basis of ruling quotations, but importers show a disposition to hold for an advance of 1-32c and it is believed this advance will soon be realized, as the demand for refined shows considerable increase and will undoubtedly cause some advance in the raw sugar market. The unseasonable weather conditions have had a somewhat dampening effect on the refined market, but the last day or two trade has shown considerable activity and there is a good demand. Arbuckle has advanced his list five points, but the other refiners have as yet made no change.

Canned Goods—The canned goods market continues very firm, with numerous enquiries for several lines. This applies particularly to apples and peaches, for which there is an active enquiry, but which do not result in as many sales as one would expect, for buyers still seem to be looking for something cheap and as the market is so closely cleaned up, holders are not disposed to shade their prices in the least. There are only a few little lots of apples and peaches scattered around the State, but not any large lots in the hands of one packer. We believe the new pack of both of these articles will come on a practically bare market, and if the packs are as light as present conditions would indicate, these goods will bring much higher prices this coming season than they did the last. There has been considerable interest in the outcome of the pack of peas in Maryland, which will end this week. It has been lighter than was anticipated, owing to various causes, and the scarcity of the best grades is a certainty. Advices say that packers could have sold thousands of more cases of early Junes if they could have supplied them. Eastern buyers are going to the West for the better grades. It is reported that the crop in Wisconsin will be fair, although not so good as it has been for some years past. Corn is firmly held and spot goods are very difficult to obtain. Discouraging reports continue to be received from growing sections and sales of futures are curtailed because of the objection of packers to accepting further contracts. Tomatoes continue very firm, with prices having an upward tendency, but with no change reported. Stocks are very light, indeed, and consequently buying is limited. The small fruits attract considerable attention, on account of the light pack of most of them and the consequent high prices they will bring. There is a very good demand for strawberries, but supplies are limited. Pineapples are very firm at previous prices, with the market tending upward a trifle, owing to the shortage of this season's output, which is considerably smaller than was anticipated. There is a continued good movement in all varieties of salmon and prices are held steadily up too quotations. Sup-

plies are being rapidly absorbed. Advices from the Columbia River are to the effect that the fish have been very scarce during the entire season up to date, reports to the contrary notwithstanding. The best evidence of this is the fact that the pack of the River to date is less than that of last year. Weather conditions have been unfavorable and cold. Fish never run in quantities until after the usual June freshet in the Columbia, which is only just now commencing. The Weather Bureau predicts that the highest stage of water will not be reached this year until the close of this month, and any great improvement in the run of fish can not, therefore, be expected until the freshet subsides, which will probably not be until July. As the spring fishing and packing close August 15 there will be a limited time in which to bring the pack of the River up to last year's figures, particularly as during the last six weeks of the season both last year and the year previous, fish were plentiful and packers were running to the limit of their capacity. They can not do more this year, hence there is no probability that the pack will exceed that of last year, whereas it is quite possible that it may not reach that quantity.

Dried Fruits—The dried fruit market continues quite satisfactory for this season of the year and the general tendency of prices is upward. Consumptive demand continues good and is rapidly reducing stocks of all varieties, so that there is no fear of any large quantity of anything being carried over into next season. Prunes continue in quite active demand, but with no change in prices. There is a good request for almost all sizes on small orders, which keep the stock moving very satisfactorily. Raisins move out well also. Stocks on hand are not large and are firmly held, with no indication of any lower prices being made soon. The present outlook is for a somewhat larger crop of apricots than was at first expected, so buyers are not so anxious to make purchases of these goods as they were a few weeks ago. Prices, however, show no change as yet. There is almost no trade at all in peaches. Currants are moving out well at recent advance. Evaporated apples continue in good demand. The present unseasonable weather is a good thing for this article. Enquiries come in from all sources, but there is a little difference regarding prices in the views of sellers and buyers so sales do not always result.

Rice—The rice market is very firm, with dealers receiving a good amount of business. The general tone of the market is very strong and higher quotations are generally looked for. It is estimated that the amount of rice unsold in Louisiana and Texas on June 1 was less than half of that carried over last season. Late advices from Louisiana state that the season has been unusually cold there and unfavorable to the rice crops.

Molasses—While there is practically no demand for molasses at present, in view of the small stocks and the strong statistical position, prices

are firmly maintained. Dealers are very indifferent sellers and anticipate higher prices soon.

Fish—There continues a good demand for almost all varieties of fish. Codfish and mackerel are both very firmly held and meeting with an active trade. It is stated that stocks of codfish are probably smaller now than for many years at this season of the year. The weather has been unsuitable for curing and dealers are finding it hard work to obtain stock enough of the right kind to fill their orders with. Reports from the East are still unfavorable and indications are that the present shortage will continue and high values will prevail through the season.

Nuts—There is but little to be said about nuts. The only thing for which there is any demand is peanuts, which are moving out well at unchanged prices.

Rolled Oats—The rolled oats market continues very strong and prices show an advance of 35c on barrels, 10c on competitive cases and 20c on Banner Oats, with demand good at the advance.

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—25c per doz.

Bermuda Onions—\$2 per crate.

Butter—Creamery is weaker and 1c lower, being now sold on the basis of 21c for choice and 22c for fancy. Dairy grades are weaker and lower, local handlers quoting 12@13c for packing stock, 13@14c for choice and 15@16c for fancy.

Cabbage—So much stock has been destroyed and damaged by the floods in the South that the market is practically bare and quotations are merely nominal.

Carrots—25c per doz. for new.

Celery—New stock is now in market, commanding 20c per bunch.

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

Cocoanuts—\$3.75 per sack.

Cucumbers—40@45c per doz. for home grown.

Dates—Hallowi, 5½c; Sairs, 5¼c

Eggs—The market is about the same as 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—11c per doz. for silver skins.

Green Peas—\$1.50 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 \$4.25@4.75. 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. Californias in 90 lb. sacks, \$2.50.

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

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—Old have advanced to 85@90c per bu., and will probably touch \$1 before new stock begins to arrive in sufficient quantities to displace them. New are steady at \$1.75 per bu.

Poultry—Dealers now confine their purchases to live fowls on about the following basis: Spring broilers, 18@20c; yearling chickens, 9@10c; old fowls, 8@9c; white spring ducks, 12@14c; old turkeys, 9@11c; nester squabs, \$1.50@2 per doz.; pigeons, 50c per doz.

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

Spinach—50c per bu. for spring stock.

Strawberries—The price ranges from \$1.20 per 16 qt. crate for common to \$1.60 per crate for fancy Gandys.

Summer Squash—50c@\$1 per package, according to size.

Tomatoes—\$1.75 per 4 basket crate.

Watermelons—20@30c for Floridas.

John P. Oosting and Charles Kleinhuizen have formed a copartnership under the style of J. P. Oosting & Co. and engaged in the wholesale tea, coffee, butter and eggs, produce, hay and straw business at 100 South Division street. Mr. Oosting was for ten years city salesman for the Lemon & Wheeler Company, three years for Daniel Lynch and two years for the Telfer Spice Co. and is well known and favorably regarded by the trade. Mr. Kleinhuizen was Secretary of the Roseland Mill & Lumber Co., of Chicago, for fifteen years and brings to the new concern a knowledge of business methods which will supplement the actual mercantile experience of his partner.

J. H. Bouton and James J. McVean have formed a copartnership under the style of Bouton & McVean and engaged in the grocery and shoe business at Hart. The groceries were purchased of the Musselman Grocer Co. and the shoes were furnished by the Herold-Bertsch Shoe Co.

Robert Jones, dealer in dry goods and clothing at Jennings, has added a line of shoes. The Herold-Bertsch Shoe Co. furnished the stock.

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

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Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

The Clerk Market in Country and City.

A very curious condition at present exists among grocery clerks. From my observation of them, as I go about, I would say that there is an oversupply of them in the country and an under supply in the city.

There is not any question at all as to the undersupply in the city. Good clerks are scarce. They can not be picked up as they could once. A good clerk with ambition never had the chance that he has to-day.

You can pick up any city paper you like and you will find somebody advertising for a grocery clerk. Only yesterday Tom Hunter had an advertisement in for twenty, to go in training, whatever that meant. A day or two before McCaffrey & Sons, the big West Philadelphia grocers, had an advertisement in for a clerk, and they seemed to be so hard pushed for him that they made a point of good wages and the chance to advance and took especial pains to say that they would help an ambitious clerk all they could.

It used to be necessary to only say "clerk wanted," in as few words as possible and there would be a long line waiting when the store was opened. But it is not so now.

Only about a month ago I heard Finley Acker ask a fellow who is pretty well posted on Philadelphia trade matters if he could not get hold of some bright young fellows to send around to the Acker store. "We want young men who have brains and really want to learn the business," he said, "and we are not finding them very easily."

The theory seems to be that the tremendous increase in the suburban trolley systems is taking away the young men who would otherwise take jobs as clerks. You see the trolley conductor and motorman do not have such a bad job nowadays. They make close to \$15 a week, which the average grocery clerk does not make, and their hours are shorter than the average grocery clerk's.

You can not blame a young man for going where he can make the most money, and in a way it is a good thing for the grocery business that they go to the trolleys, for most of them would not make good grocers. A man who can be switched off from one career to another probably would not be a good fit in either. It is quite certain that he would not have made a good fit in the first one, from which he was switched off.

The young men who remain, and who can not be tempted to be trolley-men by the few extra dollars, but who insist on learning the grocery business because they feel that that is their business—they are the men who are going to make good clerks.

In the country the situation as I see it is entirely different. Two clerks have asked me only during the past week to get them jobs. The country town holds a lot of young fellows who have no special ambition, and they drift into the grocery business. These, with the clerks who are really there because they have ambition, sort of crowd the country store, and

the excess ought to overflow into the city, and would do so if they knew how.

One of the clerks who asked me to look about for a place for him was kicking because his employer was too stiff, and in consequence he could never get ahead.

I have known the employer well for a long time. He is a straight-back all right—has one of these mouths that shut in a straight line; no lips at all. Sometimes he unbends a little with his clerks, but usually he is stern and stiff, and insists on being the king bee in his little store. His clerks never feel easy with him; they never feel free to go to him with suggestions; as a matter of fact they are cramped and can not expand. He pays them good wages and looks after them when they are sick, and all that sort of thing, but he is not the sort of man that a clerk could get very far with. That is not his fault; he was born that way.

The other clerk was kicking for a reason just exactly opposite. He was ambitious, too, and he thought he could not get on because of the idiosyncrasies of his employer.

This clerk calls his employer Bill, and swears at him when he does anything he does not like. The clerk I refer to really dominates his employer in everything, except in the matter of getting into the firm, which he has tried hard to do. He takes issue with the grocer over any of the latter's orders that he does not like—in short, bosses him.

You can not get ahead with an employer like that, any more than you can walk fast on a greased floor.

So one of these ambitious young fellows kicks because his employer is too hard to get on with and the other because his employer is too easy.

What is the ideal employer, anyway? My definition is, a man who is blind and deaf, and who lets me run the business.

These country fellows would find a change if they came to a city grocery store, where things go usually by iron-clad rule. There is not the chance to hobnob with your employer and make yourself solid with him that there is in the country. I am speaking now of the big city store.

No big city grocer I know of trades chews with his clerks, as I have often seen country grocers do.—Stroller in Grocery World.

A sixteen-year-old boy was recently arrested in London for having stolen 1,750 tools from his employer, a toolmaker. He had removed them from his master's place by installments, his object being to provide a stock to enable him to go into business when he grew up.

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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

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

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

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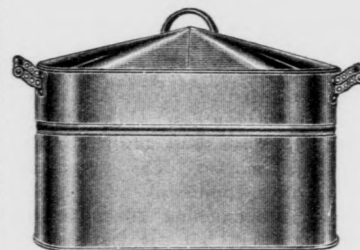
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Old National Bank,
Grand Rapids, Mich.



WM. BRUMMELER & SONS

Flakers of



Good Tinware

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Send For Catalogue.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

BALLOU BASKETS ARE BEST



The Washwoman

The Grocer

The Baker

The Butcher

The Laundryman

ALL USE BALLOU BASKETS!

We make them in many styles, sizes and kinds and we make them GOOD. DON'T send to us for cheap inferior goods. We don't make that kind; but for baskets made to satisfy we are "IN IT." If you sell baskets you certainly want them. If you use baskets you cannot afford to do without them, for no others wear so well—Uncle Sam found it out years ago and uses them by the hundreds. Get into line yourself.

BALLOU BASKET WORKS, BELDING, MICH.

Buchanan's Blind Grocer and Inventor.

Buchanan, June 20—This town has one business man who is a very interesting character, in the person of E. A. Jordan, the blind groceryman. Jordan was born in Charlotte, Nov. 3, 1862, and came to Buchanan with his parents when one year old. When about 17 years old he met with an accident which took from him the most precious of the senses—his sight.

He was grinding a tool on an emery wheel when a piece of steel flew, striking his eye and becoming embedded there. It was removed by local physicians, but both eyes became inflamed and he went to Ann Arbor for treatment. An operation was performed, but his sight was gone.

Nothing daunted, he went to the School for the Blind at Lansing, remaining three years, taking a literary course. He learned to read and write what is known as the New York point system; he owns a typewriter and can operate it fully as well as many who use the machine by the aid of both eyes. About five years ago he started a grocery, which he is now conducting.

Mr. Jordan attends to the wants of his customers himself, weighing the goods and making the change. There is perhaps no article in his whole stock that he can not get, and there is not a piece of coin which he can not tell.

For some time Mr. Jordan has been studying on a scheme for preparing a roof enamel that would revolutionize roof-making, and he is now beginning to realize the fruits of his labors. Last winter he organized the Jordan Roof & Enamel Co., and is meeting with marked success. He has a factory here that has a daily output of 1,200 gallons of enamel per day, and has ten agents on the road selling the goods. He is planning to make waterproof horse blankets, storm aprons, overcoats and overalls that will be soft and pliable. Besides Mr. Jordan expects in the near future to begin the manufacture of three kinds of felt roofing, one of which he says will be fire-proof, and has the specifications for a machine that will turn out a square per minute.

Plain Talk to the Retail Clerk.

A chain is no stronger than its weakest link. In a big store a large amount of confidence must necessarily be imposed in each assistant. The store, to each customer, is for the time being represented by the assistant who is serving, and on the conduct of that assistant will depend the opinion formed of the store as a whole.

Next to the quality of the goods sold, there is nothing which appeals more to the purchaser than the personnel of the firm. In every walk of life is found the potency of personality. The attraction or repulsion exercised by one person over another is just as powerful in business as in social walks of life. If you meet people at a party or at any other pleasure function, you usually put

forth all your efforts to please. Why not do the same in business?

Have you never noticed how one clerk at a certain counter seems to have more people to wait on than others? Does it strike you that many of these people have been waited upon by the same clerk on some former occasion? A man or woman will, as a general rule, seek out a clerk who has served them before, provided that they are satisfied with the service. There is reciprocity between your firm and yourself born of your treatment of those with whom you come in contact.

Every friend that you make for yourself is a friend made for the firm, and the firm's customers, if you handle them rightly, are friends made for yourself. The golden rule applies as much in this instance as in others with little change. Treat every one you meet as though they were your own personal customers, and by so doing you help the firm.

The man who helps his employer is the man whom the employer helps. The firm where every clerk is doing his best to please is the one that is doing the trade. The firm that is making money for itself usually pays good money, and money is what you want.

Remember that a modern store is like a big chain. If you are the link with a flaw the inspector will find you out. Be a strong link always. Then the more of the other links that break, the more your strength stands out.

Read by Clerks as Well as Merchants.

Millsburg, June 19—Enclosed find draft for \$1 in payment of another year's subscription. Please credit same and send your publication another year, as the many benefits we receive through its columns are worth many times the small price asked, and our clerks are much improved by reading it, and we would feel that our business would be like a ship without a rudder on a storm-tossed sea without the weekly arrival of the Iron Age and the Michigan Tradesman, which we class among the best. The Iron Age pertains more to our line, while yours is best for any dealer, no matter what his line or where he is located. The writer has spent the last ten years of his time in calling on Michigan hardware and implement dealers, and it may be gratifying to you to know that when he meets a customer who takes and reads the above papers and encourages his clerks to do likewise, he always finds such a man doing business in an up-to-date manner. His store looks cheerful and inviting, his customers plenty and, no matter how busy he is, he always has a good word to exchange with the commercial traveler who may chance to come his way. This courteous treatment is not alone confined to the proprietor. His clerks seem to be imbued with progressive ideas and are ever alert for the interests of their employers.—Witbeck Hardware Co.

When you get hot lock your talking apparatus. Most successful men are careful of their words.

Advertising Catch Phrases.

Our best sale.
None superior.
Sold while new.
Note the quality.
Things you want.
See the store now.
A value that wears.
Ever see the equal?
Chances for savings.
A harvest of values.
Made for long wear.
Promote enthusiasm.
As much as you like.
This year's novelties.
Hot weather comfort.
Always time for you.
Could you do better?
The time to come in.
Come again bargains.
What we've provided.
All for your comfort.
Helps for the thrifty.
Our idea of godness.
Never a dull day here.
Take the best of the lot.
Are you a good picker?
We ask your judgment.
The day of good things.
Right for ready service.
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We want to divide the good thing.

Wrappers Quiet.

Wrapper and dressing sacque busi-

ness within the last few weeks has been only fair. The early part of May was unusually quiet in the retail field and consequently but few reorders were received. During the last fortnight there has been some improvement, however. The eider-down manufacturers being the first in the field have booked the largest amount of fall business up to date. A few manufacturers of flannelettes, cashmeres and other woolen fabrics have sent their men out with next season's lines.

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E. A. STOWE, EDITOR.

WEDNESDAY - - - JUNE 24, 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 17, 1903, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,
Notary Public in and for Kent county, Mich.

HOW RUSSIA READS US.

The Kishineff massacre and the general treatment of the Jews in Russia having been heartily and roundly denounced by sympathizers in the United States and these denunciations having been preceded by a courteous note to the Russian government from our Secretary of State, the Americans, as a body, well aware that they have done all that can be done, are now waiting with breathless expectancy to see what will be the outcome of it.

It does not need the wisdom of a Solomon to predict that so far as Russia is concerned all interest in the matter was ended with the events as they took place and that any interference from any foreign power would be looked upon as a piece of unmitigated impudence and especially so from the people of the United States. The American republic can not possibly have any quarrel with this empire. It has constantly expressed and shown only the strongest friendship. It was the Russian fleet in New York harbor that bid Europe beware in the days of the great rebellion and all along the line up to the respectful consideration of the wishes of the United States Government in the matter of the "open door" policy in China the same manifestations of good will have been heartily expressed. Therefore, Russia has no fear of any decided movement in behalf of the hated Jew.

The fact is, Russia like monarchical Europe in general, has never been able to understand the national policy of this country. Born to the belief that might makes right she has

never been able to believe that the American policy to "live and let live" does not mean, as it does in the Old World, "live at the expense of everybody who can not prevent it and make the most of every chance when you get it." Selfishness here, as everywhere, is the fundamental principle of national life, only with us is has its own peculiar form of expression. Peter the Great died leaving as his empire's richest legacy the desire for expanding empire with Constantinople—the old Byzantium—as its capital, and piously and faithfully has the line of kings he founded carried out his idea. This country has its undying policy to carry out. It is centered in the "Almighty Dollar." It has made us a nation of money-makers and with that hidden purpose we press strenuously and constantly towards the American mark. Our "open door" policy in China is as bare-faced as her own bold possession of Manchuria. They both mean and amount to the same thing—money. The farce of the century was America's sympathy for "down trodden Cuba." Under Liberty's sweet name Spanish control in the possessions she had held for centuries ended and under Liberty's sweet name that territory will become a part of the United States. It is and has been the Almighty Dollar from beginning to end and will be, as surely as Constantinople is going to be the capital of the Czar!

This sympathy for the Jew, then, is only a bit of by-play that needs no serious consideration. The Yankee does not mean anything by it. It is meet and proper that "The land of the free and the home of the brave," the asylum to which the world's oppressed are thronging should lend a pitying ear to the Jew, but beyond that nothing. There is no money in it—a fact which settles the whole matter so far as the United States is concerned. The friendship between the two nations is too strong to be upset and the massacre of the hated race may continue.

It remains to be seen whether this country's friendship is stronger for Russia than it is for humanity, and whether that nation is to find out how false its reading of the United States really is. If Cuba and Manila in Russia's eyes are only proofs of our national love of gain, it is barely possible, not that we shall fight with her, but that we shall show her that our love of money shall in no way interfere with the national idea of right and that while Americans generally desire the friendship and the good will of Russia they will not sacrifice for these the duty and the right to protect against wrong and injustice and plead for an oppressed and outraged people.

Regrets never follow virtuous actions. No one is sorrowful because, in looking back on his past life, he sees that it has been self-denying and full of labor for others. If he does grieve at the retrospect, it is because his efforts have been so imperfect and because he has done far less than it was his duty to do.

ORIENT WHEAT MARKET.

Ever since the commercial world has taken an interest in China's "open door" there has been more or less talk of the importance of this country's exerting itself to the utmost in catering to the wants and wishes of that vast empire's four hundred millions. The whole range of American production has been gone over time and again with the same convincing conclusion, that it is the American workshop and the American factory only that can surest and soonest aid semi-barbarian China in wheeling into line with modern civilization. Another American product is now added to the list and with this new addition once fairly introduced Confucius and his teaching will be forgotten, the famous China wall will be level with the dust and China, redeemed from the thralldom of the ages, will become the United States of the Eastern hemisphere's grandest continent; and this culmination of Celestial grandeur is to be brought about by the introduction of American wheat.

It is conceded that wheat is slowly but surely establishing itself in the Orient; that the civilizing effect of the work of Yankee brain and fingers is all that the optimist can claim; not for an instant is it to be questioned that the establishment of a wheat market is doing much to forward the upbuilding of an American marine in the Pacific; but it is much questioned whether there has been taken into account the tremendous prejudice which must be overcome before China with her back to her wall and her deified philosopher will live in an American-planned house, furnished by the American manufacturer and, throwing aside her rice and chopsticks, "take, eat and inwardly digest" the modern American meal, made from the product of the American wheat field.

We have a modern instance of the same fact much nearer than China. In what the world calls civilization and enlightenment he would be a brave man who would place Germany far from the head of the procession which she claims to lead. Question that claim and how grandly she would pronounce the name of Charlemagne and with a sweeping gesture talk of her storied past; and yet, with a stunted peasantry crowding her fields, she clings with the prejudice of a Chinaman for his rice to the hard, heavy, sour black bread with the wholesome cornmeal at hand to be had almost for the asking and begging for recognition as a food product. Surely China is not the only nation upon earth blinded by prejudice; and if Europe, who ought to be above it, is so prejudiced what must be looked for in custom-shackled China.

The theory upon which the redemption of China is based is sound enough, and the carrying it into effect is commendable, but not with the expectation of producing immediate results. The making-over of the Celestial empire and the founding of Rome illustrate the same maxim—they were not made nor to be made

in a day, and while the work is undoubtedly worthy of the reward, it is well to remember that, like similar ones, it is to be the result of long and constant effort. So far as the immediate future is concerned the outlook for American wheat is most favorable. If the best European authorities amount to anything the wheat yield in Europe this year will be something like 250,000,000 bushels less than it was last year, while the American harvest according to the same estimate will exceed our last year's crop by 150,000,000 bushels, showing pretty conclusively that there will be no trouble in disposing of this year's surplus; but now and for many years to come it must not be expected that China's 400,000,000 are to be especially interested in the principal output of our great Northwest.

Reduced to a single condition the struggle is to be one between blind prejudice and wide-awake American persistency. The dreamful sentiment of making a Chinaman over into a voting Yankee is already fading and is rapidly becoming displaced by a mutually profitable exchange of commercial values. Here the entered wedge has already asserted itself. The efficiency of the American machine, backed by the already proven American good will, is doing what nothing else can. Into the Chinese market and thence into the Chinese home the American machine finds its way and creates other wants which only our brand-freighted workmanship can supply; and so slowly but surely the needed change is going on, under this influence, and unconsciously, the transformation from the old to the new will take place, and finally as a crowning result the kernel of wheat will crowd out the kernel of rice and China with her prejudices overcome will show, as she does not and can not now show, her appreciation of the "open door" which the United States has so persistently insisted on.

Let us by all means have, then, the Orient wheat market; let not the grand idea of converting the Celestial empire into modern republicanism be lost sight of, but let us waste no treasure and energy needlessly with the expectation of an early transformation from the old to the new.

Grover Cleveland addresses "A Word to Fishermen" in the Independent. He contends for genteel fishing and defends those who make fishing a pastime against classification with common fishermen who are actuated by greed or gain. He urges all honest fishermen to so conduct themselves as to bring no reproach upon their kind. Finally he says: "Let us take with us when we go out good tackle, good bait and plenty of patience. If the wind is in the south or west, so much the better; but let's go, wherever the wind may be. If we catch fish, we shall add zest to our recreation. If we catch none, we shall still have the outing and the recreation—more healthful and more enjoyable than can be gained in any other way."

It is a pleasure to be in a business you like.

SOUTHERN REPUBLICS.

The project for an alliance of Argentina, Brazil and Chile for the alleged purpose of mutual defense against possible European aggressions should be and doubtless is most heartily favored by the Government of the United States. Any firm combination of South American states which shall be able to and does relieve this country from some portion of the burden of sustaining what we call the Monroe doctrine will be very welcome, indeed. There is no doubt that some European statesmen refuse to concede that under modern conditions of trade, communication and transportation the United States can have any greater "interest" in South America than the nations of Europe. They can, in fact, assert with truth that whether we consider volume of trade, cable and steamship communication, or the number of citizens domiciled in South America, European "interests" are far greater than our own. They can also be justified in saying that there is no longer the slightest danger that Europe, by imposing "monarchical" governments on South American nations, may imperil the stability of our own institutions. They may say, and say with truth, that the only "interests" now "at stake" in South America are the trade of its people and the development of the resources of the continent. In these things, they say, their "rights" are as great as ours, and their actual investments much greater. Under these circumstances a very slight exciting cause, under certain conditions, might bring us into very serious trouble. As it stands now, the Monroe doctrine is sustained by the physical power of the United States.

Nobody will attempt to deny that the South Americans themselves have greater interests in South America than any other people can have. An alliance of South American states for the preservation of control over their own continent will have a moral weight far greater than that of any possible declaration of our own. To the representatives of such an alliance would come the duty of meeting the first impact of possible European aggression, we thereby escaping those tedious and vexatious diplomatic discussions by which most international disagreements are finally settled. If, with a South American alliance as the principal in such a discussion, the world should come to understand that behind all was the moral influence and physical power of the United States arrayed in behalf of all reasonable contentions of the Southern people, there would be the greatest possible assurance of the stability of the Latin-American nations, while a great load would be lifted from our backs. Our railroads have increased from 87,800 miles in 1880 to over 200,000 miles at present. The wealth of the country was \$43,640,000,000 in 1880; it was over \$100,000,000,000 in 1902.

These are the figures that tell. In them is found the explanation of the ability to add so enormously to our population and to maintain the added

inhabitants in comfort. Over 30,000,000 more people find sustenance within the borders of the United States than in 1880, and the statistics we have quoted show that they are constantly increasing their consumption of the products of the field and the factory. As we are far removed from the processes of simple barter, the machinery of commerce must be on an adequate scale to effect the exchanges. It is idle, therefore, to speak of a nation of 40,000,000 being more progressive commercially than one of 80,000,000, whose inhabitants consume on a greater scale than the lesser country and whose productions in every line of industry vastly exceed those of any other nation on the globe.

JAPAN AND RUSSIA.

Will there be war between Japan and Russia? That is a question which is engaging the attention of most of the Governments of Europe. Although all parties, diplomatically, profess to believe that hostilities will be averted, preparations are constantly going on which indicate that war is looked upon at least as a possibility. Great Britain is constantly increasing her naval force in the Far East, a process made necessary by the constant additions made to the Russian fleet in that part of the world. Even the United States, although traditionally bound not to interfere except to protect American citizens, are maintaining a powerful fleet in Chinese waters.

By far the most significant indications of war are furnished by the actions of the prospective belligerents. Russia is constantly moving men and stores over the Siberian Railroad into Manchuria, and Port Arthur, which is the most southermost limit of that province, is a veritable armed camp, while Russian soldiers have been massed along the Yalu River under the pretext of protecting Russians, who have acquired timber concessions.

On the part of Japan, there have not been lacking signs of preparation. Japanese soldiers are being sent into Corea under the disguise of laborers, while Japanese dock-yards and arsenals are working day and night. The war spirit is rampant in Japan, it being generally believed in that Island Empire that Russia must be fought sooner or later, and that Japan has a better chance of success now than she might have later on.

Should there be war, what are the probabilities with respect to the result? That question holds out ample room for discussion. Japan has the inestimable advantage of being right on the probable scene of conflict, while Russia must transport troops and supplies thousands of miles. A reverse for Russia would therefore be serious at any period of the war. Japan has made great preparations, both in perfecting her army organization and in building up a truly formidable navy. The Japs are brave and have acquired a knowledge of European military methods that is wonderful. In the war with China

the Chinese were no match for the Japanese, but it remains to be seen whether or not the undersized yellow race can make any headway against a modern European Power. There are those who believe that the military strength of the Japs has been over-estimated, and such may be the case. Only once has it been possible to compare Japanese troops side by side with Europeans, namely, in the advance on Pekin. It must be confessed that all accounts praise the work of the Japanese, extol their courage as well as their endurance and field equipment. The little Japs are terribly earnest fellows, well armed and fearless. That they are capable of defeating Russia it is almost impossible to believe, but that Russia will have a hard time of it in a struggle with Japan is reasonably certain.

It is well to remember, in connection with the possibility of war between Japan and Russia, that there exists a treaty between Japan and Great Britain, under the terms of which England binds herself to assist Japan, should a second power attack her while engaged in hostilities with any one power. Should France come to the active aid of Russia, England would then be bound to assist Japan.

Great Britain goes on building ships of war. She has more than any other nation, and more than any two or three nations likely to be leagued against her. She keeps on increasing her navy because other countries

are increasing their navies. Great Britain intends to maintain her position as the leading maritime power. To do so will cost a lot of money that would do more good if expended in other directions, but the British admiralty announces that it will not curtail its programme until other governments become more modest, and it will not propose any international agreement as to naval enlargement. When other governments announce that they are tired of building war vessels the British may promise to think about resting from their labors.

The Indiana gas wells are lessening in their flows to such an extent that some of them have ceased to be profitable. Since Monday the city of Indianapolis has had no supply of gas for domestic purposes. Those who have been accustomed to use it will hardly know how to get along with coal. It is freely said that if the gas had not been wasted during the period immediately following its discovery the supply would have sufficed for many years.

A writer in Science makes clear the mystery of popcorn by explaining that "the starch polygons are of such nature and construction as to facilitate expansion and render it explosive in character; there is a fracture of the particle along its two radii the endosperm swelling very considerably, the peripheral portions cohering with the hull, but the fractured quarters turning back to meet below the embryo."

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Perfection Biscuit Co.

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PRACTICAL FORESTRY.

Work of One Man in That Direction.

A quarter of a century ago, in the heyday of lumber jacks and sawmills, when the business of log running and booming along the Grand, Muskegon, Manistee and other rivers of Michigan was nearly at its height, an event occurred that may be regarded as one of the first seeds of the present forestry movement in that State, and out of which have come a Michigan forestry commission, a State reserve of 57,000 acres, the organization of departments of forestry in the University of Michigan and in the Michigan Agricultural College, and a healthy public sentiment in favor of the preservation and the restoration, as far as may be, of Michigan's magnificent forest wealth.

In 1878 Charles W. Garfield, the enthusiastic young Secretary of the Michigan State Pomological Society, brought to the attention of its members the importance of giving careful consideration to the question of forestry in Michigan. At the February meeting of the Society a petition was numerously signed, urging upon Congress the advisability of sending a commission abroad to enquire into the methods pursued in England and on the continent in growing forests and preserving those already grown. A paper was read at this meeting by Professor Beal, of the State Agricultural College, on the question, "Shall we begin to grow plantations of trees, and how?"

Congress did not act, the years passed by and nothing came from these early seeds. Apparently they had fallen on stony soil, and in the meantime the valuable forests along the river courses were melting rapidly away. Although Grand Rapids was never a great sawmill town there were extensive tracts of timber along the Rogue and Flat Rivers and other affluents of the Grand which furnished many millions of feet of clear cork pine for the mills. The river bosom also furnished valuable lessons during all these years of the forest slaughter that was going on. In 1869 T. Stewart White formed a partnership with Thomas Friant and took charge of the logs in the river at Grand Rapids, booming, sorting and delivering them to the mills at Grand Haven during a period of twenty-one years. The sawmills at Grand Rapids during the '70s and '80s were cutting over 30,000,000 feet annually.

Those were strenuous days for the trees. Lumbermen saw only firsts, seconds, culls, lath and shingles, and the farmer only wheat, corn and potato fields in the forest areas. In the days when wheat was worth \$2 and upward a bushel the farmers of Southern Michigan, almost to a man, insisted that they could not afford to save even a small wood lot; every tree must go.

In 1885 Mr. Garfield, then Secretary of the State Horticultural Society, prepared an exhaustive report on "The Forestry Problem," which is embodied in the Society's public records of that year. This paper was

also issued in pamphlet form and was given a wide circulation in the State. The relationship that exists between timber and civilization, trees and men, the love of trees, shrubs and beautiful landscapes and other advantages coming from these associations and worship "under God's first temples" were alluded to, but the author did not stop here. He struck into the meat of the matter, the questions of direct profits to owners, comparative values of species, adaptability of species to climatic condition, forest statistics, tree destruction and tree planting. The paper was prepared with great care, after many years of observation and study, and it awakened widespread interest throughout the State in a subject that theretofore had been thrust out of mind as being dull and profitless. Two years later

of an act was secured providing for the organization of the Michigan Forestry Commission. This was a great step forward, but the agitators were conscious that only the fallow ground was broken and that there was still plenty of hard work ahead.

The Commission asked at the hands of the last Legislature a clear title to all lands set apart for forestry purposes, the authority and the necessary funds for buying private holdings of land, so as to solidify the State preserves, which was granted.

It now looks as though the slow footed years will yield tangible results. There are signs of promise at every hand. Governor Bliss said in his last annual message to the Michigan Legislature:

"Interest in forestry in Michigan has materially increased since the

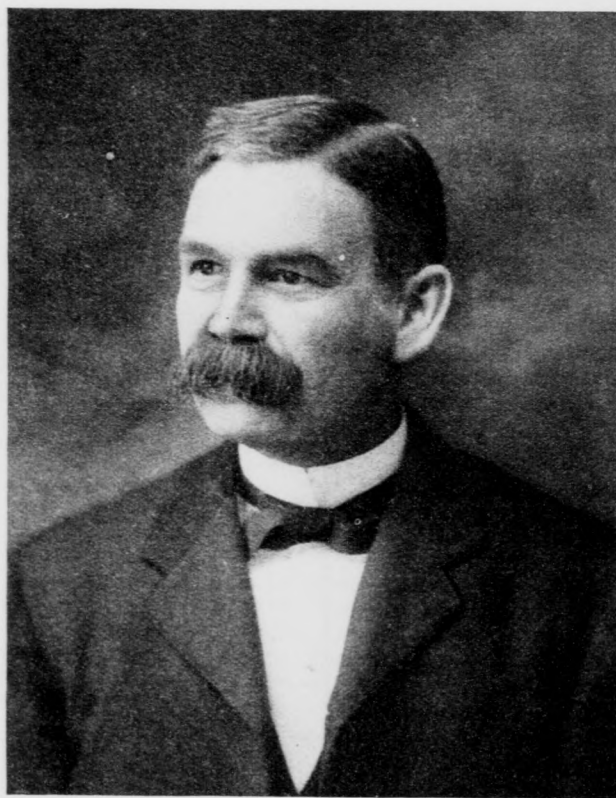
ers' Association, whose annual meeting occurred in Detroit in February, devoted considerable attention to forestry. Urgent invitations had been extended to members of the State Commission to be present and an address from an authoritative source, full of practical suggestions, was read.

Burton farm, lying at the head of Jefferson avenue, a beautiful drive leading south from the heart of Grand Rapids, is the home of the Hon. Charles W. Garfield, President of the Michigan Forestry Commission. In 1891 Mr. Garfield planted from the seed a forest of six acres in a field that had just grown forty bushels of wheat to the acre. The ground was prepared as for corn and rowed both ways. In planting, the individual trees were given four feet in the row and the rows were eight feet apart, giving each tree thirty-two square feet of ground. These trees were cultivated for two years and kept absolutely free from grass and weeds. No pruning whatever was done, nature being given full charge of the young forest. The varieties planted were locust, Russian mulberry, box elder, catalpa, white ash, silver maple, Norway maple, basswood, American elm, white birch, white pine, Austrian pine, Scotch pine, Douglas spruce, Norway spruce, white willow, sycamore, black ash and a few specimens of other sorts intermingled with some of indigenous shrubs.

The plantation was arranged for the most part with the varieties in blocks although in two of the areas the varieties were mixed. The tallest growth in the twelve years has been made by the silver maple and the largest amount of wood has been developed in the silver maple block. The best bodies have been made by the Austrian pine although the white birches show very clean handsome trunks. The locusts were planted two years earlier and have made a wonderful development of wood in their bodies so that to-day they would cut one good fence post and two vineyard stakes for each tree, furnishing an object lesson in tree growth that ought to stimulate planting in all regions where fence posts are getting scarce and expensive. No timber of rapid growth excels the locust for fence posts.

This young plantation is on ground that is far from ideal for the growing of trees. It is a very loose gravel and there is no retentive subsoil. The water table lies about fifty feet below the surface, which is a long distance to draw water by capillary attraction in loose gravel. The growth of the trees has been steady, and while they have suffered severely during some of the dry seasons none have died and a good degree of health has been preserved throughout the forest.

The sort that has been affected least by continuous drouth is the Norway maple, and although this is not a timber tree the experiment shows that it is an admirable tree for planting in dry soils, as it will make ground cover very rapidly. As a



by legislative enactment the State Board of Agriculture was constituted as a Forestry Commission, the affairs of which were placed in the hands of Charles W. Garfield and Professor Beal. In 1888 the first State Forestry convention of Michigan was held in Grand Rapids, with a large attendance. The session continued through two days, and among the papers presented was one on "Forest Fires," by Arthur Hill, of Saginaw, who is at the present time a member of the Michigan Forestry Commission, having lost none of his interest through the years in Michigan's great problem. This law was repealed by a subsequent Legislature.

As the years passed Mr. Garfield, with a few faithful co-workers, never ceased in the work of agitation and education along their favorite purpose. Finally, in 1899, the passage

creation of the Forestry Commission, and there should be such additional legislation as may be required to advance the work the State has undertaken. Steps are necessary to perfect title to the lands set apart for this to have the authority requisite for the protection of such lands as may be placed under its control. It seems purpose, and the Commission ought inadvisable to cripple any counties by practically turning them into State forests, and this phase of the question should have careful consideration before any irrevocable steps are taken."

The farmers' institutes in Michigan are a most potent force in shaping public sentiment, and it is noteworthy that at the roundup institute held at Owosso February 24, to 26, one entire session was devoted to forestry. The Michigan Retail Lumber Deal-

nurse tree the Norway maple is found to be fully as well adapted as the box elder or the American elm.

Plants found only in forests are beginning to appear here and there in the plantation, called there by the conditions that have been created. The mulberries in fruiting time attract colonies of birds from the neighboring cherry orchards and are worth a great deal to the owner in this indirect manner.

During the present season Mr. Garfield will prune a portion of the trees in one-half the plantation, with a view to assisting nature in making clean trunks. The trees on the rest will be allowed to grow as they please, or in nature's own way.

Mr. Garfield says there is no reason why a farmer can not at small expense turn the waste places of his farm into forest growth. The small trees one year old can be purchased of nurserymen for almost nothing; or, better still, the boys in the family can secure the seed and the seedlings may be grown in the garden, affording a rich and wonderful experiment to them in the unfolding of tree life.

An elm on Burton farm, grown from seed planted in 1879, now measures sixty inches in girth at a distance of eighteen feet above ground. A white pine, grown from a seedling only a few inches long pulled up in the woods in 1879 will cut a 12-foot log larger than many trees now seen floating down our rivers to the mills. Its girth a foot and a half above ground is forty-seven inches. A row of Scotch pines set out nine years ago are now twelve to fourteen feet in height and are handsome thrifty trees.

Mr. Garfield was father of the forestry movement in Michigan and he still remains the strong and tireless leader in the good cause. He was born in Wisconsin in 1848 and came to Kent county with his parents in 1858. His early days were spent on the farm, and in 1868 he entered the State Agricultural College at Lansing. While in school he gave especial attention to geology and the kindred sciences with a view to entering the teacher's profession. Too long hours of study impaired the young man's health and upon graduation in 1870 he turned his attention to horticulture. Since that time he has always been prominently identified with the horticultural societies of the State and with everything pertaining to trees, fruits and happier farm surroundings. Although modest and retiring in nature, he has always been ready to help in a material way every good cause, sacrificing his health and business interests often for the sake of others.

"Light is the one thing wanted for the world," said Carlyle, and Mr. Garfield has been a torch bearer for years into every section of the State. Studious and scholarly, an easy speaker, always having something to say that is meaty and mathematical in its directness and application, combined with rare kindness of nature and great personal magnetism, he is one of the most popular men in the State and at all meetings of farmers and

fruit growers he is almost indispensable. In 1881, when a member of the State Legislature, he secured the enactment of a highway tree planting and tree saving law which is still in effect. He fathered the resolution that provided for Arbor day in Michigan.

In addition to these accomplishments, Mr. Garfield is one of the leading bankers of the city, being President of the Grand Rapids Savings Bank and a director in other banking institutions, as well as other industrial enterprises of the Furniture City.—American Lumberman.

Timid Advertisers.

A timid advertiser will never be a successful advertiser. The moment a merchant goes into an enterprise in a half-hearted spirit, he chills the iron which ought to be struck when it is hot, and kills all chance of shaping the metal to the form of success. Only courage and enthusiasm will impart the magnetism so essential to satisfactory results and if an advertiser does not possess these, he would better be content with the small triumphs to be gained in the most conservative channels. "Be bold, be bold, be bold," was originally applied as the course to be adopted for those desiring success in politics and war, but never was it more applicable than to-day as the proper policy for the man who would win success in business.—Printers' Ink.

By some remarkable oversight Nature neglected to deposit respectable quantities of tin in those parts of America owned by the United States. Tin is the one metal absolutely necessary in the production of staple manufacturers which has had to be imported. Attempts have been made quite frequently to develop deposits of this metal in various sections of the United States, but with little success, either through the deposits proving too lean to work satisfactorily, or through the operation being conducted with insufficient capital. Renewed attention is now being displayed in this direction. Companies formed to operate in South Dakota and Southern California are announcing with confidence that they have not only the deposits of tin ore, but the capital to work them properly, and it is hoped that this year may see tin produced on a commercial scale.

The meaning of the word economy is often misunderstood. If you can make an expenditure of fifty dollars return a good profit, wouldn't it be better economy to spend a hundred dollars, and double the profit? Economy, then, means the using of money to good advantage. The directors of a certain railroad system replaced the general manager because they thought he was spending too much money. His successor retrenched and dividends increased for awhile. In the course of a few years the road was so run down that it had practically to be rebuilt. Was that economy?

There is as much money in holding old trade as there is in gaining new.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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



"The Kady"

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

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GOOD BARGAINS IN SECOND HAND AUTOMOBILES

No. 1. 1900 model Locomobile 5 h. p. steam, cost \$20, in A-1 condition throughout, all thoroughly overhauled and repainted with red and black trimmings, looks good as new, with new burner and chain which cost \$30, also four new tires which cost \$50. Has detachable Dos-a-Dos rear seat, new carpet and high new dash. It is a quiet and easy running steamer and worth fully \$500, which will sell for \$325 spot cash, first \$25 deposit received will get it.

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

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

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must be decorated with ALABASTINE to insure health and permanent satisfaction. Write for Alabastine Era and free suggestions by our artists. Buy only in packages properly labeled "Alabastine."

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RUBEROID ROOFING

FOR ALL CLASSES OF BUILDINGS

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GRAND RAPIDS, MICH.

Transition From a Traveling Man To a Farmer.

Old David Northman, as his friends commonly called him, had been a traveling salesman for a great many years. Traveling out of a Michigan city he was familiarly and favorably known wherever his line was sold and given the glad hand of welcome by his trade.

Rather short of stature he was, and of medium weight, with a clean shaven face and a serious look, that would melt away and be succeeded by a cheerful and radiant countenance when greeting a friend. When his features were in repose, they wore that patient set look that comes from the enduring of long train rides and long waits. Not a showy dresser, he was in character and disposition exactly what his appearance proclaimed him to be—a steady, plain, solid, substantial traveling man.

When I first knew him some fifteen years ago, I was clerking in a store where he had but recently introduced his line and I was attracted to him by the fact of his at once making friends of me, same as the proprietor, a circumstance that the observation of later years told me was simply a good point in salesman-ship.

The years went on and the acquaintance thus begun ripened into a warm friendship. I had been promoted to a junior partnership and became buyer. After my marriage, I would invite him out to my home when he was in our city to spend the evening and thus put an oasis in the desert of his loneliness away from home, for he was a domestic, home-loving man.

When thus in conversation, I soon discovered the latent reason for the serious countenance. He was worrying about old age. The mirror told him that the grey hairs in his head outnumbered the black by a large majority, and the calendar told him that he was past that bunch of years called the prime of life. He saw on all sides the formation of trusts, combinations and consolidations and the stifling of competition, and noted the withdrawal of many a traveling man. He knew that many men of his age were frequently laid on the shelf, to be succeeded by younger men. Married late in life, his possessions consisted of a very comfortable modern home in the suburbs of the city he traveled from, and little else, so that he was in no position either to retire or be retired.

Nor was David different from many another traveling man. Between the ages of twenty-five and forty, a successful salesman enjoys a succession of pleasant and swiftly passing years, but there comes a time some day, and sometimes it comes with a sudden jolt, when he realizes that a change in his affairs may come. He may be road tired or there may be a change in the firm or there may be the chance of a younger man replacing him in his territory or something else, and if he has not been provident and saving, the condition of past-middle-age, and not independent

becomes an everpresent and sometimes worrying thought.

So David took counsel with his wife and between them they agreed to sell their home and buy a small farm not too far from the city and engage in the business of fruit and poultry raising, with the end in view of bringing the farm up to the point of production where within a period of from three to five years, he could resign his position, retire from the road, enjoy his home, have a business of his own and, finally, in his older age, be in a position where he would be independent of trusts, combinations, business changes and all the rest.

This was, indeed, a worthy ambition and right worthily has he worked it out. He went at it with all the zeal, energy and grim determination that had made him a successful man in his calling. He always had a farm paper or poultry journal to read in leisure time on trains or in hotels, and whenever he found a useful article, he cut it out, mailed it home and his wife pasted it in a scrap book for future use and reference.

In a short time he had, through a real estate agent, made a trade of his home for a ten acre farm located about three miles outside of the city limits and, incidentally, gave a mortgage for \$1,000, so he began the enterprise in debt.

He had some ready money, but it was all required in repairs to house and barn, and the purchase of horses, wagon, agricultural implements and other necessary articles for a good start. The farm was fairly well planted in fruit, but the poultry business had to be commenced from the beginning.

He then made a new contract with his firm, which they, fortunately, were glad to make, whereby he was to travel only eight months in the year, remaining at home during the four best months for the farm, May, June, July and August. He was successful in getting good, intelligent help, which was a very necessary adjunct, considering how he had to leave affairs while on the road.

David kept me posted as to what he was doing and I felt greatly interested, for the rather humorous part of the matter to me was that he had not been raised on a farm, nor had he at any time in his life ever had anything directly to do with a farm. It seemed to strike other people similarly, for the man who lived across the pike on a beautiful hundred acre farm and who had been a farmer all his life, when he heard through the usual gossip channels, the plans of his new neighbor, remarked with a knowing wink to a friend, "Well, I'll just give that traveling man a year to get sick of it and clear out."

Last year that same farmer was heard to remark: "Well, if that man Northman isn't selling more stuff and getting more cash off his ten acres than I am off my hundred." And it was so.

After David had got his farm started and under way for a year or so, I had him up to my home for a quiet chat and pressed him for more details

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It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

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There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

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CERESOTA is the highest priced flour in the world. Why so? Because it is the best. It is made from the finest selected Minnesota wheat, by the best and most ingeniously constructed mills that it has been possible so far to construct, operated by millers who have spent years in making flour and command the highest salaries. Consumers who have used CERESOTA believe this because the results show it. To buy the best wheat, build the best mills and operate the mills by high salaried, capable millers makes CERESOTA cost more than any other flour, but the quality warrants the price.

Judson Grocer Company

Wholesale Agents
Grand Rapids, Mich.

of the reasons why he had made the change from a comfortable modern suburban home to a farm home, and developed this new plan and ambition in life, for I was becoming deeply interested.

"Firstly," said David, "to a man of home loving and domestic traits and tastes, this road life, with its hotels and trains, and its lonesome Sabbaths is an unnatural life and chills the very soul of a man.

"Secondly, from a pure financial standpoint, when a man owns his own small farm and has it all paid for, he can always be sure of raising almost all of his own living on the place, and the fruit and poultry money would be surplus enough to buy clothing, dry groceries and other sundries, so if he loses his job for any reason whatsoever he can always retire to a life of independence and freedom from worry, the same and really better than he could if he were a rich man.

"Thirdly, established on a small fruit and poultry farm it affords as a business one which always will produce the largest returns possible on a small invested capital and is also capable of further development.

"And fourthly and lastly," said David, "I will enjoy the pure pleasure of home living in all that it means. The eating will be vastly better by being raised on the place. The radishes, lettuce and onions will come to the table in all their original crispness, instead of the lifeless, stale kind the city resident buys from the huckster wagons. I will not eat any more hotel stringy asparagus, but it will have with the other vegetables the freshness of being in the ground at 9 a. m. and on the table at noon, for instance. The sugar corn will be growing on the stalk at 10 a. m. and the roasting ears will be on the table steaming at noon. The peas or the lima beans will be on the vines and in the pod in the morning and fresh on the table at midday.

"And eggs, too," continued David, "did you ever eat poached eggs on toast where you felt that the eggs had been in cold storage for six months and although not exactly bad were yet stale enough for unpleasant thoughts, not to speak of the taste? Just think of me hearing the hens cackle as they lay eggs and having those same fresh eggs poached on toast a few hours later. Then think of the milk and the pure butter, the pure lard, the pure cider vinegar and the cider. Pure food laws won't be necessary on my farm.

"Then consider the fresh fruits, the strawberries, the raspberries, the cherries, the apples, peaches, pears and plums and the grapes right off the vines. You know I am right in the Michigan fruit belt, where things are extra choice."

Three years passed before I was able to avail myself of an opportunity to visit him. During that time I had been kept faithfully informed as to the enterprise, how the mortgage had been paid off and various improvements made.

Last summer my family had been for some weeks in Northern Michi-

gan, and in the latter part of August I was to join them. Finding I could lay over a day in the city of my friend, I planned to do so, arriving in his city early next morning. I called him up at his home by telephone from the depot and he gave me directions as to what trolley cars to take to a point where he would meet me with a buggy. A half an hour later I reached the meeting place to find him and his little daughter waiting for me in a handsome rubber tired buggy with a beautiful iron gray horse. Old David's face was wreathed all over in smiles of welcome, and we drove out a picturesque Michigan pike to the farm, where a tempting breakfast was waiting.

After breakfast we started on a tour of inspection. The house itself was a comfortable, cosy country home, with two large porches covered with some flowering vine. In front of the house and at the sides of the walks were beds of flowers in full bloom and very artistically arranged, showing at a glance that the beautiful had not been neglected for the useful.

On the way to the barn I remarked about him having a telephone. He said he could not get along without it. It connected him with all the commission men and fruit buyers of the city, also private homes and hotels that bought his eggs and poultry and simply brought the markets right to his doors.

I asked, "Do all farmers have telephones?" He said, "No, but this one does, and I am running this farm on exactly the same economic and business principles that you are running your business house, taking advantage of every invention that will produce a dollar, adding side lines that pay and letting nothing go to waste, not even a fallen apple. I make cider and vinegar out of that."

Arriving at the barn, I noticed projecting from one end of it a wired enclosure twenty feet square and as high as the barn, and within it I saw a number of white homing pigeons flying around.

Said I, "Are these an adjunct of a fruit farm?" Said he, "Yes, or anything else that sells for cash. Those are imported Belgian homers, and sell for \$5 each for a pair of old ones and \$3 each for a pair of youngsters. Had an order last week from Georgia for three pairs of old ones with a money order enclosed for \$15. Profitable side line, you see."

Well, I did see, but it was surprising, nevertheless. In the bottom of the same enclosure were a number of fine Belgian hares, another profitable side line.

The barn itself was a model of cleanliness and order. On one side was a space divided off for a wagon and implement and tool shed. In the tool shed was a carpenter's bench and vise and on the wall hung carpenter's and machinist's tools of every description.

One thing I could not help remarking was that all the farm implements, plows, harrows, etc., when not in use had been brought in under cover and cleaned and oiled.

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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

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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

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.

On many a farm in Southern Ohio farmers leave their farm implements in the place where they last unhitched their horses from them, leaving them exposed to a winter's weather and under such conditions they do not last very long.

Not seeing a cow or cow shed, I said, "David, where is the cow?"

"Sold it," said he, "because I can buy butter and milk from my neighbors cheaper than I can produce it, and at the same time avoid all the trouble of milking and churning, which work generally falls on the women folks."

"Fact is," continued David, "there is hardly any spot on the place where there's enough grass growing to support a cow. So many things pay better that I could not afford to let the grass grow. See that space there."

I looked as indicated and saw what would ordinarily have been called a barnyard. It had been planted in a thousand raspberries bushes.

"That's intensive farming," said David.

"What's intensive farming," I asked.

"Intensive farming," replied my friend, "is where every square foot of land is put to some use and made to produce. You will find the whole farm that way."

I was beginning to get amazed.

My farmer friend then led the way to his fancy poultry stock and my eyes looked on the inspiring sight of about 150 pure high bred White Wyandottes. To a city born and city bred man, who did not know much more than the difference between a black and a white hen, here was a chance to imbibe some knowledge. In answer to my questions he told me he called himself a White Wyandotte specialist, and as such sold settings from his fancy stock at from \$2 to \$3 for thirteen eggs, and sold fancy stock cockerels for from \$3 to \$10 each and that it was more of a question raising them than it was of finding the customers.

I said, "How do you advertise?"

He replied, "Don't have to. I send my stock to poultry shows and take prizes and that gets my name published among the winners and poultrymen write me from all over the country. Sales follow."

We next visited a large wired enclosure, divided into six yards, in all of which were approximately 500 more White Wyandottes which he called his broiler and laying stock. Just why and how they were divided off, I do not distinctly remember, because I was in the A, B, C's of poultry, but I do remember in a general way that it was because in that way they produced more revenue.

Noticing near by a long building shaped like a bowling alley, I said, "David, what's that?"

"That," said David, "is the winter laying house."

It had graveled floor, was white-washed, clean, had plenty of light and contained a stove. Two lines of roosts extended the entire length of the house over a platform two and a half feet high.

"In winter," continued David, "I

cover the floor a foot deep in straw and feed grain. The chickens have to scratch hard for their food, thereby getting their natural exercise, the stove keeps them warm and I get from eight to ten dozen eggs all through the winter when eggs are from thirty to forty cents per dozen. It pays."

Near the house was a small building on the side of a hill. We went over to it.

"We gather up all apples that otherwise would go to waste, crush them to cider on the ground floor in the cider mill and then when a barrel of cider has worked, siphon it down to the cellar below, where it ages into vinegar. I have eight barrels of vinegar now and there's more to come. It will bring a good price in the winter."

Then we went through the orchards and the vineyard and the same thoroughness of business management was visible everywhere, and everything seemed prospering. I marveled at the farm and its success and he said that any traveling man could achieve the same results if he would simply be observant and put into operation the same business methods which he sees successful merchants use and apply them to a farm.

On our way back to the house I asked him if he kept books. For answer he pulled from his vest pocket a memorandum book, which he said was a synopsis of his books at the house.

The gross income for May, June, July and August was a little over \$1,700, and for the year I have since learned was within a very few dollars of \$2,500. The four months mentioned are always the best income months on the kind of a farm my friend is running. I asked about the expenses.

The largest item of last year was the wages of a young man whom he had secured from an agricultural college. He paid him \$30 a month and board and considered him cheap at that. This young man worked with his head as well as his hands and excellently with both and proved by his work that high priced labor, when it had education and brains behind it paid good dividends. Here again I saw the long headedness of my friend.

The other expenses were the female help in the house, and then the poultry food, oats, corn, etc., for the horses, but they did not add up as much as I would have supposed.

In the afternoon the iron grey horse and rubber tired buggy were brought around and my transformed traveling man friend took me for a long drive over the city and surrounding country. During the ride I congratulated him on the complete fulfilment of his ambition of some five years before.

"Yes," said David, "I am off the road now, resigned my position, achieved my ambition. I am independent of the fear of trusts and combinations and free from all the worries incidental to the life of a traveling man. No more lonesome

For a delicious dish, ready to eat, use

Cera Nut Flakes

The Good Food

There is none better in the market. Our repeated orders and increasing business, compelling us to provide for larger facilities, are proof of the above.

Fall in line and order through your jobber.

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Forest City Mixed Paints

are made of strictly pure lead, zinc and linseed oil. Guaranteed not to crack, flake or chalk off. FULL U. S. STANDARD GALLON. Our paints are now in demand. Write and secure agency for your town. Liberal supply of advertising matter furnished.

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Established 1865.

CLEVELAND, OHIO

evenings and Sundays, no more nights on sleepers. In fact, I am the sole proprietor of a small but profitable business, which fears no competition, and gives me the home domestic life that does not often fall to the lot of the traveling man. I live well, I eat well. I enjoy home and family and, although my hair is gray and there are some lines in my face, my heart is younger, my life feels renewed and the coming of old age no longer gives your friend David the worry it did when he was on the road as a commercial traveler."

Chas. Edgar Wilson.

Ideas on the Arrangement of the Store.

That everything published for clerks does not apply to every clerk is so, but there are always some points that can be picked up and used to advantage by every practical clerk.

What does not fit one case, will another and where one clerk fails another will see success.

In a detailed description of a large store, the arrangement of the stock shelf displays, window displays, accounting system, etc., will be found details that can not be applied in all of their parts, to the small city store or the country store. But there will often be a single idea to be obtained, from a writeup or a photograph, that will help you out on some perplexing problem in your store.

A clerk in a country store had worked on one of those small old fashioned windows, without much success, until he discovered in a photograph the idea of pyramiding the goods, now he has a display of breakfast foods in that old window that is the pride of the "Boss."

If you have a square store room, the center space can generally be used for a display, with good results.

For a stand or shelves empty packing cases, of a uniform size, can be covered with wrapping paper and used to a good advantage, in building up a form. These cost nothing and some very neat, attractive display stands can be worked out of them.

Empty cases covered with paper, will be found, to be convenient in building up a foundation for the window displays.

There is such a thing as too many counters in a store. The modern store uses as few counters as possible and these for wrapping goods on. The glass counter or floor case is replacing the wooden counter.

With the solid counter and show case on top, the shelf display is shut off from sight, and a store is made to look crowded.

These conditions are pretty hard to overcome, with the old fashioned fixtures. But a fellow can with a little study sometimes accomplish big improvements with only the old stuff to work on.

The clerk with a desire to improve himself and his store will do well by getting a good stand in with the traveling salesman. In his travels he sees original ideas for handling and displaying goods, for handling trade and up-to-date store systems.

Incidentally a clerk can learn some-

thing from the salesman's sample cases.

Care should be taken to have your window displays seasonable. You can use one brand or several brands of the same material, but work to make your display carry a suggestion to the observer. Remember that some goods sell without being displayed, while the sale of others depends almost entirely upon the way they are displayed. Regular staples do not require much display space. It is the novelties, the fancy bottled goods, package goods and the new goods that must be shown to attract the buyer.

These are picnic days—make a special effort to attract attention of the trade to canned and package goods, packed especially for lunches. You will probably be surprised to find lots of people who have never known that a good many goods you have in stock could be purchased in prepared form.

On a hot day, a table display of Root Beer Extract will sell the goods, and help to swell the day's receipts. The trade will ask for butter, but you can sell more cheese if you will show it.

A wholesale concern wanted a man to take charge and direct the work of its traveling force. They picked out the salesman showing the greatest yearly sales, over about thirty men. To be sure that this salesman merited the position, they compared his territory with the others, but found it no larger nor his expenses no greater than the others, still he sold more goods.

The secret of this salesman's greater sales was in the displaying of his goods. He carried his samples and showed them. (Most salesmen carry them, but do not always show them.) He gave particular attention to getting his goods displayed after they were in the store, helping the dealer to make his store attractive and at the same time getting his own brands well to the front.—Commercial Bulletin.

Judged by Appearances.

Judge Siebecker, of Wisconsin, who was lately elected to a seat on the Supreme Court bench, when a Circuit judge has displayed Solomon-like wisdom in some of his decisions. Two men appeared before him. One was a butcher, who claimed that the defendant owed him \$10 for a meat bill. The defendant, a strikingly thin and gaunt figure, denied the bill. Statements and counter-statements followed each other with rapidity. The lie was passed, but the constable intervened.

When was this meat purchased which you sold the defendant?" asked the judge.

"During the past four weeks, your honor," declared the butcher.

"Then I decide this case in favor of the defendant," remarked the judge, deliberately, as he scrutinized the emaciated figure before him. "His appearance indicates that he has not eaten \$10 worth of meat in his lifetime."

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SPLENDID LINE OF

LIGHT AND HEAVY HARNESS

OUR OWN MAKE

We fully guarantee them
Also remember our good
values in HORSE COLLARS.
Our line of Lap Dusters, Fly
Nets, Horse Sheets and Cover
is complete. We give
special attention to Mail
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BROWN & SEHLER
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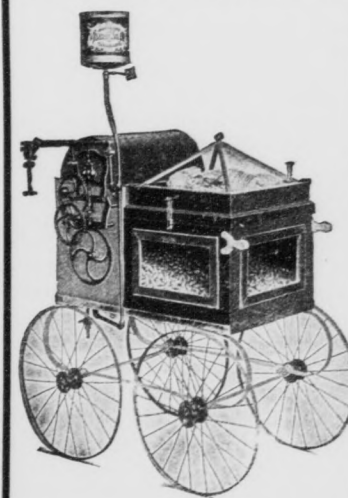
Saddlery Hardware

Manufacturers of Fine Hand Made
Harness.

Full line of Nets and Dusters.

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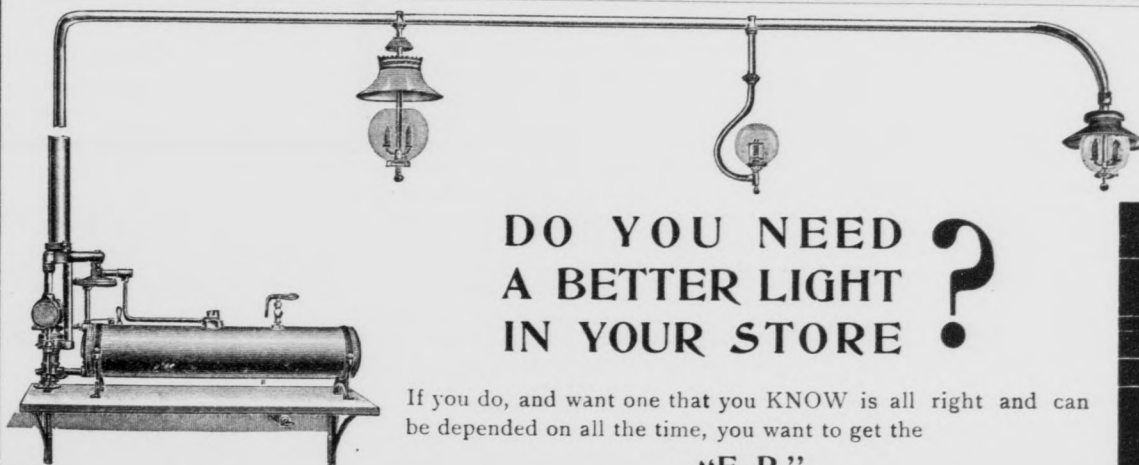
Little Gem Peanut Roaster



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

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

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



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

Coming Styles in Shirts, Collars and Cuffs.

That the spring season of 1904 will bring colors into prominence is indicated by the orders for shirtings already placed. Buyers have shown a preference for solid color grounds, in both prints and woven fabrics, with blues, grays and slates predominating. Orders are so far running heaviest on mottled grounds, or end and end weaves in madras and cheviot goods. These two-color grounds are one end white and one end blue, one end white and one end black, the colors being woven alternately in the loom. The new corn or leghorn shade in shirtings has won favor and will undoubtedly be quite conspicuous next year. It is a pretty tone of yellow.

These color grounds are brightened by woven stripes and figures in contrasting colors. Dark and light blues, several shades of red, including a new dark red bordering on a garnet; warm pinks and a rose pink, heliotrope and a darker purple; golden brown and black and white are all used in the woven stripe and figure patterns which embellish the mottled grounds of the new shirtings.

There are fewer cords than formerly, although cords will be in again. The new stripes and figures are in mercerized yarn, their bright sheen imparting a fresh and lively appearance to the goods, giving them an air of distinction not possessed by the goods of former seasons. There are many leno effects—lace-like patterns woven on the surface of the cloth. Other patterns show lattice work in motifs appropriate to shirtings, the treatments being quite unlike the fashions of either the present or coming fall season.

Although grays loom up again as strong, if not stronger than they have yet been, the new grays and slates, the rich pearls and silver grays seem to possess more character than the grays we know to-day as being in vogue. According to clever buyers grays have found more of a place in their estimation of what will sell for next year than any other color, although blue and corn are close followers of gray in the matter of choice. Light browns, or shades bordering on the tan, even when there is only a suggestion of it in a stripe or effect on a light ground, or a dark one, does not seem to meet with the approval of those who elect to regulate the fashions by their selection. Pinks, reds and heliotropes are also shown, and many have commented upon their beauty, but they are passed up to the "not wanted" class by buyers.

Whether or not pinks, reds and tans are thus ignored because the shirt factories still have on hand a surplus stock of these colors, which have not sold readily during the past year, or whether buyers consider them strictly out of it for next year, has not been explained satisfactorily. That the factories have stocks of these colors still on hand is true, but whether there will be any

use for them next year is a matter yet far in the advance. Manufacturers of shirtings, in forecasting in their own minds the probable tendencies of a season in advance, were sanguine of business on pinks, reds, heliotropes and tans. They argued that the retailers complained the goods of the present were too staple and that a return to these colors, or including them for the coming year would be welcomed, as greater variety would thereby be imparted to shirt stocks and give a wider field for choice to the customer. And in bringing out these colors they were encouraged by the prominence given to them this season in the highest grades of shirts by the smart retail shops and leading custom shirt makers.

Viewed in the light of their reasoning and considering also that the buyers have only made such selections as will tend to give unusual somberness to the season, the question naturally prompts itself: Are they making a mistake in limiting their purchases to but a few colors? The season, however, is still young. Buyers have hardly had time to determine just what they do want. The character and small volume of their orders indicate conservatism. Caution is, no doubt, inspired by the experience of a year ago. Stocks accumulated then have not yet been reduced to a satisfactory level. That there are old stocks is undoubtedly the cause of the sporadic spring business. Improvement may bring great changes in style selections.

In printed fabrics the choice seems to be fairly well divided between light and dark grounds, stripes and figures. Many of the dark grounds selected closely simulate woven fabrics brought out for fall. Imitation lines seem to be more numerous than ever.

The style tendencies are so pronounced for color grounds next year that, considering the success of the attached cuffs, the winter negligee—which is taking a strong hold on the retail trade—the time seems to be not only opportune but favorable for a return to the attached collar vogue of several years ago. An attached collar negligee coat shirt for next spring might be a good departure, if introduced by a large manufacturer and properly pushed. The attached collar shirt would be more acceptable in the dark shirtings coming in for next year than in the light grounds which have been popular, and would have to be brought out in a good grade of shirts, as the style, if acceptable at all, would be most so for business dress, in the pleated or soft front of madras and cheviot and dark ground percales.—Apparel Gazette.

Agreed With Him.

An Episcopal clergyman of Cincinnati was being shaved by a barber who was addicted to occasional spreps. The razor manipulator cut the parson's face quite considerably.

"You see, Jackson, that comes from taking too much drink," said the man of God.

"Yes, sah," replied Jackson; "it makes de skin very tendah, sah."

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.

The William Connor Co.

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

Wholesale Clothing

Established 1880 by William Connor. Its great growth in recent years induced him to form the above company, with most beneficial advantages to retail merchants, having 15 different lines to select from, and being the only wholesale READY-MADE CLOTHING establishment offering such advantages. The Rochester houses represented by us are the leading ones and made Rochester what it is for fine trade. Our New York, Syracuse, Buffalo, Cleveland, Baltimore and Chicago houses are leaders for medium staples and low priced goods. Visit us and see our FALL AND WINTER LINE. Men's Suits and Overcoats \$3.25 up. Boys' and Children's Suits and Overcoats, \$1.00 and up. Our UNION-MADE LINE requires to be seen to be appreciated, prices being such as to meet all classes alike. Pants of every kind from \$2.00 per doz. pair up. Kerseys \$14 per doz. up. For immediate delivery we carry big line. Mail orders promptly attended to. Hours of business, 7:30 a. m. to 6:00 p. m. except Saturdays, and then to 1:00 p. m.

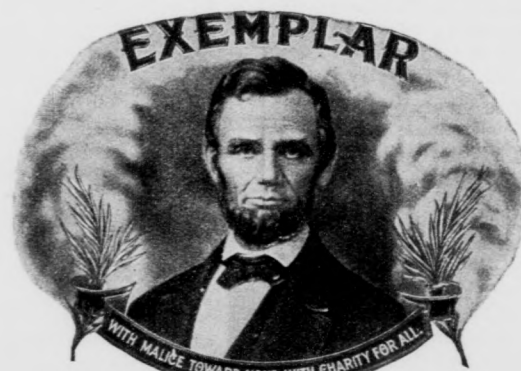
"Just as Handy as a Pocket in a Shirt"

Have you seen the Handy Pocket in the Gladiator shirt? A postal card—one cent—will bring salesman or samples.



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

or, How to Get Rid of the Year's Drone Days

Is it possible for the average merchant in the average town to do a really

People are tired of your "staples." You have been battering away on them now for four solid months. They know your stock from A to izzard. Too late for spring stuff and too early for fall. It's like offering corned beef and cabbage to a dyspeptic, trying to force dry goods and clothing down the reluctant throat of a public that doesn't want to buy goods anyway. Your people are suffering from an attack of indigestion as the result of overmuch feeding on staples. You must tempt them with "something different" or they will not buy.

Take another look. Aren't there some last winter's goods on the main floor that are positively better off in the store room? Why not "double-up" some of those loosely piled items? Have you a counter down the center of your store, and if so is it double decked?



Maybe the space underneath same goes to waste, or the space under the side counters, or that between the shelving and ceiling. We firmly believe that every merchant reading this, if he knew just the good a bargain department would do his business, would find a way to *make the room*.

Take a lesson from Field and Wanamaker and all the other stores that started out in the big, high toned exclusive dry goods way;

You'll find in all this country scarcely one metropolitan store of consequence that does not make bargain counters and bargain basement and "leaders" and "special sales" a regular feature of its store policy.

They have prospered because they were big enough to learn that the way to success is to sell all grades of merchandise to all classes of people—not merely “fine” goods, but “medium” and “cheap” as well, leaving out nothing but trash.

For stores just beginning in THE BUTLER WAY we make a specialty of putting up what, for want of a better name, we call "Expert Assortments." Each of these lots of goods is picked out separately by one of our trained salesmen, who selects goods for the *particular* store in which they are to be offered, and not by rote.

These assortments are made up for the single purpose of helping our customers start right, for we appreciate that unless your new feature is a success re-orders will be scant and small.

We put up Expert Assortments ranging from \$20 worth of penny goods to \$5,000 stocks for full fledged bargain basements or variety stores.

So far as we know there is no form of advertising, excepting only the bargain department, that *pays a profit*.

At the very time your bargain feature is pulling people in and making them talk about you (which is all advertising ever does) it is earning a profit for you.

To make the thing go you must give compelling bargains. To do that you must sell some of your goods mighty close. The men who are most successful in this line are not afraid to pay

\$1.35 for an occasional 10-cent item and 60 cents for a 5-center now and then.

Withal, the chances for profit on the rank and file items are so good that the men who know how manage to *average* 33 $\frac{1}{3}$ per cent on cost right through, "leaders" and all.

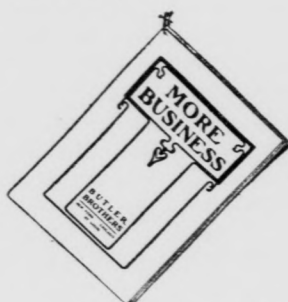
Pretty good that for a feature whose primary purpose is advertising.

THE BUTLER WAY will work off
your overstocks of seasonable goods.

You know how hard it is to force odds and ends even when trade is brisk. Now you've got to do it at the very dulllest time of the year. With every merchant in town running a "July clearing sale at cut prices," no wonder the public gets tired.

A bargain department will not only pull people into your store, but will give you a machine for grinding odds and ends into quick cash.

Mix the slow sellers right in with your new fresh attractive Homegoods, and both will sell together.



We have recently published a little booklet, styled "More Business," which tells about THE BUTLER WAY in general and bargain departments in particular.

It goes into details as to goods and methods, contains many illustrations of fixtures and store interiors, and is packed with hints that will be found helpful by the beginner.

It is pretty hard for an enterprising merchant to peruse this booklet and not

**Our New Catalogue
is No. J460.**

FREE to merchants. No one else can have it.

be persuaded that THE BUTLER WAY
is what he needs. Free to merchants.

Nothing succeeds like success. The following are "boiled down" from verbatim letters printed in our July catalogue from merchants whom we started in THE BUTLER WAY.

Says a man with a two-year old bargain basement: "I would not think of running a store without the bargain basement. Quick sales, turning stock often and fair profits bring good results, making the bargain basement and in fact the entire store hum."

"Began 12 years ago with \$500 worth of 5 and 10-cent goods. Gone in two weeks. Now have \$3,500 stock in basement."

Old line hardware man put in bargain counters. "Had to lock the doors to keep customers out." Has increased his business 50 per cent.

Big dry goods firm put in 5 and 10-cent counters. Now has large bargain basement. "The business done is increasing every season and is a great help to our general dry goods business."

"Opened my bargain counter yesterday and today am almost sold out. A big success. Rush my order right along."

Started with bargain counter, grew to bargain basement. "Find the basement department sells more goods for size of investment than any department in the store and that it is a good advertisement for the whole store."

Any merchant will find inspiration in reading these real letters from real merchants. See the pink pages of our July catalogue.

Granting that THE BUTLER WAY is all we claim for it, why buy the goods of Butler Brothers?

Because we know the goods that sell in bargain departments.

Because if you see an article in our catalogue you know, not only that it is good value, but that it is a *seller*.

Because we assemble right goods from the four quarters of the earth and offer them to you in one compact line.

Because we handle a larger line of hardware specialties to retail at 5 and 10 cents, for example, than is offered by any exclusive hardware house in America. More low priced items in dry goods than the dry goods jobbers, etc.

Because you can order from us in one shipment goods that could be bought elsewhere only from a dozen houses.

Because we make it our business to provide the "leaders" without which no bargain department can be a success.

Because (and chiefest reason) when you buy an article from us you can buy a dozen or a gross at an absolutely right price without the need of shopping.

BUTLER BROTHERS

NEW YORK CHICAGO
ST. LOUIS

WHOLESALE OF EVERYTHING—BY CATALOGUE ONLY



Factors in Fixing Fashions in New York.

The appearance on the street of the shawl collar on overcoats last winter was commented upon in these columns at the time. The shawl collar is out again, and this time on business dress. It was seen on a double-breasted sack coat of brown mixture with a black stripe. The collar was extremely narrow, and broadened out toward the first button. The effect of this long, unbroken roll, flat pressed, was very smart, and gave the wearer a distingue air, not conspicuous at all, but indicating a peculiarity in taste. The desire for novelty in coat collars seems to have run riot this season, and the shawl collar, lending itself most appropriately to that long, low front droop so much sought after, undoubtedly influenced the tailor in designing this garment. Since the shawl collar is receiving so much more attention than formerly and is no longer confined to formal dress garments, one hardly dares predict what use may yet be made of it.

I made a study of a newly fashioned coat I saw on a smartly dressed young man promenading Fifth Avenue one afternoon this week. He wore a suit of pepper and salt mixture, not uncommon, by the way; but the cut of the coat caught my eye. It was undoubtedly meant to be an English walking coat, but it came as near being a full frock. The skirt was very full over the hips, the back pleats being French pressed, and the skirt in front lapped, as in the frock, down to the bottom, where it rounded very gradually, the round corners being so shallow that it required a second look to convince one that they were not square. There was a breast pocket, slanting to the front, a small pocket at the waist seam with a flap, and side pockets, with flaps, placed just below the middle of the skirt. Of course, the pockets determined the style of the coat, but it was an oddity just the same.

That custom goes a long way toward establishing a vogue or popularizing a style goes without saying. And such being the case, the good dressers in New York, who have gone in for frock suits of neat gray worsteds and English walking suits of natty mixtures with white waistcoats, colored shirts and rumchunda neckwear, are doing much toward establishing the light-colored waistcoat and the solid color shirt as the most genteel summer dress. The combination is cool in appearance and an undoubted comfort to the wearer. Those who claim to know something about good form in matters of dress say that the fancy waistcoat, the fetching colored, soft laundered, pleated front shirt, and printed or pongee neckwear will be adopted this summer by the man who knows, as being much superior to the careless negligee shirt and belt. It is said by more than one good authority that the fancy vest will be worn right through the hottest days in the summer by the well dressed. There is a strong argument in favor of this prediction in the fact that more fancy

vests are being worn in New York at present than heretofore.

Is there not something significant of a probable vogue in brilliant colors indicated in the wearing of rich colors in neckwear, by New York's best dressers, with fancy shirts of lilac, yellow or natural linen? The contrasts between cravats and shirts are pleasing and harmonious. How much so this was I had no idea until I saw a fellow with a high colored shirt and a gray scarf and white waistcoat. Perhaps this taste for what is harmonious has something to do with the introduction of so much brilliantly hued neckwear in the shops of late. The colors are certainly livelier than any shown previously this season. And grays are not so conspicuous as formerly. Rumchundas, even, are out in solid greens, reds, garnets, blues, slate and ecru. Are we on the verge of a color season?

Apropos of colors in men's wear, I am reminded of an incident of the day before Decoration day. I was impressed then with the bright colors in the shirts and neckwear and the large number of white vests worn by the college boys who were leaving town during the day for the country, home or some of the numerous holiday sports. The college student is a factor in establishing style.

None except the color blind can help being impressed with the kaleidoscopic medley visible in men's furnishings these days. The most brilliant shades are not confined to neckwear and shirts, but are even conspicuous in braces and belts. The latest color schemes in cravats and suspenders take in tartan plaids, embracing all the clans, from the lightest plaids to the most somber squares in red, green and blue. As to belts, we are departing from black and tan to take up white, yellow and blue. Next in order will be the parti-colored Roman stripes and brilliant chintz shades of several years ago. Vogue for men seems to be shaping itself colorwards.—Apparel Gazette.

Do Old Men Die From Idleness?

There is certainly far more evidence for belief in the dreariness of old age after active work has been laid aside than for the shortening of life which results from the enforced inactivity. Two notable instances, and perhaps freer from doubt than most, as to whether it is ennui alone that kills and not the disease of old age or a more specific malady are those of Napoleon the Great and Bismarck. The one lived six years in St. Helena, the other eight years at Friedrichsruhe, each "eating out his heart." A wise man, if not too dyspeptic, will never lose touch with actual life. There are old men with young hearts, and the patriarch when he has a young heart is perhaps the most delightful type humanity can show us.

Success depends less on superiority of intellectual powers than upon a peculiar adaptation to the business or profession one follows.

This cut represents our

Dickey Kersey Coat

of which we are large manufacturers



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

OVER THE OCEAN.

Experience of Two American Girls Abroad.

The Americans do not say much about it—in England—but we really are impressed with certain styles which the fashion papers and our dressmakers say are "quite English"—that is, in America, you understand. So when we were preparing to come to Europe this summer, Katheryn and I, we wore our old clothes until they were threadbare.

"We'll get something new to travel in," said Katheryn, "but we'll buy all the things that are 'so English' in England, like tailor-made dresses, those comfortable shoes with nice broad heels, shirt waists, high collars, and heavy gloves, the things in short, that are stiff and straight, quiet, elegant and unobtrusive.

"Then we'll go to Paris for the fluffy frivolities, the idiotic high heels—which we are too weak-minded to give up because we think they do look prettier with a party dress—and those audacious summer gowns with lace yokes, which, of course, these popular English girls do not wear."

In America, the things you buy at the small places cost more than at the big ones, so we started out to find the big ones in London. But the only stores we could find were two or three stories high—you could put about a dozen of them in one corner of Siegel, Cooper & Co., or "The Fair," or any of the big department houses in New York or Chicago.

There were hosts of women streaming in and out, but at first we thought they must be all French. In the whole week of watching we did not see one tailor gown, which we had drummed into us by our tailors as so "correctly English." Every other woman wore French heels, and as for high collars—well, they weren't there at all. Such transparent yokes we never expected to see even in Paris, and where collars ought to be—there was nothing.

It was a joke to watch Katheryn's face, she was actually shocked. "Are these the proper English women I see before me?" she cried one day with a dramatic gesture.

But when we began taking our dinner at the restaurants down town her stock of adjectives was exhausted. There were no words to express the state of her feelings in the superla-

tive degree of being shocked. Some English people at the hotel were shocked, by the way, that we two girls should dine down town without a chaperone. Well, it was bad enough to see the low-necked dresses in the restaurant that were worse than our most extravagant ideas of wicked Paris; but it was worse in the streets to see the women in the hansoms who were going out to dinner or to the theater.

"What would your father do if he saw you in an open carriage like that, with such a dress on, and with your wrap thrown back so that every man in the street could see you?" I said, just to hear what she would say.

"What would he do?" she answered, crossly. "Why, he'd take me home and put me to bed. And don't you talk to me any more about your 'proper' English fashions."

These things put us rather out of gear, as far as our plans for shopping in London were concerned, but we decided to buy some things anyway. One day we thought we had at last discovered a big store. There was an elevator and a book department and a barber's shop quite like New York, although we did not discover the meat department.

I bought a yard of ribbon, but when I started to pay for it the clerk said, "And your number, madam." "Oh, I'll carry it myself, thank you," I said, thinking he meant the number of my house, and wanted to send it. But he did not mean that, he meant that the store was a private one, and people could not buy unless they "belonged" and had a number.

The clerk seemed very sorry, and hastened to explain that it would be quite right if some friend who did "belong" would introduce us. But that struck us as being too unutterly funny for anything, and we both got purple in the face from trying not to laugh. Here I was with my money, and there was the clerk with that yard of ribbon, and I could not pay for it and take it away without being "introduced."

Katheryn burst into a giggle as soon as we got into the street, and she giggled over the occurrence all the evening. But she woke me up in the middle of the night to say seriously, "Here's a pretty state of affairs if we have to be introduced every place before we can buy a

package of needles or a spool of thread. An up-to-date American store is good enough for me, where 'spot cash' payment will buy anything, and the floorwalker does not care a grain of salt about your social position or about your being 'introduced.'"

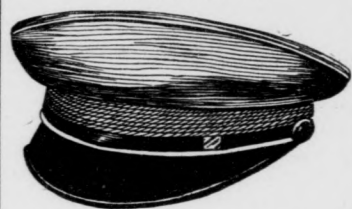
We found that it was not so bad as she feared, and there were plenty of places where they would take our money and not ask first for an introduction. But we never knew what to ask for, because the American name was generally different from the English. We decided in the end to publish a dictionary on "English and American English," and make our fortunes.

We went in a shoe store and asked for "Oxford ties." They are known the length and breadth of the American continent as the reigning English style; but they are known in London as "the great American shoe." We saw them labeled that way in all the leading stores. Then, shoes were not shoes unless they were slippers; when they were high, they were boots. When we needed a spool of thread we asked in four different places and they said, "We don't keep it, thank you." We said, "Thank you," and they said, "Thank you." That made Katheryn smile again, and she was starting to say "Thank you" again, but I pulled her away, else I suppose they would still be saying it to each other.

In the fifth shop, however, we got our thread. There was an American woman at the counter, and she told us to ask for a "reel of cotton." Katheryn said, "Thank you" twice, and the clerk said it three times. I told her it was evident the clerk's business to say it last, so we might as well stop trying to get ahead of her in it.

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.

The Kent County Savings Bank

Deposits exceed

2 1/2 million dollars.

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

The banking business of Merchants, Salesmen and Individuals solicited.

DIRECTORS

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

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

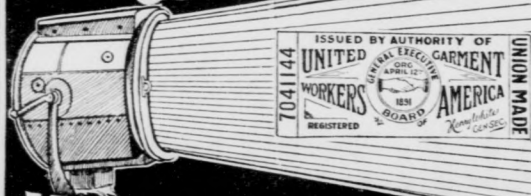
"The Clothing that makes Rochester famous."

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



WILE BROS. & WEILL BUFFALO, N.Y.

stands the light
—it bears critical inspection.

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

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

Men's Suits and Overcoats

\$3.75 to \$13.50.

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

Every line with a little extra profit to the dealer. Detroit office at 19 Kanter Building has samples—salesmen have them, too.

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



We heard a woman ask for "calico" one day, and the clerk brought her a roll of muslin for sheets, when we expected to see a bolt of figured cotton stuff for a cheap dress. We spent half a day buying a tape needle because we did not ask for a "bodkin." We asked for shirt waists, and the clerk said he was sorry, but they did not keep them, and when Kathryn saw some, he begged her pardon, and said: "You mean blouses, I see."

Kathryn is very thin, and she wears a very small collar. She wanted to buy one in a certain store, and the woman pulled down a lot of boxes, but could not find one small enough. So, of course, we did not buy any. But when we were leaving the woman said: "That's the way with you Americans, you look at everything in the shop and never buy." As if we would buy her collars when they were two sizes too big!

We told this story to some English women we know, and one of them said: "I never dream of entering a shop without buying something before I leave. Now, I have gone to the same milliner for twenty years, and if she has nothing that I think suits me exactly, I just take what does not suit exactly but close to it." To which Kathryn replied and it certainly was spiteful of her—"I wondered what was the matter with your hats!"—London Daily Mail.

Of Course Not.

A school inspector not long ago, after examining a class in geography on his annual visit, began to entertain the children by giving them an account of a holiday tour which he had made the previous year, and finished up by narrating vividly a hair-breadth escape from death while climbing the Alps.

"Yes," observed he, "it was while toiling up a steep slope that I missed my footing and fell down an awful chasm several hundred feet deep, being caught by a projecting ledge of rock halfway down; and," added he feelingly, "lucky it was that I was rescued from my perilous position a few hours afterwards, or I should never have come to examine you again."

"Oh, well, never mind," sympathizingly exclaimed a small boy at the foot of the class; "you see, in that case we shouldn't have expected ye."

The Way It Usually Ends.

Von Blumer—What kind of a cook shall I fetch home?

Mrs. Von Blumer—Get one about thirty, who can make good bread, knows how to cook all meats, can make fine pastry, who never has company, doesn't go out nights, and has the very best references.

Von Blumer—But suppose I can't get such a cook?

Mrs. Von Blumer—Oh, well, get any one you can, then.

If we will take the good we find, asking no questions, we shall have heaping measures. The great gifts are not by analysis. Everything good is on the highway.—Emerson.

The Burden of Great Riches.

The troubles of the rich received a forcible illustration in a recent conversation between Senator Clark, of Montana, and one of his friends. The Senator said that he had once received from an English syndicate an offer of \$80,000,000 for his mining property.

"Why didn't you take it?" asked his friend.

"I want to live a little longer," was the ambiguous answer.

"What do you mean?"

"Well," said the Senator slowly, "it may seem strange to you, but if I sold out for \$80,000,000, I wouldn't be alive to-day, I firmly believe. Just think what it means to invest \$80,000,000. All the work and worry suffered by all mankind since the death of Adam would not be equal to the work and worry involved in trying to invest that amount, and I decline the job. I am too old for work like that."

The Four Requisites.

There is no specific formula for preparing a successful advertisement, and no certainty about advertising, except that it is expensive. The principal requirements for the preparation of advertising are a fair knowledge of the English language and intimate acquaintance with the thing advertised, good judgment in the selection of mediums and a deep insight into human nature. Of these four requisites, the first three are easily learned; the last is seldom acquired.

After skill and judgment have been exercised to the utmost, one may contemplate the finished work with satisfaction, and say: "This advertisement ought to pay"—but that is all. No one can say with absolute certainty, "This advertisement will pay."

Avoided Specification.

A well-known Presbyterian minister is never happier than when relating his pet anecdotes concerning courtship and marriage. One of his favorites, which he usually reserves for wedding breakfasts, is of a young couple of his acquaintance who had been married by a Quaker. Immediately after the ceremony the Quaker said to the bridegroom:

"Friend, thou art at the end of thy troubles."

A few weeks later the man came to the minister, boiling over with rage, having found his wife a regular vixen, and said:

"I thought you said I was at the end of my troubles."

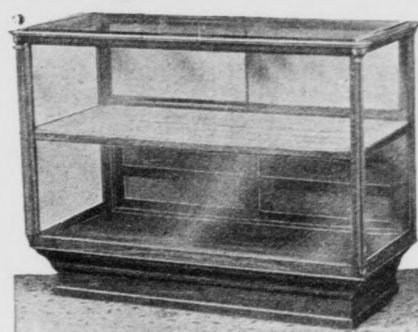
"So I did, friend, but I did not say which end," replied the Quaker.

Excessive Sweating of the Feet.

In the German army the following powder is said to be used for this condition: Salicylic acid, two scruples; starch, one-half ounce; powdered talcum, two and one-half ounces. In mild cases a bath of alum-water, followed by the dusting powder given above, is sometimes effective.

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 36 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

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



**SEARCH
METAL POLISH**

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

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

MANUFACTURED BY
M^C COLLOM MFG. CO.
DETROIT, MICH.
U.S.A.

"Search"

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

**McCollom
Manufacturing Co.**

Chamber of Commerce,
Detroit, 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.

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.

Shoes and Rubbers

Footwear Bought By One Who Was Flush.

It was the day after the ball at the Doughby's, the dinner at the Geitner's and the reception at the home of Mrs. Lotta Gelt. Events which had occurred on a schedule as stated numbering backward.

Mrs. Longreen was up somewhat early for her during the social season for it was not yet 1 o'clock. No. Not 1 o'clock at night. She had not gone to bed then. "Retired," she was learning to call it as old Longreen became richer and richer. One in the afternoon of the succeeding day time.

"Marie!" she cried, faintly and peevishly, "Marie!"

Marie was the maid, whose real name was Abbie Dabney. But, of course, a person of much money like Mrs. Longreen couldn't be expected to have a maid with such a name as that, and Abbie Dabney, who had even gone so far as to learn a French accent so that she might be a more acceptable maid had been perfectly willing to undergo rechristening as a part of what she exchanged for her liberal stipend.

Mrs. Longreen's own name was Elizabeth, and a beautiful name it is. Away back in the seemingly impossible early days when she worked in the family of a neighboring farmer, she had been known as Liz, and she was such a nice wholesome girl that she always ate at the same table with family after she had put the fried pork and the boiled potatoes and the milk gravy on the table, cut the two pies in quarters and placed them at the point farthest removed from the hired man who was also a fine, bright wholesome fellow, who on that account also ate with the family—and his name was Ike Longreen. And so, without any waste of words you can imagine the whole romance of love and fortune, while Mrs. Longreen is still calling "Marie!" more and more peevishly and until Marie finally responds.

"What is the hour?"

Now neither you nor I with our training and what it has cost us at various tracks to pick them out would probably have been able to resist the temptation to reply "to to i," but Marie, who was better trained and onto her job, replied, with a little courtesy, "Lacking ten minutes of 1 o'clock, madame."

"So late? I must hurry."

"Will madame have her luncheon here?"

"I think so. Is Miss Crane here?"

"No, madame. She is at lunch," do you get onto that "lunch" and "luncheon" of Marie's? Miss Crane is the Secretary and highly educated and from one of the oldest families in the country, even as her name comes from one of the longest, but it would not do, in Marie's mind, to have her eat a meal of the same name as the one of which the rich Mrs. Longreen partook. This was one of the fine little distinctions of Marie. Wouldn't that make a nice name for a book in its 60th thousand—"The Distinctions of Marie,"—if I ever write a book

that's what I'll call it—excuse me for breaking in on Marie's reply. She went on to say,—"but Miss Crane left madame's engagement card."

And so Mrs. Longreen looked it over while she was waiting for her luncheon to be brought up. It read:

Half after Three—Director's meeting—The Longreen Home for disabled society women—The Minnetonka.
Four o'clock—Home.
Five o'clock—Reception, Mrs. Mandel-built.
Half after six, dinner at home, nine covers. (Guests on verse).
Half after eight (?) Theatre party, (dinner guests), The Pinkenheim Opera house.
Eleven—Small dance—Mrs. Tootue.

As Mrs. Longreen was being dressed for the director's meeting she asked Marie what she was to wear at the reception, and Marie silently pointed to the gown all laid ready even to the hat, stockings, wrap and shoes.

Mrs. Longreen glanced the outfit over critically. "Those shoes," she said, pointing to the dainty creations, "have I not worn them several times?"

"On eight occasions, madame," replied Marie.

Mrs. Longreen turned pale and seemed about to swoon. "Land!" she said, and then flushed scarlet with confusion.

Call the carriage, Marie. I must shop a bit before I go to the meeting.

* * *

The Longreen carriage stops before the shoe department of Kidd, Scads & Co. Mrs. Longreen steps out and into the store.

Mr. Scads himself comes forward to wait on her, but he calls a clerk to come with him and do the detail work, for Mr. Scads is getting along where he knows what safety deposits are for, and his wife is beginning to think thoughts, and Mr. Scads is a bit careful.

Mr. Scads—Is it a subscription for the "Home" this afternoon or can I serve you professionally, Mrs. Longreen?

Mrs. Longreen—I'm entirely out of shoes again.

Mr. Scads (who has an idea that he can be a bit lightsome, himself, now and again)—What a pitiful case of destitution.

Mrs. Longreen—It is I assure you, I must have a pair right away for this afternoon. I can't wait to have them made.

Mr. Scads—I am sure that we can fit your foot, Mrs. Longreen, from some that we have on hand. You have such an ordinary foot—I mean, of course, that is, your foot is so near the perfection of art standards, eh, Ah, yes, James. Thank you. Now this one, Mrs. Longreen, an exclusive style which we have just imported. Is it not beautiful? Mrs. Longreen, a bit frigidly: I can not wait to have them sent home for trial. Won't you please see if it fits me?

Mr. Scads—James, will you fit them, please?

Mr. Scads—Ah!!! B-e-a-utiful! Is it not exquisite. It is half a size smaller than you wore last time. Is it quite comfortable, Mrs. Longreen?

Mrs. Longreen—Quite so. Aren't they ugly?



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.

Caro, Mich.

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

Advertised Shoes

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

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

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.

Mr. Scads—A little odd at first perhaps, but the very latest and most exclusive thing.

Mrs. Longreen—Very well. I'll have them put in the carriage, please, as I wish surely to have them this afternoon.

Mr. Scads—Thank you. Now that you have gone to all the trouble of coming down this afternoon, Mrs. Longreen, can't you give me a few more minutes to show you some of our new creations? We think that they are wonderful, the finest that have ever—

Mrs. Longreen—Oh, I do need some dancing slippers, I had almost forgotten. Mauve, I think.

Mr. Scads—One moment, James, before you have those done up. Now, here, Mrs. Longreen, isn't that beautiful? They are a modification of a Parisian conceit, but I am proud to say that they are produced by our own experts, and we have advanced orders already from the other side, so that our own customers can wear them this time before the goods are even shown on the continent. Could anything fit more superbly? I don't like to urge you, Mrs. Longreen, but just at this instant I have this slipper in all of the colors in which it will be made and for several gowns—

Mrs. Longreen—They are pretty and quite soft and comfortable. Have you mauve and brown, and old rose, and one, of course, patent leather?

Mr. Scads—All but the old rose, Mrs. Longreen. I fear it will not be worn this season. Now, perhaps, but not later.

Mrs. Longreen—Very well. Put them in the carriage, I might as well take them all with me after—

Mr. Scads—And wouldn't you better let me add a pair of those shoes in welled soles for street wear, similar to those you have on, you will need them soon, I'm sure.

Mrs. Longreen—Very well.

And before James had finished relacing the almost new pair of shoes which Mrs. Longreen had worn when she came into the store, the bulky bundle of shoes had been hurried out to the carriage and Mr. Scads himself opened the door as Mrs. Longreen swept out, while James made out the book-keeper's check which bore old Longreen's name at the top and a total carried out at the bottom of \$67.

Oh, I would that Laster & Fitem's lair occasionally lured a customer like unto that.—Ike N. Fitem in Boot and Shoe Recorder.

The Michigan Central has just published a quaint souvenir of the Boston N. E. A. Convention, containing interesting accounts of Boston from Morary's Distionary, 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.

You can always tell a donkey by his lack of horse sense.

A Successful Salesman.

One girl who made a phenomenal success in the shoe department within a month after promotion tells how she did it.

Most persons who buy ready-made shoes," she said, "are obliged to try on several pairs before they get fitted. Naturally, the wear and tear on the rejected shoes often softens and stretches them considerably, and by the time they have been tried on four or five times they are pretty well broken in and feel quite comfortable.

"I had found that out when buying my own shoes, so when I began to sell I profited by the experience. Instead of bringing out brand new shoes for a customer I picked out a pair, whenever possible, that had been tried on until the stiffness had partly worn away.

"If I could find a pair that had been taken home by someone and worn about the house until the soles were somewhat soiled and then exchanged, so much the better. I found that customers did not mind that at all. Just so the shoes I offered them were comfortable they did not stop to ask what made them so, but accepted their good fortune without a question. That trick made my sales amount up wonderfully. While the other clerks around me were having shoes thrown on their hands because they did not fit, my customers were buying at the first trial and often I sold two or three pairs at a time to a person who came in with the intention of buying only one pair."

The Other Fellow Will Win.

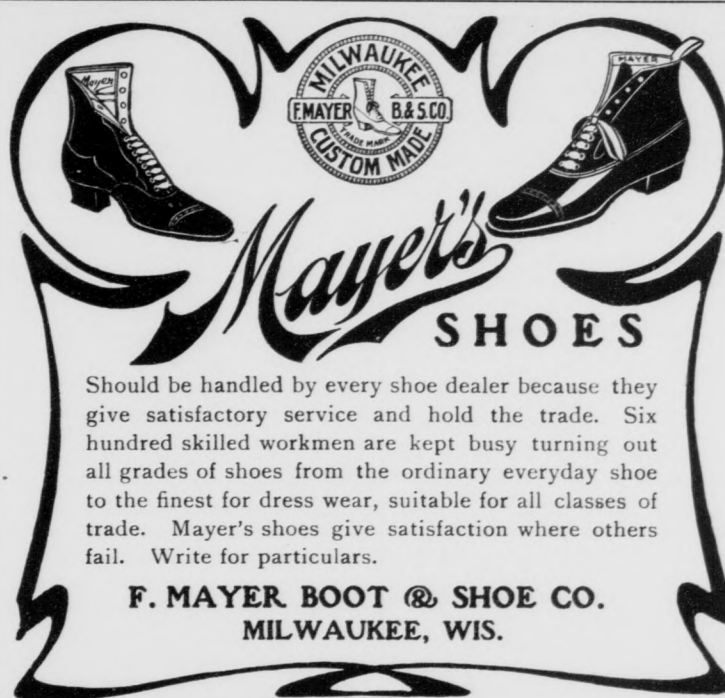
You may be the sharpest and the brightest and the smartest salesman in all the country around; you may be able to handle customers with an ease and a certainty which others lack; you may know goods from the one end to the other; but so long as you think you have reached a limit, or so long as you think you can proceed with any sort of conduct you please when you are actually engaged at the store, you will sooner or later find out your mistake and will be distanced by some of the clerks who are naturally not so brilliant as you and for whom you may now have a certain amount of contempt because of their shortcomings of ability and brain.

The clerks of the country may as well remember that the race is not always to the swift. And when that swiftness is a haste of morals and necessitates the breaking of the laws of right conduct you can always rest assured that you will pay the price and pay it well and dearly. The business man is not looking after your moral conduct for the sake of your soul, but he is looking after it for the sake of the business which he entrusts to your hands.

His Preference.

Wife—John, I wish you would mind the baby for an hour or two. I'm going downtown to have a tooth pulled.

Husband (inspired)—You mind the baby, my dear, and I'll go downtown and get a couple of teeth pulled.



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

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

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.



To Make Business Better Sell Better Goods

Give the people the most you can for their money. We do it and find it pays. Buy our shoes and you can get and keep the best trade.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

SPURS TO FORTUNE.

Odd Things That Start Some Men Up.

"Some men are spurred to great endeavor by one thing, some by another," said Mr. Gozzleton. "No end of men really owe their success in life to insult or misfortune. A good, hard snubbing has stirred up many a man to stern resolve to get ahead of the snubber, and many a man in his efforts to retrieve his losses has discovered in himself strength and ability far greater than he ever dreamed himself possessed of, and gone on to greater success than ever.

"But things much less serious than these, things most unlooked for, and trivial things, perhaps, may start a man up, as well. I know, for instance, a man, a most prosperous man, he is now, in a thriving Western city, who owes his great success in life to being left on a crossing by a motorman of a trolley car.

"He was a man earning fair, living pay, this Western chap, and well enough satisfied with his lot, and if this thing had not happened to stir him up I suppose he would have been working away for wages still, but when he had been left behind three days in one week by one particular motorman who did not seem to care whether anybody liked it or not, but just scooted past and left the people there, why, this young man, to whom the action of the motorman proved a very sharp spur indeed, made up his mind he was going to do something.

"The motorman was a heap bigger than he was, so he could not lick him, but what he did make up his mind to do was to buy the railroad and so get the power to kick this motorman out, figuratively as to the kick, but literally as to the result.

"Nor was this scheme by any means so visionary as it might seem. The stock of this road at that time was selling for nothing, or next to it; the road paid no dividends and nobody wanted it. There really was not a very great amount of money, comparatively speaking, required, and the young man set to work earning it.

"He worked harder and he worked longer than he had ever done before, and his zeal and energy and ability soon got him better and more profitable work to do, so that he began to earn double the money he had been earning; and it was not very long before he revelled in the possession of his first hundred shares of the stock of the road whose indifferent motorman had started him up to work for it.

"This motorman, by the way, still on the road, still occasionally gave my friend a chance to wait for the next car, all unknowing, of course, as he shot past him, of what he was doing. And every time that that did happen, of course, the young man's resolve was strengthened, his purpose made firmer than ever.

"And now, omitting the details and coming right down to the facts, in something less than five years, he had a majority of the stock of the road, and elected himself its President.

That was making pretty quick work of it, you think? Well, I don't know, that is the way fortune comes to people who really work hard enough to deserve it.

"And then, you suppose, he promptly fired the offending motorman? No, he did not exactly do that; he put him in the car barn a while cleaning cars, but before long he let him have his old job back—there was nothing mean or vindictive about the new President—and the motorman did not run past anybody after that, for he had sense enough to profit by the good, hard jolt he had had in this experience, and in the course of time he went higher on the road, thanks again, to the man who owed his great good fortune, primarily, to the comparatively trivial circumstance of being left behind, by this motorman on a crossing.

"You say you would like to know of some thriving Western town like that, where trolley roads could be bought cheap, and where you could go and stand on a crossing and have some motorman run past you and make you so mad you would go and buy the road, and so forth?

"Well, you might not find any roads just like that around now, in this year 1903, perhaps, but there is just as good other opportunities lying around everywhere, waiting for somebody to grasp them.

"In fact there are, now as ever, more opportunities than seekers; for—to say something of those prompted by just plain ambition—many as are those who, by one odd cause and another, great or trifling, are, happily, spurred on to fortune there are many more whom nothing can stir, who are satisfied to plod along just as they are, who will never get out of the same old rut, no matter how hard or in what manner you spur them."—New York Sun.

The Premium Habit.

I know a man who's saving tags, labels, wrappers, stoppers, bottles and trademarks

On tobacco, soap, tea, coffee, pianos and automobiles.

And when he gets enough he'll have earned a collar button, umbrella, match box, house and lot or book of flirtations.

For it's the ruling pass'on, This saving up of tags, And s'amps and gaudy wrappers From bottles, boxes, bags; Yes, everybody's got it, And I have got it, too—I'm simply so d'stracted I don't know what to do!

Gimme your tags and wrappers— Gimme your labels, friend— Gimme your cast-off stoppers— Gimme your seegar ends— Gimme your extra trademarks— Gimme your bottles, pray For I'm going to draw to-morrow On the things I save to-day!

Ten thousand tags will get me A copper-headed cane, And twice ten thousand tags an Umbrella for the rain; Oh! everybody's got it And I have got it, too—I'm simply so distracted I don't know what to do!

Their utility to mankind is the standard by which men's efforts are measured.

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

If so, order sample dozens of following:

- No. 754 Women's Dongola Lace, Patent Tip, Fair stitch, 2½ to 8, \$1.10
- No. 750 Women's Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 2½ to 6, 1.10
- No. 7546 Women's Dongola Lace, Patent Tip, Single Sole, 2½ to 8, 1.10
- No. 2440 Misses' Dongola Lace, Patent Tip, Fair Stitch, Low Heel, 12½ to 2, .90
- No. 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

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.

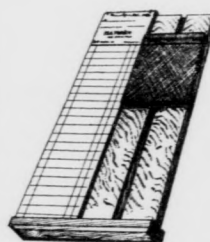
You'll find them light and of good make
And you can then your pleasure take;
No aching bones or feet all wet,
For Goodyear's are the best, you bet.

GOODYEAR RUBBER CO., Milwaukee, Wis.

W. W. Wallis, Manager.

How About Your Credit System?

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

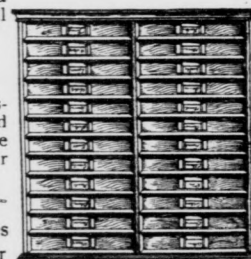


Wouldn't you like to have a system that gives you at all times

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

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

The New Woman of Fifty.

The new woman of 50 has been praised as an improvement over her predecessor, who at that age was in the same mental state that a woman twenty years older finds herself today. Her physical appearance today also corresponds to that of a woman of 35 in the past.

The woman of the '60s could have looked at 50 as young as her descendants to-day had she not labored under the old delusion that there were different styles of dress for different ages of womankind. She did not buy a hat just like her daughter's, because there was in that identity of dress a lack of dignity which she could not reconcile with her own traditions of what a woman of 50 should be, or her ideas of the dignity that a woman of that age should possess. She would have felt ridiculous with her gray hairs covered by a fly-away toque of exactly the same style as her 18-year-old daughter was wearing.

But she would have looked just as young as the woman of 50 to-day had she cared to dress herself with that object in view. Whatever the advance in hygienic living may have accomplished in changing her appearance, the fact remains that the woman of 50 looks young because her dress is young.

Every tendency of fashion nowadays is to preserve the youthfulness of the woman of 50. Bonnets were regarded as her appropriate head-dress twenty years ago when she had reached 35. They were gradually passed on to a later year until she hesitated to put them on at 40. Then the bonnet went out of style altogether. It was the accepted symbol of a certain age. The woman who put it on her head simultaneously admitted to at least 40. This was compromising. Nowadays women are only as old as they look. And they refuse to add years with dress.

Then the discreet and softening violet and white lace, or blush rose and black tulle that rested becomingly on graying heads when the times were festal, have disappeared, unless they are seen on the bent heads of three-score years and ten. The flaring plume and the rolling brim have supplanted them.

And with the millinery, the woman past middle age sometimes seems to have lost something of the discreet and softening charm that belonged to her before the new woman of 50 stood in the shoes of the former woman of 35. In the nature of events the two ages bring to women very different aspirations and responsibilities. The former woman of 50 had reached a settled, comfortable plane of life. If she was like most women of her kind, she found her life in her home. Her children, no longer very young, were her comfort and occupation. Sometimes it was her grandchildren as well who occupied her thoughts. Her happiness was among the interests which her home and her family created.

But when the new woman put on a hat like her youngest daughter's it seemed to exercise some mysterious influence, potent as the power

of the wishing cap of old. With the hat came the desire to be just as much in it as any woman twenty years her junior, to struggle with the realization that she must recognize her age, after all, and to feel only disappointment and bitterness when it is not just as easy for her as it is for very much younger women to be here at dinner, there at the play and somewhere else at luncheon, in the same constant succession that used to be the delight of only a young woman.

The result brings disappointment to the new woman of 50. She sees her children taking part in pleasures that are denied to her, although she can not understand why. She is certainly dressed for them. She feels, moreover, that they are for her, but she can not be made to fit into the scheme of social life. She can not go out every night just because her sons and daughters do, but she would like to. Home does not make the same inimitable appeal to her that it did to her predecessor of the sixties.

So the new woman of 50 is not really so much of a success as she looks. From a spectacular point of view there is scarcely ground for complaint. To some persons who value other things than the mere appearance of a youth that can not possibly be genuine, certain beauties may have gone when women of 50 begin to look fifteen years younger. There were a serenity and a peacefulness about the other kind of a woman of 50 that they like best, even if she did wear a bonnet and had never heard of a straight front.

Only she can know whether or not the new type is an improvement over the old. She could not have experienced the sensations of both, but she has her memories of what the women of 50 were whom she used to know, and it is almost safe betting that the new woman of 50 allows her thoughts to turn regretfully to the times when the women she remembered not only looked their age without the effort to conceal it, but lived according to the old rules that used to exist for them. They may not have kept "in it" so long and known their pleasures for so many years, but they enjoyed the delights of calmness and repose and were not embittered and disappointed from the effort to keep up the "houpla" long after its natural time.

Cora Stowell.

Liebig Extract Swindle.

Packages purporting to contain the genuine Liebig Company's extract of beef have been sold in certain quarters at cut rates, and when these goods were delivered they were found to contain either empty jars or jars filled with rubbish, molasses or glucose. One swindler who has been working this game in Philadelphia has been recently arrested and held for trial. It is believed that he had been working in company with others in New York and vicinity, and it is hoped that the remainder of the gang will be shortly apprehended.

The man who is afraid of a gun is a poor marksman.

"BEST OF ALL"

Is what thousands of people are finding out and saying of

DR. PRICE'S TRYABITA FOOD

The Only Wheat Flake Celery Food



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

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

Price Cereal Food Co., Battle Creek, Mich.

Every Cake



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

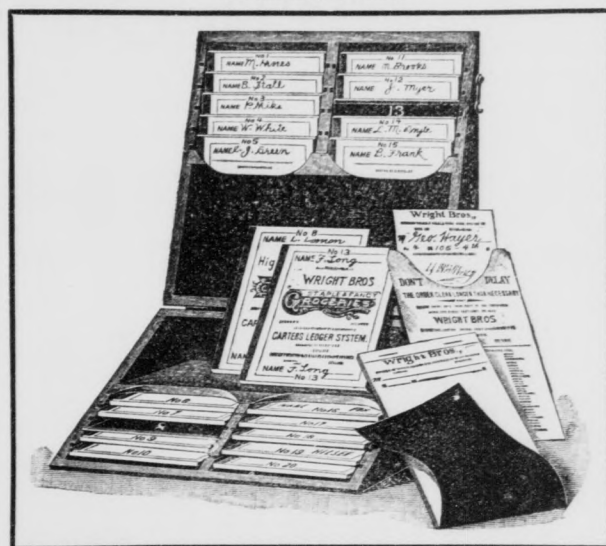
Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

CARTER LEDGER SYSTEM.

Patented May 30, 1899.



SAMPLE SIZE CABINET—Regular No. 1 size, has 4 rows of 30 pockets, each holding 120 Small Ledgers.

ONCE WRITING of the items, takes the order, charges the goods, gives customer a duplicate and keeps the account posted "up-to-date" with every order. Costs less for supplies, than any other system on the market, where a duplicate is given with every order. One ledger costing three cents, contains as much business as five of the ordinary duplicating pads, costing 4 to 5c each. Besides you have your customer's account in one well bound book, made of good writing paper, instead of in five, cheap, flimsy pads made of news print paper.

Send For Catalogue and Prices.

The Simple Account File Co.,
FREMONT, OHIO.

Woman's World

Plain Talk on the Amenities of Married Life.

A Kansas man, who is applying for a divorce from his wife, states as his chief reason for wishing to be freed from matrimonial bonds that gall that "the defendant has acted in such a way that the said husband has had difficulty in distinguishing her treatment of him as a husband from her treatment of others who bore no such relationship to her."

Lucky man!

The general public has, of course, no means of knowing what the etiquette of matrimony is in the Sunflower State, but judging from the way in which women in other parts of the country treat their husbands, we should say that the Kansas man is a chump who does not know when he has a good thing. The trouble with wives elsewhere is that it is dead easy to distinguish the way in which they treat their husbands from the way in which they treat other people who do not stand in that subservient relationship to them. In the puzzle picture of society it takes no acuteness to find the husband. He is the meek, down-trodden man on whom she vents her temper and her nerves, and who carries the bundles and pays the bills.

So far from deeming it a cause for divorce, most men think themselves signally lucky if their wives would show them a tenth of the consideration and politeness that they expend

upon even casual acquaintances. Life would be a grand, sweet song and domesticity a symphony without a jarring note if every man was the star boarder in his own house and his wife hung upon his utterances as she does upon the platitudes of the preacher; but, alas, this is far from being the case. When a man marries he sheds the halo that enveloped him, and thereafter no woman is so poor as to do him reverence.

This is where the husband loses out, for the most wonderful lightning change act in the world is the speed with which a woman can alter her attitude towards a man after she is married to him. Before marriage, she may have been an humble incense burner at his feet, a plaque ready to applaud his every word, a docile creature whose only aim was to please; but the wedding changes all of that. She has him, and she forgets that acquiring a treasure and keeping it are two very different propositions. Hence the generally accepted feminine theory that any old thing is good enough for your husband and the fact that the average husband has no difficulty in distinguishing his wife's treatment of him from her treatment of others, and knowing that he has been tagged in the game of life, and is it.

The greatest danger that menaces family life is its too great familiarity. It is pretty hard, of course, to continue to worship a man as a hero of romance after you find out that he eats onions and snores. By the same token it must be a strain on the mas-

culine imagination to see an angel in the woman who comes down to breakfast in slouchy wrappers and curl papers. It is when these homely details of existence clash that love's young dream gets its first jar and Cupid so often shuts up shop and quits the business.

Perhaps the best remedy for this, and the one thing that would do more to promote conjugal felicity than anything else, would be the introduction of a little more of formality and conventionality into domestic life, and the putting of less faith in the fallacy that marriages give you carte blanche to treat the party of the other part as you please. Personally, I am convinced that politeness will do more than the strongest moral principles to make a happy home. You can not be courteous and quarrelsome or considerate and nasty at the same time, and if we put more stress on the efficacy of good manners and less on the potency of undying affection, fewer people would land in the divorce court.

We do not do this. We give our best—our best manners, our best conversation, our best clothes, our best food—to strangers—while to our own—to the people we would suffer for and die for—we show a lack of consideration that is not even common decency. There is not a person living so dull that he can not pick out a husband and wife in any crowd. We know them by the way in which they straggle along on the street, the heavy, dull silence that reigns between them, their listlessness and

bored expression, by the way in which they blame each other for every contretemps, by the very fact that they are treating each other as they would not dare to treat any other human being.

This is not what they married for. If, when they were lovers, they could have looked into the future and seen themselves disillusioned, bored, two people who had gotten on each other's nerves, and got nothing but friction out of life, they would have fled matrimony as they would the leprosy. It is a common tragedy, but one that I never see without wondering if it could be avoided, if the wife would only treat her husband as she would some other man whom she desired to please. Every woman knows what that means, because every woman has her little repertoire of stunts—airs and graces and fascinations—that she goes through for the benefit of the person on whom she desires to make a good impression.

Suppose, for instance, the man who is coming to dinner to-night were not your patient, tired John, who spends his life toiling for you, but some other man whom you liked and respected, what would you do? You would see that your house was clean and comfortable, that your table was well spread and the little dishes he affected most were specially prepared, and then you would put on a pretty frock, and when he came give him a gracious welcome that would make him feel that his coming brought happiness and brightened the hours. No

They Say It Pays For Itself

Last week we printed the testimony of nine storekeepers showing that a National Cash Register increases sales. Today we publish the letters of a dozen merchants who say, without exception, that a "National" pays for itself. We have hundreds of other letters along this line.

Boulder, Colo.

National Cash Register Co.

GENTLEMEN: My register has paid for itself, saves time in making change, and is always accurate.

J. A. SCOTT.

Burlington, Iowa.

National Cash Register Co.

GENTLEMEN: My register has certainly paid for itself many times over.

E. C. GNahn.

Minneapolis, Minn.

National Cash Register Co.

GENTLEMEN: I know that each register has paid for itself.

KLETTENBERG'S BAKERY.

Evansville, Ind.

National Cash Register Co.

GENTLEMEN: The register has paid for itself.

CHRISTIAN ZISS.

Warrenton, Ga.

National Cash Register Co.

GENTLEMEN: The register has paid for itself. It is a money-maker and a money-saver.

Woodsville, N. H.

National Cash Register Co.

GENTLEMEN: The register has paid for itself, and I would not do business without it.

C. O. WHITCHER.

Manchester, Va.

National Cash Register Co.

GENTLEMEN: The register has already paid for itself.

CHAS. E. FRIEND & Co.

Warrenton, Ga.

National Cash Register Co.

GENTLEMEN: The register has paid for itself. It is a money-maker and a money-saver.

R. L. CODY.

Huntington, Ind.

National Cash Register Co.

GENTLEMEN: My machine has already paid for itself. I would not part with it for twice the money if I could not get another.

N. F. TRUSLER, Prop.

Harrison, Wash.

National Cash Register Co.

GENTLEMEN: The register has paid for itself several times over, and I would not sell it for five times the cost if I could not replace it.

E. C. RIBSTEIN.

National Cash Register Co.

GENTLEMEN: The register has paid for itself already.

N. W. BRELSFORD & SON.

Fort Smith, Ark.

National Cash Register Co.

GENTLEMEN: We would not think of doing business without the register, and believe it has paid for itself in many ways and many times.

BOSTON STORE.

Wilmington, Del.

National Cash Register Co.

GENTLEMEN: The registers have paid for themselves long ago. We would not try to do business without them.

WM. E. FRANK.

I am interested in knowing how a National Cash Register will save me money and increase my sales. Please send me a copy of your book as per ad in MICHIGAN TRADESMAN.

Name _____

Mail Address _____

Every retail merchant can save money by using a "National." We have a handsome book telling how these popular machines save money and increase sales. A copy of this book will be sent free to anyone who will return to us the attached coupon.

National Cash Register Company
Dayton, Ohio

matter what little vexations had tormented the day, you would put them away. You would not dream of worrying him with all the details of the cook's failures and the children's badness, and still less would you vent on him the temper and crossness and spleen that you had been accumulating on account of your dressmaker failing you and the cat breaking your best vase. On the contrary, observing that he looked tired and worn you would exert yourself to entertain him. You would tell him all the funny stories you had heard, you would give a sketch of your latest club meeting that would make him laugh, and you would retail to him all the cheery personal gossip you knew of your intimate friends.

Perhaps the man is fond of talking himself. You would ask him a definite question or two to get him started on his hobby, and you would listen with apparently rapt attention while he explained the situation in Manchuria or prophesied about what the Democratic party was going to do, and if he told some stories, no matter if you had heard them from your infancy up, you would laugh at the right spot if you had to take laughing gas to do it.

But how are you going to treat your own husband? If you feel like dressing, you will do it, but not for him. Oh, dear, no. Any old rag is good enough for your husband. Also any sort of a dinner, and if he does not like what is set before him, he can lump it, that is all. Men—at least husbands—think too much about eating, anyway. When he comes in you won't raise your head to more than grunt out, "That you, John? Be sure to close the door, you'll let the cat out." Then you commence the jeremiad of the day about how the coal is out and the cook says she has got to have more wages and the baby bumped its head and the meat did not come and the plumbing is out of order, and Sallie's got to have new shoes and Bobby is threatened with the measles and Tom is so bad he needs a whipping and goodness what makes a woman get married anyway!

And if poor John survives this deluge of woes, and heroically tries to tell a story, you break right into the best part of it with some perfectly irrelevant remark that shows you have not listened to a word of it. And poor John, thinking of the charming way you treat perfect strangers must wish with all his heart and soul that he was a casual guest instead of a fixture in your house.

Worse than all, and the rock on which the matrimonial ship is oftenest wrecked, is the fatal mistake women make in supposing that marriage gives people a right to speak the truth to each other. No woman is dull enough to fall into that error in regard to other men. No daughter of Eve was ever so stupid as to even dream of pointing out his faults to a stranger. Imagine a woman telling Mr. Brown to his face that his taste is atrocious or Mr. Smith that his long-winded stories are a bore or Mr. Jones that he is a pretentious prig or Mr. Gray that his vanity makes

him a laughing stock. Why, a jury of her peers would convict such a woman of insanity on the spot, but plenty of women have the nerve to say such things to their husbands, and then wonder that love pans out. If women would only use half the compliments in holding a husband that they use in getting him, we should hear very little of recreant spouses.

Another place where it seems to me wives might well treat their husbands with as much consideration as if they were strangers is when they go out to places of amusement. Watch a girl with her best beau. She is all animation. She is trying to entertain him. If the play is dull she sees an amusing side to it. If it rains at the picnic or the train is late, she thinks up something diverting to do. In a word, no matter what happens she makes the best of it. It is her way of showing appreciation for the time and money the man is spending on her.

Behold the married couple. Dead silence between the acts at the play. Wife scans other women's clothes. Husband either goes off for a drink or reads jokes on the programme. If the play is stupid, wife audibly reproaches husband for it. Same way if the train is late when they go on an excursion. He is always to blame for everything that goes wrong, from the weather up and down. Yet he is spending his time and money, too, trying to entertain a woman, and as you observe him, you do not wonder that so many married men go off by themselves when they want to have a good time.

We need to have truth borne in on us oftener that it is not enough to have love in our hearts. It must come out and manifest itself in deeds. There are plenty of wives who would die for their husbands, but what millions of lonely, worn, heart-weary men need is wives who are willing to live for them and to treat them as well as they do other men who are not their husbands.

Dorothy Dix.

The Meaning of Wrinkles.

Horizontal furrows on the forehead denote a tendency to nervous anxiety, while short horizontal lines just above the roof of the nose indicate benevolence. A single vertical wrinkle between the eyebrows shows strict honesty in money matters. A disposition to require justice in others is indicated by two wrinkles each side of the first, while wrinkles outward from these show conscientiousness. The two deep furrows from the mouth to the upper lip are the penalty we pay for mirth, and for the future channel of the tear, while either perpendicular or curved wrinkles below the angle of the mouth indicate a love of truth and hatred of cant and hypocrisy.

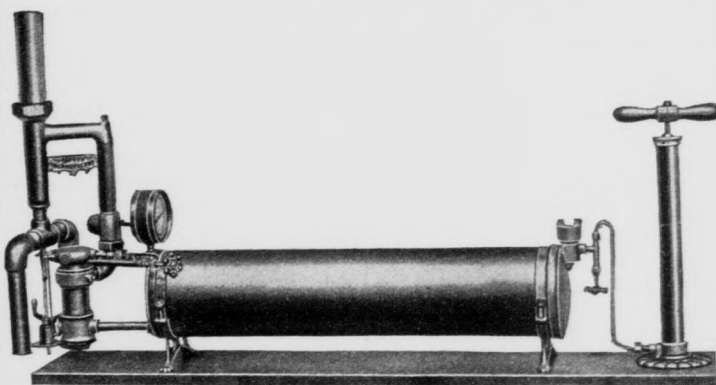
Dodging the Question.

"Is trade pretty good?" we asked the great merchant.

"Well," he replied—a bit evasively, we thought—"the store is crowded every day with lady shoppers."

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.

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 Influence of the Merchant On the Community.

It was not a question of money. Life, his own life, depended upon it, and while the town and all there was in it was just "dog-gone," there was something in the atmosphere that poor Tom Hassett's lungs needed and with a groan the ambitious young man of twenty-four admitted that he had come to Woodbridge to stay.

It was not much of a town. If there is any advantage in being called the "county seat" Woodbridge had it; but in the wide Western country the farms, although fertile, were scattered and five hundred souls, all told, had settled at the crossroads, called the settling a city and themselves citizens and were contented to live half-housed, half-fed and half-clothed. The business was centered in the postoffice, the court house and jail, the school house, the blacksmith's shop, the bank and the store and into that last establishment Tom Hassett went one day to sit down and think the situation over.

His seat was a shoe box, his back was the counter and a pine stick and his jack-knife were his companions. The man in his shirt sleeves over at the desk by the window not counting for much in the companion line. Tom had lived—for the sake of the argument he called it living—at Woodbridge for a month and he was forced to admit that he was feeling better, but could he at the very threshold of his young life give up the delightful home he had left in the East with

the associations and associates he had there for this? and as he thought it he took in at a glance the concentrated bareness and shiftlessness and meanness of what must be his home. Then, too, if health should come back to him could he in his supreme selfishness ask "her" to come into such a hole as this? Why not go home and end it all? The doctors had told him that six months would do the business there and why not have it six months, crowded with the best of life, die and be buried in a civilized community with a Christian burial. What would be the odds a hundred years from now, if he should just give up?

Those last two words were muttered and brought him to his senses. "Give up! A Hassett 'give up!' and Tom Hassett of all the long line from the Mayflower down and nobody knows how far beyond that! Not by a long chalk!" He threw down the pine stick he had fashioned into a spade, shut up his knife with a snap and looked at the thing over by the window.

"Don't seem to be much trade to-day."

"Never is—dead town."

"Why don't you sell out?"

"Make me an offer."

"What'll you take?"

"D'ye mean business?"

"Depends on your price."

"Cash?"

"Cash."

"Five hundred dollars."

"What does it cover?"

"Stock, building and the acre it stands on."

"Possession when?"

"Now 'f you want it. I've got of it all I want."

Tom took out his check book, filled the blanks, gave it to the dazed ex-storekeeper and watched him as he fairly flew to the moneyed center of the town. Then he turned to the contemplation of his just-acquired possession.

"Well, the die is cast, the Rubicon is crossed and there the comparison with Caesar ends. I'm going to be a success here, this store's going to be a success and I'm going to make this town a decent, attractive and desirable place to live in and then I'm going to bring here the loveliest piece of womanhood that the sun shine sees in his journey from sunrise to sunrise. That's right, you lit the dirty, dingy corner of the trading world. You don't amount to much yourself, but right here where you stand you are going to have a commercial establishment that will be a power in the State and you needn't go to the bother of writing it down."

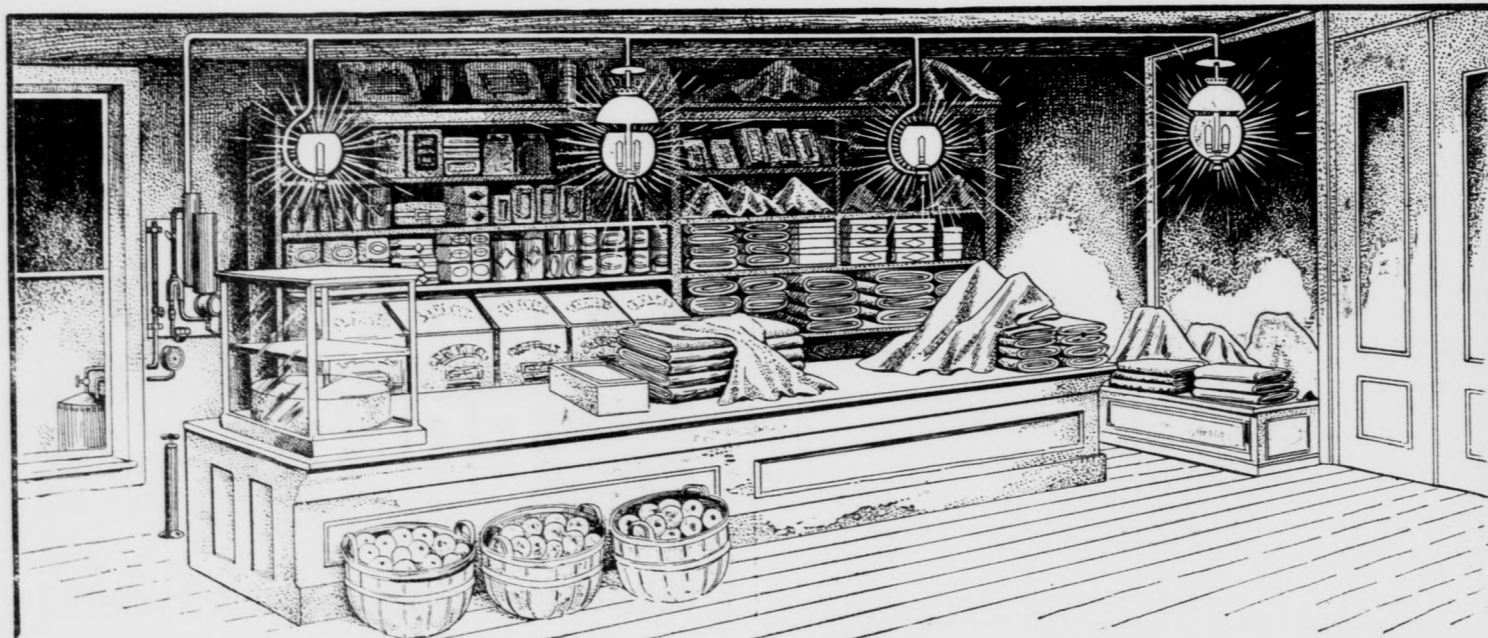
While he was saying this he had found a nail—the other fellow's would not do—which he drove into a new place for his own coat, took a new broom, smiling as he remembered the adage, and began to raise the dust of the ages. He opened the back door and the windows and covering his mouth with a sponge kept on. He caught a glimpse of the editor of the "County Recorder" and asked

him to be seated on the stepstone for obvious reasons.

"Lester, I've two items of news for you, one public and the other private. I've bought this store and I want a half-page advertisement in the Recorder for the next five years. You see I've come to stay and I want things to stir where I am. I may be mistaken, but my idea is that the store and the newspaper are the main stays of any town, and if you and I get a move on ourselves and keep it on we are going to make Woodbridge something more than a dot on the county map and a good place to keep away from. We are both young. If there is any Western 'git up 'n' git' in this part of the State you have it in brain and muscle and if there is any such thing as New England push and ancestral grit and college training I honestly believe I have my share of them. Let's go in and bring up this town together. I want—Great Caesar! I've got to have the best store and the—one of the two finest homes! in the West and your end and aim is the best newspaper in the Middle West. If you say yes to that 'put your hand thar,' as the Wyoming phrase is, and say it," and for a moment New England and Nebraska stood looking into each other's eyes with clasped hands. Then Lester, the editor, went over to the cubby hole he called an office, dreaming dreams, and Tom Hassett went right on dreaming his and at the same time turning upside down the inside of that apology for a county seat store.

That day at noon the four short

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.

streets of Woodbridge were startled with an unusual cry—a newsboy shouting at the top of his voice: "Recorder extra! Commercial Emporium of County Seat changes hands! New store! New merchant! New stock! Five cents! The one hundred copies went like hot cakes on a frosty morning, nobody dreaming that that number of copies could be sold in sleepy—the town was not dead after all!—Woodbridge and the next edition of the paper left the printing office for the postoffice by the bagful.

All this took place in the middle of haying; but nobody would have thought so, judging from the teams that came crowding in the following Saturday on the four roads that meet at the Center. Not a farmer within a radius of twenty-five miles was missed, because he was there, and it he did not bring his whole family it was because his big girls had been coaxed into coming along with some fellow-farmer's big boys. They were all there, anyway, and they crowded right into that little good-for-nothing store until it seemed as if there were more buyers than there were goods.

The store, however, small as it was, was ready to receive them. In the first place it was sweet and clean and fresh tissue paper and green leaves, still damp with dew, brighten things up wonderfully when they are arranged with taste and made attractive with flowers. The thorough overhauling it had received discovered numberless contributions to the bargain counter and many a looker-on who came "just to see" went out weighted down with goods; so that when the crowd was gone and the young storekeeper who wouldn't "give up" had got through with his accounts, he found to his delight that the sale of the wrecks of the ages had gone a good ways towards realizing the five hundred dollars he had paid to his discouraged predecessor.

All this took place not a great many years ago and to-day Tom Hassett and his friend, the editor, may be seen almost any Sunday afternoon under the trees of one or the other of "the two finest homes in the Middle West," and their talk is apt to be something pertaining to the growth of what used to be only a dot on the map: for to-day Woodbridge is a busy, bustling town of fifteen thousand inhabitants. It is noted for its wide and beautiful, well-kept streets, its handsome public buildings and its elegant homes. As an educational center it is well and favorably known and what is peculiarly remarkable is the fact that the farmers are as much a part of the educated refinement of Woodbridge as the citizens themselves. Their sons are university-bred. Extensive travel has been a part of their mental enrichment, and right there among the farms can be found to-day as fine specimens of trained American manhood as the Nation knows.

When the editor the other Sunday in boastful strain said all this under Tom Hassett's trees, that gentleman remarked:

"It's just what I said years ago. Taking human nature as you find it—

American human nature, I mean—it will be found that the merchant and the editor hold in their hands the germs of the community's prosperous life and where they work together success is sure. You know what I told you that day you sat on my doorstep. Well, I knew that the goods I was going to buy would settle the status of my customers. I was anxious on my coming wife's account to have her kind of people here and I bought and sold at reasonable rates the goods that first-class people buy. I bought and sold good books, I kept abreast of the times with styles and after I had been here five years there wasn't a hay-seed in the whole county; and that paper of yours kept tab of it and emphasized it all as it went along. People may laugh at my old-fashioned ideas, but I say now, as I have said always, that as the storekeeper is so is the community, and you show me a county of hay-seeds and I'll show you the biggest hay-seed among them to be the store-keeping hayseed they trade with!"

Richard Malcolm Strong.

Value of Trade Marks.

There is no servant more diligent, more faithful, more persistent or more efficient than a good trade mark.

Names are given to individuals in order that they may readily be identified and addressed. So names are applied to articles of merchandise to identify and distinguish them from the similar products of competitors; such names, or any arbitrary symbols or designs, are known as trade marks.

Unless an advertisement makes a definite impression its effect is largely lost. A trade mark, if bright and attractive, placed conspicuously in the advertisement, makes an endur-

ing impression in the memory of the reader.

What sort of investment, then, is a trade mark? It costs practically nothing to acquire; it increases the "penetrating" and "sticking" qualities of advertising; it helps to sell the goods that bear it; and after a time it has itself become a valuable asset in the tangible good will of the business.—Printers' Ink.

The real difference between the achievements of men is not because of superiority of the few who reach the highest point, but in their faith in their ability to do and their application to the purpose.

Men who lack ideas seldom know the value of them.

McLachlan University

Summer School; Summer Rates; Best School

100 STUDENTS

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

D. McLACHLAN CO.

19.25 S. Division St.

GRAND RAPIDS.

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

They Save Time

Trouble

Cash

Get our Latest Prices



"Reserve Strength"

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

The workingman's muscle is his capital. He will have reserve strength if he eats Nutro-Crisp, the great Muscle Builder.

School children require generous nourishment. Give them Nutro-Crisp. They love it. "Benefit" Coupon in every package.

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



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

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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

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

Hardware

Making Chisels and Other Tools From Files.

As a matter of convenience, chisels, drills, punches and tools of a light character are often made from old files, and while some answer well, others fail, and fail chiefly because they were not properly treated. In selecting the files to work up, squares usually are the best and the fine-cut kinds are to be preferred, as the metal is not bruised so deeply as with first cut and rough files. Of course, in a workshop where files are plentiful, no very great care is taken in making up chisels, but where they are wanted good a lot of time is taken, and eventually it is cheaper to buy hexagon or octagon tool steel than to work up scrap files, unless the smith has "nothing to do and plenty of time to do it in."

The first thing to be done is to soften the files, and this is most easily done by placing them in a fire where they will remain at a dull red heat for from five to twelve hours, the object being to anneal them right through. Or make them slowly, but thoroughly, hot right through in the forge, drawing to a bright cherry-red, and then allowing to cool slowly; but this leaves the metal rather more brittle than when the first process can be adopted.

Having the files annealed, they should be ground until the cuts are removed, as this gives the best metal to work with; but this grinding is not absolutely necessary, and in the trade workshop is rarely done, save to kill time, as with proper tools at the forge, and skilled men to use them, the metal is worked up decently. Still, where there is time, one may as well do things well. In forging, the files should be made to a full red, being careful to heat with a low blast, and take time to get the center of the steel hot, or you will split it up when you commence to use the hammer, high carbon steel being very different to iron, and can be melted on the outside under a strong blast while the center is hardly red hot. Cut off the tang of the file to get it out of the way first, then draw the bar down to an octagon shape with the hammer, and finish with a safe hammer or flatter if you have a striker, but if not the hand hammer must do all the work. The blows of the hammer must be dead ones given with some force, and while not having the metal above a cherry-red it must not be hammered back, or it will split and the cracks will probably not show until the tool is tempered and maybe ground. Having drawn the metal into the right section, the cutting end, if a chisel, of the shaped end, if a punch, must be drawn down after which the tool should be cut off to the right length and the head finished. Drills will have the heads made square, or of the shape best fitted for the chuck or stock in which they are to be used, and those for use in a ratchet brace should fit properly without packing.

When the tools are forged they should be filed or ground up prepar-

atory to hardening and tempering, and then very carefully examined to see if any cracks exist, and if the work has been properly done, filing will be quite an easy job comparatively; but, of course, all kinds of filing is hard work when persisted in. In all tools a bright side should be made for the color to run on, as it is thus more surely seen.

In tempering, the tool should be made a full blood-red for a sufficient distance from the end to enable the heat to cause the color to run, and this heating should be slow enough to cause the center of the tool to be practically as hot as the outside—there is always a slight difference, perhaps a dozen degrees—and dip in hot water to blacken the surface. Rub the brightened side at once with a piece of dry sandstone, and watch the bands of color move down until the purple band just reaches the end, and then quench at once in hot water. If you have the yellow shades on the edge of tools made from files, you will find them very liable to split and chip off, but with many of the tool steels the yellow shades are right. Carpenters' and shoeing-smiths' rasps, when made into tools, should be tempered to the yellow shades, as the steel is usually of a milder quality than that used for ordinary files, and consequently the higher tempering is necessary.

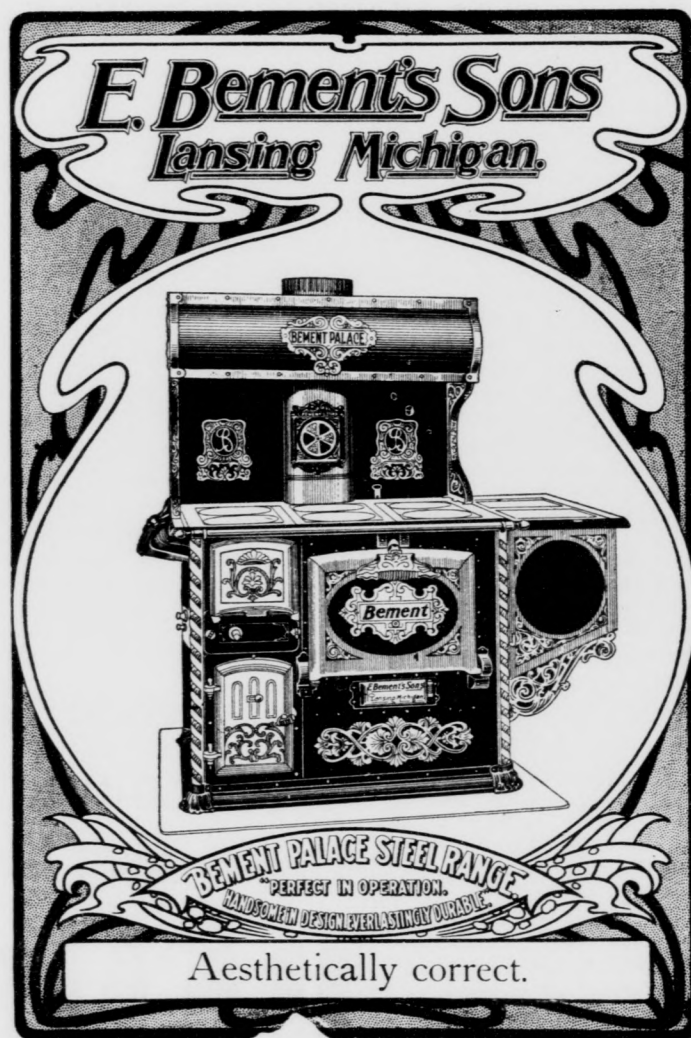
In hardening and tempering high carbon steel, always use hot water, to reduce the shock given to the metal, and dip the article steadily and not too rapidly into the water with a circular motion. If you dip carbon steel to a given point into cold water and hold it there, you will in all probability get water cracks, and with chisels, punches, and the like kind of percussion tool such cracks are often dangerous, as the tool breaks off suddenly and the fingers get more or less smashed or damaged.

Be careful also that you do not overheat or "burn" the steel in forging, or about a couple of blows will smash the tool; and in annealing, if you must plunge the metal into anything, use thoroughly burned ashes free from carbon or sulphur. If you use ashes holding carbon, the steel in cooling will absorb some and become harder; if you have sulphur present, its brittleness will be increased; and if you use lime on the carbon, the surface tends to burn out, and thus soften the outside of the steel and make it awkward to work with.

As a rule files do not forge well, but with some makes they work worse than others, and decidedly, round files are inferior to square ones, for punches, as there is a tendency to avoid forging sufficiently, and this alone is a point which is often fatal to many tools made from scrap steel.

Thin flat files, when annealed and ground, may often be drawn down and made into stiff hacksaws, but the hardening and tempering presents a considerable amount of difficulty. The teeth are cut with a three-cornered file, and the blades ground thinner at the back than at the front. After hardening, the temper should be drawn to a purple on a plate heat-

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.

ed bright red, the blades being turned over from time to time to keep them equally heated. Unless the color is equal from end to end the saws are not up to much, and in this lies the difficulty.

Walter J. May.

Youth Cause for Anxiety Rather Than Congratulation.

There is a charm in opening manhood which has commended itself to the imagination of every age. We refer to the undefined hopes and promises of the future—the dawning strength strength of intellect, the sense of coming responsibility from independent and self-supporting action. As this time comes there is less and less of law and authority from without, with more and more principles of character from within. The shoot which has been nourished under the shelter of the parent stem and bent according to its inclination is transferred to the open world where from its own impulse and character it must take root and develop strength or sink into weakness.

There is a natural pleasure in such a chance. The sense of freedom is always joyful, at least at first. The boy has graduated perhaps with honor and distinction. Congratulations have crowned his efforts, nothing that encouragement could give has been withheld, and it seems that a bright, clear day is before him. The history of kings and conquests, the story of great and distinguished merchants, ministers, lawyers and statesmen, has filled his thoughts by day and troubled his dreams by night. And yet books and schools only teach the history of the very good or the very bad, who struggle for a foothold in the world, and but little is said of the thousands who battle for a whole lifetime and lose in the end. The world cares little for such; history has forgotten to record their efforts.

It follows that to every right-minded youth this time must be one of trial; anxiety must greatly dash its pleasure. There must be regrets behind and uncertainties before. Serious thoughts like these more frequently underlie the careless neglect of youth than is supposed. They do not show themselves, or seldom do, but work deeply and quietly. Even in the boy who seems all absorbed in amusement or tasks there is a secret life of serious consciousness which keeps questioning with itself as to the meaning of what is going on and what is to come—which projects itself into the future and rehearses the probabilities of his career.

Of distinguished young men generally it must be admitted that their best thoughts largely partake of the nature of dreams which are often set down as impractical, while over their own generation they sometimes exercise an almost magical influence. After the days when to be a circus-man or a street-car driver or a pugilist or a confectioner is the height of his ambition comes a time of great uncertainty. As a young man sees the world a little more clearly, he begins to realize that the best places are already taken. Every profession, trade and avenue of industry seems

crowded with hundreds waiting their turn to be called. There is nothing that is his but his health. Does this sound discouraging, pessimistic? No, for you have only to ask your fathers and professors and they will tell you that precisely similar conditions prevailed when they, too, went out to work. As we place ourselves with the young at the opening of life and think of the end from the beginning words of earnest argument and counsel rather than congratulation rise to our lips. The seriousness outweighs the pleasantness of the prospect.

Thomas A. Major.

The Man Who Does Things.

The man of the times is the man who does things and accomplishes something. He is not looking for positions—positions are looking for him. He goes to the front with results and results are things that count. There is a look of solidity about such a man that impresses itself upon others and he can be picked out anywhere in any crowd. Failure is a word not in his vocabulary, and discouragement he knows nothing about. Such a man makes opportunities because they await for him. Opportunities are not scarce, they are more plentiful now than ever before in the history of the country. He works without looking at the clock. Men who do things never consult the time. Employees who are always looking at the dial of a clock will never be anything else but employees. The man who does things has a purpose. Looseness of thought and scattering of purpose mark the man who never does anything. The public soon learns to distinguish one from the other. The man who does things, and the newspaper that publishes things, practical suggestions of life and affairs, are always at a premium and in demand.

Nerve Food Not Needed.

An impecunious youth recently visited the office of Dr. Shady in search of relief from physical ills and, after giving due consideration to his numerous symptoms, the doctor wrote out a prescription to be filled by the druggist. Handing it over, he was about to summon the next patient from an overflowing office, when the young man remarked: "Doctor, I'm in a fix, and I haven't the money to pay for getting this filled. How much will it cost?"

"About a dollar," remarked the physician.

"Do you think you could lend me the dollar then?"

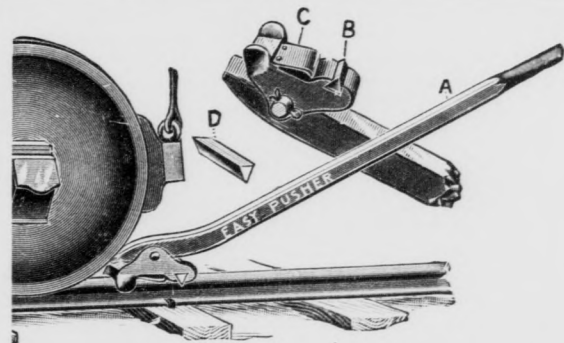
"Let me see the prescription," said the doctor, and, taking it, he proceeded to make a number of changes.

"There, that will do now," said he. "Why did you change it, Dr. Shady?"

"Well, young man, I thought you needed those drugs for your nerve—but now I perceive that I was mistaken, and I am glad to rectify my error."

More persons are ruined by an underestimation of the value of money than were ever ruined by the greed of gold.

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

LAWN SWINGS



As large buyers of this class of goods we are in position to offer them to the trade at the lowest market prices. We carry a heavy stock and will execute your orders promptly. Write for special prices.

FLETCHER HARDWARE CO.

DETROIT, MICH.

GOOD MANNERS.

Politeness Earns Profit and Wins Trade.

Civility in a man is like beauty in a woman; it creates an instantaneous impression in his favor. Rudeness as quickly excites a prejudice against him.

I would not be understood as urging the mere forms of politeness, as prescribed in some "Book of Etiquette." Such efforts lead one to think of himself rather than of others; whereas the very essence of all courtesy is thinking of others first. The truly polite man is such because the instinct of unselfishness is born in him. Manners are minor morals. Good manners are more than external conduct; they are "a compound of spirit acted into form."

While unusual ability in an uncivil man may drive its heavy way through all obstacles, the progress thus made involves a great waste of power. Some one has said that dogmatism is only puppyism come to full growth; and while the public may grudgingly consent to do business with a bad-mannered man because of a present advantage, it will turn from him whenever the courteous man offers the same inducements in trade. It may be fundamentally wrong to regard the superficial rather than the solid contents of a man; but human nature is what it is, and the crowd turns gleefully to help promote the civil fellow as against the boor.

Politeness triumphs over the handicap of natural external unattractiveness. The ugliest Frenchman that ever lived was Mirabeau. He was actually hideous in feature; a contemporary likens him to "a tiger pitted by small-pox." Yet such was the witchery of his manners that no man of his day was so adored by the well-bred women of the French capital. Wilkes was a monster of physical deformity; but he possessed such a fascinating grace of speech that he boasted to Lord Townsend, "the handsomest man of London," that with half an hour's start he would secure the partiality of any woman in the kingdom against his lordship.

True courtesy is simply the application of the Golden Rule to all our social conduct; or as Dr. Witherspoon happily defined it, it is "real kindness, kindly expressed." George Washington raised his hat whenever he was saluted by plow-boy or negro. "I will not be outdone in politeness by them," he said. The Duke of Wellington explained how he always won his point—"I put a little oil in the hinge of my neck."

Politeness earns the largest share of the profits in a business in proportion to the capital invested; for it costs nothing, exacts no necessity of dividends to justify its continuance, and exerts a reflex benefit in the development of character. "Civility," said Lady Montague, "costs nothing and buys everything." Burleigh advised Queen Elizabeth to "win hearts, and you will have all men's purses." A pleasant manner and civil speech invariably assist the qualities of industry and integrity in a successful career. Lundy Foote, a man of most

indifferent business capacity, died a millionaire because, it is said, people flocked to buy his snuff, simply to hear his delightful "Thank you—please call again." Politeness often wins when other forms of effort fail.

There is the crux of the question. It is this directing of waste force into the legitimate channels of action, this conserving of energy, which forever argues against the surly and rude manners which wear themselves by friction on their own parts. It is the inherent strength of the argument which underlies the world's respect for "the grand old name of Gentleman."

John Linieger.

The Hardy Sex.

It is yet to be proven that women who wear low shoes are more subject to colds than those who wear high shoes. As yet, it is to be proved that those who are constantly on their guard against what is called exposure live longer than those who do not care. When women not only survive a fickle climate, but come out of its most trying changes in clothing of a weight that men would hardly feel, it is difficult to see how their health can suffer because they wear low shoes.

Now, take a man—take the average man. He puts on five thicknesses of clothing on a cold day. He is not content if the temperature is below 75 in his office. He would not think of stepping across the street without putting on his overcoat. In most cases, he would not venture out without his muffler and overshoes. And take that man's wife. She wears two or three thin thicknesses of clothing. She does not mind the weather. She will meet the blasts of winter with unconcern. In her home, she will allow the fire to get low. She will follow a caller to the door, out on the veranda, and talk and talk, entirely unmindful of wraps.

Her husband takes colds—all kinds, of colds—every kind that is going. He wonders why he takes cold. His wife is good enough to wonder with him and tells him he must be more careful of himself. Maybe she will insist that in addition to all his other precautions against exposure he shall wear a chest protector or a porous plaster. But she takes no colds. That is, she seldom does, and, if she does, she attributes the cold she takes not to carelessness, but to the fact that she has inadvertently undertaken to be too careful of herself.

If she—or any other woman—finds greater comfort in low than she does in high shoes, why blame her for wearing the former? Even if she wears low shoes and openwork stockings from pure vanity, why blame her? Are not the women of America healthy? Are they not strong? Are they not harder than the men—as a rule? Then why not let them have their own way about low shoes, openwork stockings and everything else that gives them comfort or pleasure.

He who thinks he is injuring others by his falsehoods may be quite sure of injuring himself more.



White Seal Lead and Warren Mixed Paints

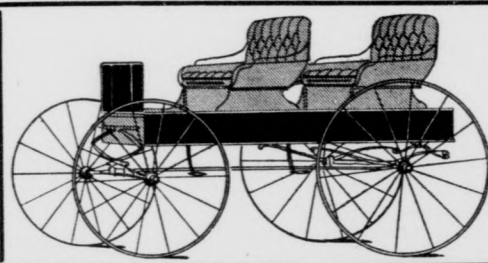
Full Line at Factory Prices

The manufacturers have placed us in a position to handle the goods to the advantage of all Michigan customers. Prompt shipments and a saving of time and expense. Quality guaranteed.

Agency Columbus Varnish Co.

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

is better to have merit than cheapness in price.

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

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

ARTHUR WOOD CARRIAGE CO.,

Grand Rapids, Mich.



BAKERS' OVENS

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

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO

DON'T ORDER AN AWNING



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

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

CHAS. A. COYE

11 and 9 Pearl Street

Grand Rapids, Michigan

Loose-Leaf Ledgers Here To Stay.

The loose-leaf book is primarily and distinctively an American invention and it has assumed a most important place in the modernized science of accounting, scarcely any important office but uses the loose-leaf book in some of the many forms to which it has been applied.

When first introduced it was vigorously opposed, in particular by the extra conservative business man and also by all the makers of sewed books. No business man can afford to "turn down" a proposition of this character, because it is only by keeping every department of the store "up-to-date" that it is possible to get all the good results out of the business.

You go into the progressive stores and you see the old style counters giving way to the modern glass counters and show cases, old fixtures everywhere being replaced by new, but in the office or accounting department the same old pass-books, blotters, and single-entry ledgers of our grandfather's time. Why is this? Keep closely in touch with the contemporaneous history of merchandising and you will find the really successful merchant is the man who knows every day what his business is doing—whose accounts are so arranged that they talk to him of his business, its strength and its weakness.

We believe that many merchants have not adopted the loose-leaf idea in their business because they do not know what it will save them in time, labor and money, and perhaps because it has not been made sufficiently prominent to them to invite investigation. Others again have been frightened out by the initial expense of making such a radical change in their system, but expense should only be considered in relation to the profit to be derived from that expense, for expense can often be made to show a profit, paradoxical as it may sound.

Some time ago the President of a large manufacturing plant in Ohio became interested in a new machine which had just been invented and placed upon the market. After a careful consideration he told the Secretary of the company to order the machine to come at once by express and at the same time explaining its value. Three days later he called the Secretary and asked:

"Has that machine come yet?"

"No, sir."

"That's strange; it was to come by express."

"Well, when I came to figure it," answered Mr. Secretary, "I found that it was so heavy that it would cost about \$250 by express, and so I supposed you were just mistaken so changed the order to freight."

"You changed my order to freight?" roared back the President. "Didn't I tell you it would save us \$100 per day? It will take ten days to get here by freight, which means a loss to us of a thousand dollars to save your paltry \$250 express. Next time obey my orders."

There is a very clear case of profit on expense.

The first adaptation of the loose-leaf ideas to account books was to the ledger, but many enterprising accountants use the cash books, journals, sales books, pay roll books, inventories, stock books, price books, order books, and many other forms. In fact, there are but few records of any nature kept in any office that the loose-leaf system can not be applied to with advantage, both to its current use and ultimate results.

There can be no question but the loose-leaf book is here to stay. It lessens expense, it simplifies the keeping of accounts, of the small merchant as much if not more than for the large one, and permits and obtains greater results than were possible with the old form of sewed books.

It will prove economical and beneficial to your business.—Merchant's Journal.

Frightened the Ghost.

One of the most enterprising of American Bishops, whose jurisdiction in the Far West is so poor that he has developed such remarkable talents as a beggar that his friends in the East declare they flee when they hear of his approach, turned up unexpectedly during the holidays at a country house where a week-end party was being entertained. The house was so full that, with some misgivings on the part of the hostess, the Bishop was put into a chamber reputed to be haunted. At breakfast the most anxious enquiries were made as to the good man's sleep. These enquiries were regularly repeated for several days, but to the general disappointment the Bishop always reported the soundest of slumbers. Before he departed the Bishop asked the cause of the unusual solicitude, and was told the state of the case. "And have you, indeed, neither seen nor heard anything unusual?" the hostess enquired. "Now that you remind me of it," was the reply, "I believe somebody did come to my bedside the first night, but I pulled my pocketbook from under my pillow and asked for a subscription, and I have seen no more of the intruder."

He Had the System Left.

The man evolved a system for beating the "bank." Thereupon he gathered together all his available cash and went to Monte Carlo.

"I will not be hard on them," he said. "When I have enough to make me comfortable, I will make a tour of Europe and bring back what is left."

He made no tour of Europe. On the contrary, he was back inside of a month, and he was not looking very prosperous.

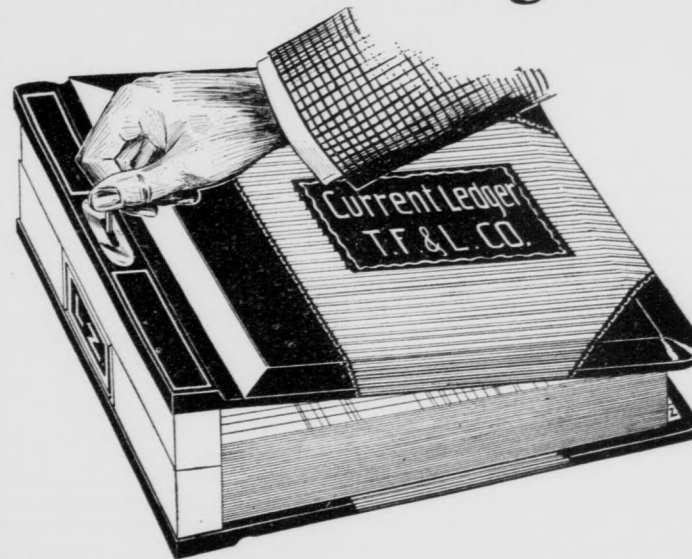
"I guess you didn't have anything left to bring back," a friend suggested.

"Oh, yes I did," he replied.

"What?"

"The system I took with me, but that's all I did have left."

The Opalla Expansion Back Loose Leaf Ledger



The acme of loose leaf construction. Unlocks with a key and locks automatically at any length.

We manufacture loose leaf devices for every conceivable use.

Write for catalogue.

Grand Rapids Lithographing Co.

8-16 Lyon Street,
Grand Rapids, Mich.



M. B. ALLEN

Successor to M. B. Allen Gas Light Co.,

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.

For \$4.00

We will send you printed and complete

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

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

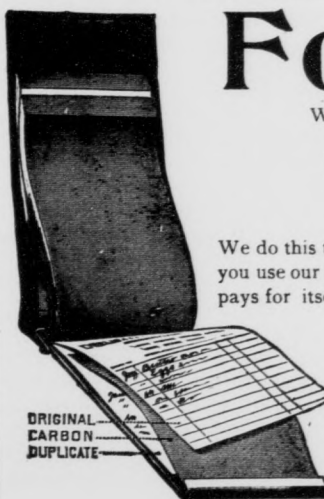
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



BILL BLACK'S ERRAND.

A Tragic Romance of Frontier Store-keeping.
IV.

North and Lawton quickly left the house, after the order to rouse the men had been given, and took a position of advantage in the shadow of the building. The two other men awaited them and all conversed in low whispers. The moon, which until now had shone dimly through great white clouds, had become submerged in a sea of blackness and the whole earth was dark. But the watchers, anxious for a glimpse at their unseen foe, beheld with delight a patch of sky which was unclouded and toward which the moon was struggling like a steamer making port in a storm. Into this clear area the moon finally burst from the clouds in which it had been imprisoned. The whole earth for a minute was bathed in light before the moon was again swallowed in a dark embrace. In that minute the eye of each man swept the plain. There was no sign of living being upon it.

North dropped his whispering and laughed loudly at the man who had given the alarm. "I guess you're nervous, Jack," he said, "and your Indians are shadows." The tone was buoyant and showed the relief the ranchman felt.

"Leave the man alone," said Lawton quietly, "he may be right, after all."

As the moon became again hidden the sense of anxiety returned to the four men standing in the shadow. They watched the sky for another burst of light and listened for some sound from the inky blackness of the world. Neither came to them. The night and the silence seemed to grow more intense and finally North, believing it a false alarm, turned to re-enter the house to assure Rose there was no danger. The men of the household had taken stations where they thought they would be of the most use in resisting an attack. North was about to tell one he might retire to his cot again. As he placed his hand upon the latch, all were startled by a fiendish yell that arose from the plain a quarter of a mile away. There was no mistaking its character. It was the war cry of the Sioux.

Wildly melodious and terribly shrill, it was appalling to the stoutest heart. It brought every man to an attitude of defense and, piercing to the room where Rose was pacing to and fro, brought the young woman to her knees in prayer. There was an instant when no man knew just what to do. When the men had regained their composure, a moving shadow might be seen upon the plain. As the cry suddenly ceased the hoofbeats of charging horses could be heard. These also suddenly ended and the great black body came to a standstill.

For ten minutes then the watchers were treated to a remarkable and inexplicable exhibition. The shadow divided and horsemen in little parties of threes and twos dashed closer and closer to the ranch wall, emit-

ting that tremendous and terrifying yell. Often one voice rose alone and the cry as it died away was taken up by all until it swelled to awful volume.

As the marauders swept unusually near, one of the younger men raised his rifle. "None of that," said North quickly. "If there is to be trouble, let them start it. I do not think they mean to attack at all. They might get into this house, but they know that some of them would have to pay for it before they did. This is no war party. Your thirty bucks, Jack, are not over twenty."

The din upon the plain kept up almost unceasingly, but the visitors showed no disposition to attack. The inactivity became wearying to the men at the ranch and they shifted uneasily about. The storekeeper kept his place close to the ranchman's side with a fidelity that would have made the unsuspecting think he had come to protect, instead of take, the other's life. He was moved least of all by the appearance of the Indians. He only wondered vaguely how much they would interfere with his own plans.

The occurrences of the next few minutes came almost simultaneously. The Indians suddenly withdrew a little and dismounted, keeping up their cry. Three or four were evidently left with the horses while the rest of the band began loping toward the ranch afoot. The shouting ceased and at that instant there burst upon the ears of the white men the sound of splintering wood. Two men alone of those gathered there knew its import. "My God," cried North, "they have found the place in the wall!"

The young ranchman acted quickly. He bade Lawton and the men drive off the members of the band whose dark bodies could be seen approaching at the front and to remember a woman's life was at stake. Then, seizing the storekeeper by the arm, he dragged him into the kitchen and toward the point where the real attack was being made.

Through the brains of both men the true state of affairs had flashed in an instant. Under cover of the night a small number of the attacking party had gained the shadow of the wall. The withdrawal of the others and warlike manifestations that had followed their return mounted from the cottonwoods by the river were a ruse to cover the assault upon which the hopes of the attacking party depended. Some half-breed cow-puncher had evidently discovered, and later betrayed, the young ranchman's secret.

As they were about to leave the kitchen North stopped the storekeeper, who was in the lead. "There is no need of going out there," he said. "They can never get through the big stable door."

"But they may fire the buildings," hurriedly whispered the other.

"No fear of that. These are not the kind of reds they used to fight twenty years ago. These fellows care more for whisky than scalps, and money means whisky. They'll never burn this place until they have searched it."



The First Step

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

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

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

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

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

Save three Pennies.

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

Ask Dept. K for catalogue.

THE COMPUTING SCALE CO.,
DAYTON, OHIO,
MAKERS.

THE MONEYWEIGHT SCALE CO.,
CHICAGO, ILL.,
DISTRIBUTORS.



Moneyweight



But another sound of wood giving away urged the ranchman on and the two men stumbled out of the kitchen. The storekeeper was thinking very rapidly and his thoughts were on that one thing that had kept him in a fever for long hours—his errand.

Chance had suddenly put this man completely in his power—perhaps not chance but a judgment. Why not end it now? He had less faith than North in the impregnability of the big door. What if the reds should break through and cheat him of this man's life? What if one of these two escaped and it was North who fell there in the passageway? A shot in the dark would do it. As the two approached the door of the stable, groping their way, the storekeeper paused.

"Lew," he said quietly, "I guess you'd better go ahead."

Douglas Malloch.
(To be continued.)

Recent Business Changes Among Indiana Merchants.

Bloomington—Graham, Marxson & Smith, dealers in clothing, have dissolved partnership. The business is

continued under the style of Graham & Marxson.

Fort Wayne—Adolph Diamond, Vice-President of the Pottlitzer Bros. Fruit Co., is dead.

Griffin—Garrett & Son continue the grocery and implement business formerly conducted under the style of Brydon & Garrett.

Indianapolis—J. E. Christian & Co. are succeeded in the hardwood lumber business by the Christian Lumber & Fuel Co.

Indianapolis—The Indiana Screen & Manufacturing Co. has increased its capital stock from \$8,000 to \$25,000.

Indianapolis—Robert S. McKee, of the McKee Shoe Co., is dead.

Salem Center—The general merchandise stock of A. J. Grabill has been turned over to his creditors.

Tipton—Wm. Ruppert, general dealer, has filed a petition in bankruptcy.

Cultivate a serene frame of mind under all circumstances. Do not allow yourself to be in the depths of gloom and depression one day and on the heights of hilarity the next.

How To Make Kalsomine.

One pound of uncolored gelatine glue, as free from grease as possible, is soaked over night in cold water sufficient to cover the glue. Thirty pounds of English cliffstone Paris white, bolted or best bolted gilders' whiting, is also soaked in sufficient water to make a paste over night and next morning both are heated with steam or over a moderate fire in a water bath to the boiling point and when the glue is fully dissolved the two materials are thoroughly mixed. In summer time on cooling, a small portion of carbolic acid, say about one-eighth of an ounce, diluted with water, is added for each pound of glue used in the aforesaid formula to keep it from souring, and in this way the kalsomine will keep for some weeks. It is said that the workmen rather like this preparation, because of its good working properties.

The Irishman's Logic.

The logic of some of the trust busters reminds one of the old story of the Irishman who ordered a drink of gin. When it had been set out for him he changed his mind and swapped it for a drink of whisky. Having

drunk this, he started to walk away. "Here!" the bartended shouted, "you haven't paid for that whisky." "Sure, an' I did," said the Irishman. "Didn't I give ye the gin for it?" "But you didn't pay for the gin." "Phwhy should I? I didn't drink it."

A Good Suggestion.

"When I write a story," said the struggling young author, "I make out a list of ten magazines that I think might like it, and I usually get mighty close to the end of the list before I sell it."

"In that case," returned the wise business man "I should think it would pay you to begin at the other end of your list."

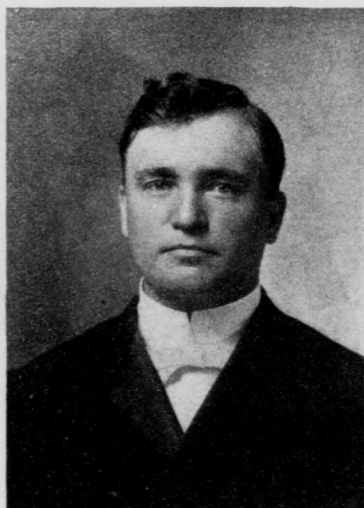
The advertiser who uses valuable space to secure enquiries and tries to sell the enquirer by using second-rate follow-up material, is in the same class with the huntsman who bought an expensive outfit and used blank cartridges.

The best navigators are those that can see ahead.

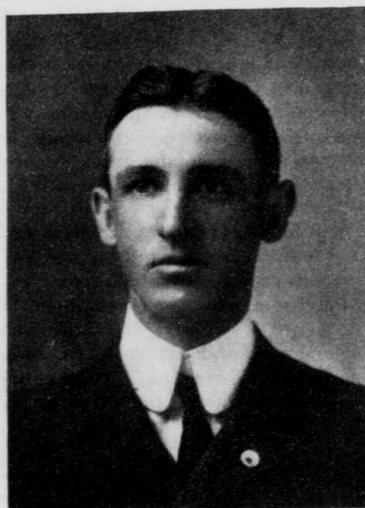
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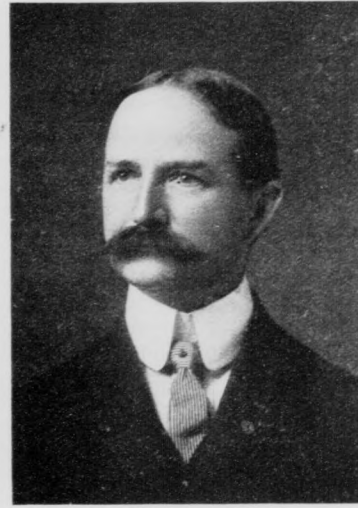
W. B. HOLDEN
Senior Counselor



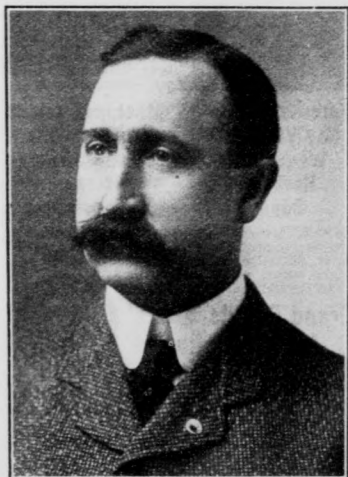
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Past Senior Counselor



S. H. SIMMONS
Junior Counselor



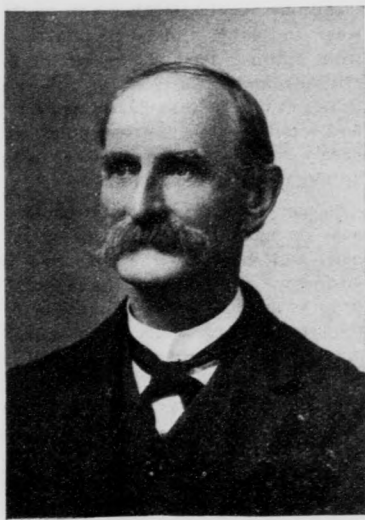
T. E. DRYDEN
Conductor



W. L. SIMMONS
Page



L. F. BAKER
Secretary



A. T. DRIGGS
Sentinel



DR. COLLINS H. JOHNSTON
Council Surgeon

Dry Goods

Weekly Market Review of the Principal Staples.

Hosiery—A few lines have been shown and more orders taken, but these are very few, and there will be very little done for quite a while yet. The strike in the Philadelphia mills has attracted most of the attention, but it does not look as though this was a very serious matter at the present time. It is principally a question of how long it will last. There are some lines in the market for immediate consumption which are moving with difficulty and it is not unlikely that some of these stocks will be carried over to next year. This might be a profitable matter for the manufacturer in view of possible cost of manufacturing for next spring, so perhaps it will not prove a hardship after all.

Staple Cottons—There is a great feeling of reluctance among the manufacturers to accept orders for future delivery. They feel that the situation is too uncertain. Raw material is hard to get and growing harder every day. Furthermore, it is costing more and more. The natural result of this is the closing of the mills, which occurs in some sections almost daily. Exporters have not been calling for goods recently, so that the lack of supplies, owing to curtailment of production is having but little effect in that direction. Bleached goods are much firmer.

Linings—The general market for linings has shown very quiet conditions during the week under review. Orders from the jobbers have only been received in a moderate way and the clothiers have been considerably behind the average for this season. The agents, however, are exerting no pressure to sell and advances are being made almost daily. Kid finished cambrics are unchanged, but without any great demand. Silesias are quiet and stocks well in hand. The clothing trade has called for small quantities of Alberts, Italians and also cotton warp Italians, mohair, serges and alpacas.

Wool Dress Goods—The initial dress goods market since last writing has been characterized by very quiet conditions. This is true of both domestic and imported lines. The buying demand is such as might be expected at this time, when the bulk of consumers have not reached the point where supplementary buying suggests itself to their minds as the proper thing to do at this time. Although the market is slow, sellers evidently regard the outlook for duplicate business as fairly encouraging. While not losing sight of the business retarding influences, such as floods, strikes and the feeling of nervousness that manifests itself in many ways in the mercantile world, sellers in most instances regard the promises in connection with plain and certain neat, attractive, fancy and semi-fancy lines as indicating a good distribution. It is not believed that the jobber and cutter-up will commit themselves to the extensive reordering of goods without ob-

taining pretty positive evidence that the same will be actually required. Speculative inclination is and has been at a comparatively low ebb in the dress goods field for some time past. The buyer has made fairly liberal provision on fabrics of a staple character, but getting into the realm of fancies has operated with becoming caution in the face of the usual uncertainty that characterizes the initial order season as regards that generic class of goods.

Underwear—Just at present, while immediate business is in a stagnant condition, there is a good deal of interest in the spring lines of 1904 and there promises soon to be a clash of ideas on the subject with the result greatly in doubt. Of course the matter of price is a stumbling block. It is the hurdle over which opinions will fall and where many a manufacturer will balk. There are some lines being shown to-day, but they are not of great importance and the prices may change at any time and fluctuate with the cotton market. The prices are not made public yet and some orders are said to be taken on at value basis. There is talk in the market of a certain large mill already having its product under contract for next year, but this would be an abnormal condition, especially when the fact is considered that this same mill has representatives in the market trying to buy yarns now. It would mean that the mill owners were of a highly speculative turn of mind and were doing a very daring piece of speculating with their 1904 products. It would be somewhat nearer the truth, we believe, if it was said that the mill had made contracts for a certain part of its products and had refused to take any more business until it had covered itself with yarns. It would certainly be a more sensible course. It does not look as though the yarn spinners were likely to come down in their prices just yet. With cotton near the highest point that it has been in years and hard to get at that, it would seem even more natural if yarns advanced a bit and this certainly means that the prices for underwear for next spring will be pretty well up in the air. In fact, unless cotton should take a decided tumble, it would mean an upsetting of all traditions in the market for underwear and other things manufactured from cotton. Past prices will be no criterion and new standards will have to be set for the manufacturer, jobber and retailer, while the consumer will hardly know where he stands or what he ought to pay for goods.

Carpets—There is plenty of business on hand for all makers of carpets, and just now the soliciting of business is not worrying the manufacturer as much as other things are. All the 34-goods mills are running full, many overtime, and the ingrain mills in New York State and throughout New England are very busy on new as well as old orders. In Philadelphia the numerous ingrain carpet mills are closed and several of the 34-goods plants are in the same position. There was a possibility a few days ago that the operatives and the mill men

For the Fourth

There is always a good demand for light weight fabrics. This season is especially strong on white stuff. Look up your wants and we will take care of them. We have white madras shirting with white stripes suitable for waists at 12½ and 15 cents.



white mercerized stripes at 18 cents, white dimities in checks and stripes at 7½, 9½, 11½, 15 and 20 cents, nainsooks in checks and stripes at 9½, 11½ and 15 cents, colored dimities at 7½ and 10½ cents; also striped and figured batistes at 10½ cents per yard.

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale

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.

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.

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
Neahtawanta
Omena
Northport

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

Grand Rapids & Indiana Railway
(The Fishing Line)



Through sleeping cars daily for the North from Cincinnati, Louisville, St. Louis, Indianapolis, via Penna. Lines and Richmond, and from Chicago via Michigan Central R. R. and Kalamazoo; low rates from all points.

Fishermen will be interested in our booklet, "Where to Go Fishing," mailed free. C. L. LOCKWOOD, Gen'l Passenger Agent, Grand Rapids, Mich.

would come to terms regarding the number of hours that should constitute a working week and the amount of wages that should be paid, but the chances of a settlement being made now are no better than they were the first day of the strike. The Ingrain Manufacturers' Association, at a meeting held last week, voted to stand firm against the demands of the strikers and if any concessions were to be made now or later they should be with the approval of the Executive Committee of the Association. Members of the Association violating this agreement will be fined, it is said, \$50 for every loom put in operation, each member having put up bonds covering the number of looms owned. As the season progresses and the number of days and weeks pass by without the looms in operation, the amount of business and money lost to the Philadelphia weaver piles up. With his books well filled with orders taken since the opening of the present season, he is helpless to have his customers' demands attended to. If the labor disturbances are to continue for any length of time, much of the business in his hands will be lost for the present season, which will mean so much more business for his outside competitors. With such a promising season as the one recently begun, with plenty of business in hand and the fair prices that have been made, it must be anything but pleasing to the mill men to see such favorable possibilities nipped in the bud as they have been. The Eastern mills, as a rule, are experiencing a period of great activity, although some find it rather difficult to get as much yarn as they could conveniently use on account of the shortage of supplies of good combing wools. Demands run largely to the better fabrics, principally Brussels, Axminsters and the good grades of tapestries. Jobbers are beginning to get ready to make their first deliveries of fall supplies, but a good deal of business is to be placed in their hands before much energy is shown in making deliveries. No inconvenience to any extent has been experienced with the agents of the Philadelphia productions on account of the strike, but it is expected before long that there will be and plenty of it.

Rugs—Rug weavers report that business is of a very large order in their lines. Jobbers are making new contracts right along. Of the Philadelphia mills, about one-third are in operation, the balance being closed on account of the strike. The fine grade rugs, in particular the Wiltons and Brussels, are in excellent request. Smyrnas of the smaller sizes also take well. Art squares are in fair demand for the Western trade.

Lace Curtains—Lace curtain makers report that the fall trade is showing itself up very favorably. Demands run to Nottinghams in Arabian designs. Tapestry curtains and covers are in fair demand for cheap goods.

The man who takes his business home with him or who takes his home to his business is wrong either way. There is a proper time and place for both.

How to Handle Store Help.

One of the big city department stores issues a booklet in which are the following instructions to clerks:

Do not be out of your place.

Do not be late at any time.

Do not take over fifteen minutes on a pass.

Do not talk across aisle, or in a loud voice.

Do not gossip; mind your own affairs, and you will have enough to do.

Do not sit in front of counter.

Do not tell customer the article asked for is "Out of date." In other words, that they don't know what they want.

Polite, neat; dress in black.

Serious in your work.

Punctual, obliging, painstaking.

Keep your stock in good order and follow the rules of the house, which, if obeyed, simply means that you are doing right, and if you do what you feel is right you will find you are obeying the rules.

Learn all the details.

Know how to make out all checks.

If you don't know, ask.

Ask reasons, so you not only know how, but why you must comply exactly and not omit some little thing, which to us may be important.

We want it said of our employees that they are a credit to the house. Be civil and polite to your superiors. Should those in authority not be civil to you, "Obey," and, if grievance warrants, see Superintendent. Under no circumstances are you to refuse to do what you are told to do by one superior in authority. Should you be reported for not obeying, you will lose your position, even if circumstances warranted your actions. After doing as told, then if order is unjust, or uncalled for, see Superintendent, who will always uphold you if in the right.

Buyers and floor managers will be held accountable and blamed if any one under their control is found chewing gum, tobacco, or eating while back of counters. Any one acting thus will be discharged.

Do not stand in groups.

Do not chew gum, read books or sew.

Do not giggle, flirt or idle away your time.

Do not walk together through the store.

A buyer may be ever so good in judgment value and knowing where to buy, yet clerks actually selling the goods can give many valuable suggestions as to "what to buy." We want clerks to keep, in back of book, a want slip, and put down what they think we could sell, of things we have not in stock. Turn these want slips over to buyer; he will appreciate them and be glad of your assistance.—Commercial Bulletin.

It is to you, ye workers, who do already work, and are as grown men, noble and honorable in a sort, that the whole world calls for new work and nobleness. Subdue mutiny, discord, wide-spread despair by manfulness, justice, mercy and wisdom.—Carlyle.

Umbrellas

We carry a complete line of gents' and ladies' umbrellas. Prices 37½ cents each and up. We have a special assortment, packed two dozen in a case, with a stand—one dozen 26-inch ladies' umbrellas and one dozen 28-inch gents' umbrellas—price \$9 per dozen. Write for our descriptive pamphlet.

P. STEKETEE & SONS

Wholesale Dry Goods

Wrappers for Summer Wrappers for Winter

Wrappers for Spring Wrappers for Fall

We still have on hand a few summer Wrappers and Dressing Sacques for immediate delivery.

Our winter line is complete. Wrappers at \$9, \$10.50 and \$12. Dressing Sacques at \$4.50 and \$6. A full line of ladies' and gents' outing flannel Night Robes. Quality and price right. You should see our line before buying. You will not regret it.

Lowell Manufacturing Co.

91-93 Campau Street, 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.

Butter and Eggs

Observations by a Gotham Egg Man.

There seem to be a good many egg shippers who do not appreciate the differences in quality which determine values in the large distributing markets. At many country points whence shipments are made, eggs seem to be divided into two classes only—good and bad—and the finer distinctions, which mean so much in the trade here, are not known. It is very common at this season for commission men to get invoices of shipments which are described as being "fancy candled eggs" and for which the shippers seem to expect the highest quoted prices; yet when the goods arrive they are found to be weak, heated, more or less shrunken, and not at all suited to the needs of first class trade. In such cases the sales are inevitably disappointing.

Judged by the standards of jobbing trade here there are many different qualities of eggs between the bad and the perfect, and the value of stock is determined by the proportion of the different qualities. Jobbers have various grades that they offer to their retailing customers, to hotels, etc., and they aim to have these grades as uniform as possible; they judge the value of a wholesale lot by its ability to yield eggs for the different grades.

There are many qualities of eggs that show clear before the candle and yet which have very different values.

In a perfect egg the appearance before the candle shows the shell full or with only a very small air space; the light shines through clear and while the yolk can be seen quite distinctly, it is spherical in form and moves but slowly through the white when the egg is turned with a quick motion before the light. It is free from dark spots or veins.

The effects of holding are generally shown by enlargement of the air space through evaporation and at this season many of the eggs received are considerably shrunken. This defect is usually accompanied by a weakening of both white and yolk and the same defect is caused by subjection to hot weather. Before the candle this defect is apparent in a darker yolk, irregular in shape, which wobbles about freely in the watery white when turned quickly before the light. Such eggs, although not bad, can not be used for No. 1 grade by jobbers who have a good trade to supply, and at this season they comprise a very large part of the offerings.

As these defects become more serious they are shown by an exaggeration of the same general features. The yolk becomes still darker, ragged looking, and so weak as to break when the egg is turned out of the shell. (A good candler can tell almost certainly when this will happen by the appearance before the candle.) Small dark spots begin to appear in the yolk, and in badly heated eggs, in which the hatching process is begun, blood veins are visible in the yolk.

At this season of year our egg receipts consist of mixtures of these

different qualities, often with the addition of more or less bad eggs. Even from shippers who candle their eggs before shipment the goods are by no means free from a considerable proportion of weak, heat-struck eggs and from shippers who do not candle closely, or who are situated in Southern sections, the great majority of the eggs are of that character.

We think shippers could do better if they would study more closely the characteristics that give value to eggs among jobbers and retailers here, and post themselves more fully as to the character of the eggs that they buy from day to day, it would enable them to fix their paying prices with a greater certainty of profit.

In considering the quotations for eggs sent out from this market shippers should understand clearly the quality requirements of the different grades named, and be able to judge what grade their own shipments belong in. This can only be done by examining before the candle. Of course, many of the larger shippers have candling rooms and know all about this part of the business, but there are many who do not and who seem to think that all eggs are about equally good so long as they are not bad.

The best egg candling device is made by cutting a round hole, about 1½ inch in diameter, in the side of a tin or sheet iron pipe, say 4 inches in diameter and fitting an electric lamp with a flat flange at the top to come down inside opposite the hole. No lights should shine through except at the opening and the whole should be painted black or japanned. Put the eggs before the opening and turn them with a quick motion; you will soon find that various grades of quality from the full, strong, fresh egg down through all the defects that eggs are heir to, can be easily distinguished.—N. Y. Produce Review.

Recipe for Summer Sausage.

To equal parts of good beef and lean pork add one-fourth of the amount of fat pork. Trim the beef free from sinews and beef fat, chop fine, then add the lean pork; chop again and add the fat pork in small squares. Chop until well mixed, adding salt and pepper to suit the taste. Stuff into hog bungs or beef middle casings very tightly, and hang in the open air four or five days. Smoke very slowly three to five days. To remove the white appearance that they sometimes have after being kept a while, rub with a cloth saturated with fat. Care should be taken not to allow any unfilled places in the sausage casing, and no water should be added. Casings to be used for summer sausage should be thoroughly washed and soaked in water twenty-four hours before using to entirely remove salt.

Fatal Error.

Tess—So their engagement is broken off?

Jess—Yes, they quarreled, and she was in the wrong.

Tess—And she wouldn't admit it?

Jess—No, that was the whole trouble. She did admit it, and after that he simply became unbearable.

JOHN P. OOSTING & CO.

JOBBER OF

Tea, Coffee and Grocers' Sundries and Country Produce

We solicit consignments of Butter, Eggs, Beans, Hay and Straw
100 South Division Street, Grand Rapids, Mich.

References: Peoples Savings Bank, Lemon & Wheeler Company

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

We Have Been In This Business For 38 Years

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

L. O. Snedecor & Son EGG RECEIVERS

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

THE VINKEMULDER COMPANY Car Lot Receivers and Distributors

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

Our Weekly Price List is FREE

14-16 Ottawa Street, Grand Rapids, Michigan

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

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

We are also in the market for some Red Kidney Beans

GARDEN SEEDS

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

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

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

Honest Men Sometimes Liars in Their Advertisements.

The dealer who lies in his advertisements is very foolish.

You know, I know, merchants whose stores and goods are good enough in themselves to stand the truth, although those goods are not of the finest quality. As a rule, the goods of a merchant are sized up pretty carefully and concisely by his patrons, and set down at their true value. Any attempt upon his part to glamour them over with a coating of superlatives is vain. It does him no good at all, but frequently works harm, because the dealers with such merchant will then judge his goods by what is said of them, and, failing to find them as advertised, will naturally take future declarations with grains of salt.

Now, it may be (as I know it to be in some cases) that the goods of such a merchant are what buyers want, and the prices of those goods right. He may give excellent values. He may give money's worth each and every time. Nevertheless, if he pretends that the values he is giving are greater than they really are, he may not lose his trade thereby, but will lose the effectiveness which makes advertising profitable. His patrons may not refrain from dealing with him, for the simple reason that they find he has the goods they wish, and at the prices they are willing to pay, but they will not believe his printed words. That is bad for any merchant.

I know a grocer who tries to make everybody believe that his eight-cent prunes are the finest grown. He knows he lies; so does every reader. Those eight-cent prunes are worth every cent of the price, so what is the use of his lying? Folks are not deceived. They like his prunes and his price, but they buy them with a distinct feeling that they are getting the worth of their money, and no more. What applies to his prunes applies to hundreds of other goods in his stock. His advertisements are not believed, yet he does a good trade, because he gives money's worth. So, how foolish to deceive! He deceives himself; that is all. His store and goods are good enough to talk about, and talk strongly, without descending in their behalf(?) to downright falsehood.

I know another merchant who says all his pianos are first class. I know better; so does he. Some are not even third class. Yet, for the money they cost, they are good enough, and buyers will want them. Some can not pay more than the price of a fourth-class piano, and do not expect a first-class instrument for a fourth-class price. So what is the use in advertising differently?

Folks, as a rule, are sensible. Most folks know that they can not buy dollars for fifty cents apiece. If they were offered them, they would "smell a rat" instantly. There are buyers who would like first-class goods, but have not the cash to pay for them. Talk to them of things priced where they can be touched by the buyers. You will sell just as much merchandise—more, I believe—by telling the

truth than by lying about your goods.

Besides, if a merchant speaks of his fourth-rate goods as if they were first class, what has he left to say of his really first class ones? By laying too much stress upon his cheapest goods, he has killed the possibility of making a good effect with his better ones. And it is all so needless.

I claim that every store which ought to live has enough good in it that can be advantageously advertised without lying. I claim that any merchant who exaggerates loses caste with his customers. If they do not know his goods, they will likely not try to know them after once finding out that his advertisements are false. His old customers, as I have said before, may not leave him, since they find in his store what they desire. In any case, false advertising works harm, even although a merchant gives good values; so what is the use of lying?

Time To Call a Halt.

A committee of the St. Louis Retail Grocers' Association, considering the cereal food problem, reported to the organization as follows:

"We consider that the cereal question is one of the most difficult that the retail grocers have to handle and we feel that this Association must at once take some positive steps in the matter.

"We are confronted just now with half a hundred brands of cereal foods, all about the same and all of them making a fierce fight to get retail grocers to handle their goods. Every possible means is adopted by these people to induce or compel the grocers to put their goods in stock. They are bribing our clerks and even ourselves by coupons and prizes and they are giving away presents to our customers.

"Some of these brands will stick, but a great many of them will not. When those that are not going to stick drop out of the market the retail grocers will be left to hold the bag with a lot of stale and unsalable goods on their shelves, a total loss.

"We feel, however, that there are too many predigested foods on the market that are without value and some decided step should be taken by the retailers in concert, to limit the kind and number of such foods carried in stock.

Of Course She Wanted to Know.

"Can I send a cat by express?" asked the lady who entered the office of the forwarding company.

"O, yes, mum," said the affable agent.

"And how much does it cost?"

"Well, we charge the regular express rate, and then you have to put a valuation on the cat, and with that as a basis we figure out the per cent.—

"You do?"

"Yes, mum, and then we add so much on the bill for the per cent.—

"My land, man! How're you goin' to tell how much purr is sent unless you hire a man to watch the cat and keep count?"

Do not get discouraged. It is often the last key on the bunch that opens the lock.



CROHON & CO.

DEALERS IN

HIDES, WOOL, FURS, TALLOW AND PELTS

26-28 N. MARKET ST., GRAND RAPIDS, MICH.

Highest market prices paid. Give us a trial. Always in the market.

BOTH PHONES

Patent Steel Wire Bale Ties



We have the finest line on the market and guarantee our prices to be as low as any one in the United States, quality considered. We are anxious that all those buying wire should write us.

We are also extensive jobbers in Hay and Straw. We want all you have. Let us quote you prices f. o. b. you city.

Smith Young & Co.

1019 Michigan Avenue, Lansing, Mich.

References, Dun and Bradstreet and City National Bank, Lansing.

E. S. Alpaugh & Co. Commission Merchants

16 to 24 Bloomfield St.

17 to 23 Loew Avenue

West Washington Market

New York

Specialties: Poultry, Eggs, Dressed Meats and Provisions.

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

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

Cold Storage and Freezing Rooms

Established 1864

Butter

I always want it.

E. F. Dudley

Owosso, Mich.

Printing for Produce Dealers

The New York Market

Special Features of the Grocery and Produce Trades.

Special Correspondence.

New York, June 20—Every single week sees less encouragement for the grower and seller of coffee. Receipts continue large and there is simply the same story week after week. Some low grade coffees are fairly steady and a sale of Rio No. 7 was made to Arbuckles at 5½¢, which has been the prevailing figure for some time. Speculators are liquidating as rapidly as possible, and there is no reason to look for any improvement in the situation this season, or the next, for that matter. In store and afloat there are 2,359,531 bags, against 2,564,263 bags at the same time last year. Mild coffees show no more animation than do Brazil sorts and buyers are taking only hand-to-mouth quantities. Good Cucuta, 8@8¼¢. East Indias are without change.

While a little better trade has been experienced in the sugar market this week, there is still much room for improvement. A good deal of sugar has been purchased under contract, but the actual movement remains light and, unless we have some summer weather, the volume of business may prove to be very disappointing. Overcoats have been in demand and a cold rain has thoroughly saturated the ground for many miles around the city.

The tea market is almost as dull as that for coffee and quotations are nominal for country greens and slightly lower on Formosa oolongs. Buyers are taking only small lots and seem to be unwilling to purchase at all ahead of current requirements.

The market for rice is firm and fairly active if compared with the three staples above mentioned. The demand has been sufficiently active to keep stocks fairly well cleaned up and the outlook is certainly in favor of the seller. Choice to head, 5¼@7¢. Foreign grades are selling fairly well at about unchanged quotations.

It seems that the enforcement of the new pure food law is apt to increase the use of real pepper, as it will compel manufacturers to use the real stuff instead of shells. To this may be attributed to some extent the firmness in the pepper market and, in fact, a generally better undertone to spices of all sorts. Quotations are not especially higher, but the tendency is in that direction.

In molasses little, if any, change is noticeable. The demand is as active as could be looked for at this time of year and, as stocks are comparatively light, the general situation is slightly in favor of the seller. Syrups are in light demand, but the situation is steady. Stocks are not large.

Canned goods have been rather active in some lines and dragging in others. High grade peas are simply "out of sight" and at no time has the supply been large enough to overtake the demand. California fruits continue to be centers of interest and the Golden State is bound to reap a big harvest of dollars this year.

Tomatoes promise to be a good crop now and at the moment dealers are simply waiting upon the weather. Corn is very firm and quotations show some advance, so that Maine is being "watched" with some considerable interest. Salmon are firmer, with some brands \$1.05@1.10; others, 2½¢ less.

No changes to speak of have been made in prices of butter and at the close 21½¢ still prevails for best Western creamery, with seconds to firsts 19@21¢; imitation creamery, 18@20¢; Western factory, 15½@17½¢; renovated, 15½@18½¢.

Cheese of large size, full cream, is in rather light supply, with prices steady at 10¾¢.

Best Western eggs are worth 18½¢, with very little change during the week, the situation being slightly in favor of the seller. Fresh gathered thirds to firsts, Western, 13@17¢.

The Parrot Trade.

Most of the 4,000 or 5,000 parrots which are brought to this city every year are of the sorts known as the "double-yellow-head" and the "red-head." The former are the best talkers, and as young birds sell for \$15 or \$20, while the red-heads fetch the same price as the Cuban parrots.

The finest talkers—according to a dealer who talked with a reporter the other day—are the gray African parrots; but, although they are in good demand, it is said that only 100 are sold to-day for every 500 which were disposed of in this country years ago. The demand fell off at one time because people had become afraid to buy them on account of their being so likely to die on the purchaser's hands. When the demand increased again, the supply had become inadequate. As a matter of fact, it is said, the popular idea that these parrots are delicate is a mistake, as they are even harder than the Mexican birds; but they are usually not well cared for by sailors on the voyage from Africa, on which they are liable to contract blood poisoning from improper food. Only about 1,000 of them are now imported here in a year, and the average price for a young bird is \$15. In regard to their linguistic abilities, the importer spoke of an African bird that is his own personal pet, which, he said, talked fluently in English, French, High German and Low German, besides a little in Russian. For a fine talker prices run up as high as \$1,000, a price which is paid "perhaps once a year." The payment of \$500 for a highly trained and accomplished talker is said not to be uncommon.—N. Y. Post.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

Fresh Eggs

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

HERE'S THE D-AH

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

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



E G G S

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

S. ORWANT & SON, GRAND RAPIDS, MICH.

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

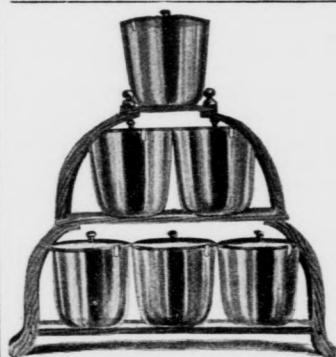


It is cheaper and will do more work than any and all other cleaners. A quart can that retails for 25 cents will clean forty yards of carpet. All retail merchants will find it to their interest to put a case of each size of these goods in stock. The free samples and circulars packed in each case, if passed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

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.

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



Flint Glass Display Jars And Stands.

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

The Kneeland Crystal Creamery Co.
72 Concord St., Lansing, Mich.

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

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.

ACTING TOGETHER.

Value of Local Associations of Merchants.

The tendency of the age is toward combination and this does not mean merely combination of capital. When one says "combination" the public immediately thinks "trusts," but they are not the only combinations which are being effected in this age to which future historians will point as one remarkable in this regard.

While capital is combining, there are other movements of like character in other fields. The trades unions have never been as active as now in enlarging their numbers and demanding recognition. Their organization is almost identical with the organizations of capital. Capital combines to cheapen production and increase profit, and in that regard is legitimate so long as it does not seek to limit production. Union labor combines for the purpose of regulating the amount of labor performed and the price paid for labor. The combination of capital is legitimate so long as it does not aim to lessen production, thereby increasing values.

Those who talk much about the trusts should remember that the trusts are only one phase of an era of organization. Not every movement is bad and this is true of the present remarkable era of combination as much as of any other movement. There is a tremendous tendency in this country toward association of interests not merely of labor and capital, but of other property. In the lumber industry particularly, those engaged in that work are beginning to appreciate more quickly than any other class the value of organization. In consequence we have many lumber associations. Salesmen, wholesalers, retailers, men in every branch of the lumber industry, are combining to further their own interests by furthering those of others and of improving their own methods by learning those employed by other men.

The Associations of Yard Men, the local retailers of lumber in our cities, are of most interest to the merchant because his situation is almost identical; and if the retailer of lumber finds association advantageous, there is no reason why the merchant should not find it likewise when applied to his own business. The merchants' association should emphasize its social features rather than what it actually aims to accomplish. Little can be done by a merchants' association by direct action. The principal value of the local merchants' association lies in the good feeling which it engenders among the local trade. The social feature should be emphasized because the public looks with some suspicion upon the merchants' association anyway. Let it get the idea that the association is formed for the purpose of controlling prices and a bad sentiment is created in the community, which has an evil effect which far offsets any good that the association may be able to accomplish. A merchants' association should not be formed with the idea of controlling prices, because that is impracticable.

It has not to deal with the goods or the public, but with the grocer himself. If there is a man who is tempted to use cut-throat methods, if he is a member of your association, the organization will serve to keep him in line; because a man of ordinary mental powers if he has the good opinion of other men in his same line of business does not like to lose it. And the man who is not in your association fears commercial ostracism if he descends to methods which are questionable in merchandising.

The public is always willing to concede the merchant a reasonable profit. The man who gets the trade gets it by courtesy, quality and variety of goods, promptness and such valuable attributes of a store rather than by cheapness. Ask the man who has a cheap trade how it is with him and if he is honest, he will tell you that it is a constant struggle.

If the prices in a community are uniform, price is the last thing which enters into consideration with the public and it is also true that the man who first employs cut-throat methods is the man who ultimately suffers by the very movement he has started himself and the very sentiment he has created in the community.

Associations, therefore, of merchants are not to control prices, but to control price makers. There are few grocers combined in this manner compared with other lines of retail trade. While the merchants might not find it advisable to effect the national and auxiliary state associations such as the lumbermen and other lines of trade maintain, a local organization should be the aim of the practical grocer. A state association or national body might prove cumbersome because there are ambitious ones who might involve it in politics or create politics within its borders and thus do as much evil as good.

A local association can however accomplish much good because it deals with strictly local conditions, such as affect all of its members alike.

If there is any merchant who has considered the idea of effecting an organization of his fellow merchants in his town and he only gets twenty-seven out of a possible twenty-nine merchants in line, do not let him worry but go ahead and effect the organization if possible. When the other two see what you are doing they will come to it because no one likes to be outside.

The work accomplished by such an organization as has been mentioned above should not be the control of prices, but a helpful meeting together of those who are drawn into sympathy with each other by their line of business.

Joe Mitchell Chapple, the editor of the National Magazine, told me recently of an organization of which undoubtedly the magazine reading public of America had no knowledge. Occasionally, once a month perhaps, the editors of the leading magazines of the East, those publications that we see on our news stands each month, meet together in New York and discuss things of mutual interest.

They do not get together to regulate prices of the magazines or the rates of advertising therein. They meet to compare experiences and glean information one from another. They submit lists of the prospective contents of their magazines and their authors are discussed. Many an ambitious young author would be pleased indeed if he knew that his work was receiving the serious consideration of such a body of men, but if his work is of superior merit, he may be sure that it is likely to be mentioned in this informal association of magazine editors.

In just some such way the merchants of a community may get together with profit, not along any formal line, but simply with the idea of helping each other. Let them get together and exchange notes, not the kind that are got at the bank, but the kind a man makes in his head as he goes along through life. That is the most beneficial form of a merchants' association and it can never be accused of being a combination to boost prices or to black-list creditors or to take unfair advantage of the trade.

Charles Frederick.

As Rare as Curious.

"My dear," said Mrs. Jorgson, as she closed the book she had been reading, "do you know what is the most curious thing in the world?"

"Of course I do," replied the brutal half of the combination. "The most curious thing in the world is a woman that isn't curious."

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. Wilkink

PRINTING

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

TRADESMAN COMPANY

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

Commercial Travelers

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

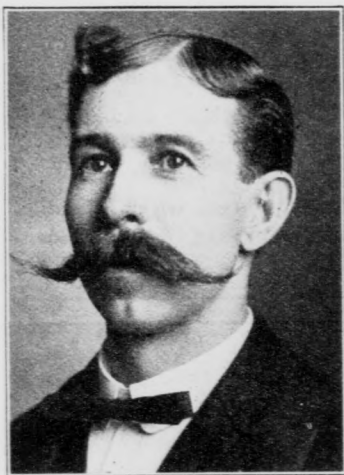
United Commercial Travelers of Michigan
Grand Counselor, J. C. EMERY, Grand Rapids; Grand Secretary, W. F. TRACY, Flint.

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

SUCCESSFUL SALESMEN.

M. A. Price, Representing the Columbian Cigar Co.

M. A. Price was born in a hotel at Strathfordville, Ontario, Dec. 18, 1865, his antecedents being English on his father's side and Irish on his mother's side. When he was less than a year old, his parents removed to Cedar Springs, Michigan, where his father engaged in the hotel and saloon business for about five years. The father then died and the family removed to Mayville, thirty miles east of Saginaw. A farm was purchased and here the boy remained until he was 18 years of age. Believ-



ing there were greater possibilities for improvement than possessed by the farm, he went to Saginaw and secured a position with the Pere Marquette Railroad as brakeman, which he held four years, and was then promoted to freight train conductor, in which capacity he served three years. He then quit the road and went to Benton Harbor, where he conducted the Hotel Higbee for nearly two years, being on the road a portion of this time. In the spring of 1897 he formed a co-partnership with W. J. Harper and engaged in the cigar business under the style of Harper & Price. One and a half years later, P. E. Witherspoon was admitted as a third partner and the firm name was then changed to the Columbian Cigar Co. In the fall of 1900, Mr. Price sold his interest to his partners—J. W. Harper and P. E. Witherspoon—and later purchased the American Cigar Factory of Benton Harbor, which he managed for thirteen months, when he consolidated with the Columbian Cigar Co., Mr. Harper having purchased the interest of Mr. Witherspoon during the absence of Mr. Price from the firm. Mr. Harper and Mr. Price very successfully conducted the business until Jan. 1, 1903, when Mr. Price sold his half interest to

Mr. Harper, the latter retaining Mr. Price as salesman.

Mr. Price was married Nov. 7, 1894, to Miss Mae Sowers, of Benton Harbor, and they reside in their own home at 152 Church street, Benton Harbor.

Mr. Price is a member of Puritan Lodge No. 117, K. of P., and has the honor of being a Past Representative of the order, having been in attendance twice at the Grand Lodge. He is a member of Lake Shore Lodge No. 298, F. & A. M., and Benton Harbor Lodge, No. 544, B. P. O. E. Mr. and Mrs. Price attend the Methodist church.

Mr. Price attributes his success as a salesman to his ability to make friends and to keep them and to his determination to so treat his customers that they are always glad to see him.

Good Men Are Scarce.

If you are an A 1 salesman there are always plenty of opportunities for you to place yourself with a first-class house.

Don't represent a line in which you have not the utmost confidence or tie up to any house that you can not honestly and loyally support.

When you accept pay for services supposed to be rendered, you are morally bound to give the people who employ you your best efforts, but above all things you must be loyal and true to their interests.

There will be some things in the conduct of the business that will not meet with your approval, you will have days when you feel very sure that the manager is a back number, and many times it will occur to you that if you had the management of the business you would not only be able to peel the bark off but make the chips fly in every direction.

There is where some of you indulge in a little criticism on the side, telling your friends and sometimes your customers that your manager is a "Moses," as full of mistakes as a preacher is of prunes, all of which helps to boom the business and adds to your popularity.

While you are doing this your manager has undoubtedly just finished dictating a letter to one of your customers upholding you for something you know and he knows to be wrong, but he feels that so long as you are in his employ he must stand by you, excusing your faults and extolling your virtues.

The life of a traveling salesman is not an easy one. You have your troubles, but don't forget there are a good many headaches at the other end of the line, and boys, for Heaven's sake when you get to a point where you can not stand up and fight for your the line; and boys, for Heaven's sake ter and, in fact, for everything connected with the business you are paid to represent, throw up your hands and your job at the same time, refusing any longer to be disloyal to yourself or to accept pay for services which you can only render in a half-hearted way.

When you take a pen in your hand be sure of your head.

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.

MEYER'S RED SEAL BRAND SARATOGA CHIPS

Have a standard reputation for their superior quality over others.



MEYER'S Improved Show Case

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

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

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

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

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

Salt Sellers

Sellers of Diamond Crystal Salt derive more than just the salt profit from their sales of "the salt that's ALL salt." It's a trade maker—the practical illustration of the theory that a satisfied customer is the store's best advertisement. You can bank on its satisfaction-giving qualities with the same certainty you can a certified check. Sold to your dairy and farmer trade it yields a double gain—improves the butter you buy and increases the prices of the butter you sell. For dairy use the ¼ bushel (14 pound) sack is a very popular size and a convenient one for grocers to handle. Retail for 25 cents. For more salt evidence write to

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

Gripsack Brigade.

L. F. Baker is making a two weeks' trip through Ohio in the interest of his house, Arkells & Smith.

T. H. Vaughn, formerly clerk at the Griswold House, Detroit, has embarked in business on his own account under the style of the Eagle Messenger Corps Service.

V. C. Schrider, city salesman for the Standard Oil Co., will cover the territory of the late Frank H. White, and J. H. Watts, of Marshalltown, Ia., has been engaged to fill the position of city salesman.

W. W. Wixson (Fletcher Hardware Co.) is working an extraordinary side line now—promoting a steam railroad between Bay City and Port Huron via Lexington, Croswell, Sanilac center and Cass City. Mr. Wixson manages in his spare time to sell a few goods for his house.

John A. Sherick (Rindge, Kalmbach, Logie & Co., Ltd.) gave an entertainment at the Presbyterian church in Battle Creek last Friday evening which is highly spoken of by the daily papers of that place. Mr. Sherick is in active demand as an entertainer.

Joseph E. Dean, for the past three years city salesman for the Jennings Flavoring Extract Co., severs his connection with that house to take the sales agency of Yale coffee in this territory. He will be succeeded by Ernest Runnels, son of Eli Runnels, the veteran general merchant at Corning.

St. Johns News: The Steel Hotel will hereafter be under the management of the owner of the building, Henry Porter, the late proprietor, John M. Dodge, having transferred his interests in the lease and the furniture last week. Mr. Porter is an experienced hotel man, having been for many years manager of the Windsor Hotel in New York. Harry Dodge expects to resume his former position with the Swift Packing Company of St. Louis.

Cornelius Crawford is putting in a couple of weeks at Mt. Clemens, communing with the fragrant waters of that resort with a view to securing some relief from the twinges of Old Rheum. His trade is being visited in the meantime by H. B. Fairchild, Lee M. Hutchins, Jim Powers and several other members of the happy family at headquarters, all of whom unite in declaring that Crawford has a snap and that the prevailing opinion heretofore entertained to the effect that he is a Sampson in strength and a marvel in point of ground covered and customers seen is a fallacy.

Frank L. Day, of Jackson, Past Grand Councilor, has been delegated by the U. C. T. to institute the new council at Petoskey on Saturday evening, June 27. It is expected that a considerable number of Grand Rapids U. C. T.'s will be present on that occasion. Among those who are slated as charter members are the following: Guy R. Hankey, Flint B. Aniba, Burt L. King, Harry S. Purvis, M. Earl Brackett, Lewis F. Bertan, Fred A. Smith, Arthur D. Cox, Albert E. Copping, Alva C. Lovelace, Duncan A. Walsh, G. H. Janernick, Geo. B. Craw, John M. Shields, Asmus Peterson.

A Coldwater correspondent writes as follows: The Branch county jail is located opposite Warren's Tavern. Both are brick buildings about the same size. A well dressed drummer entered the front door of the jail and looking about Sheriff Burk's comfortable living rooms, dropped his grip in a corner and settled himself in an arm chair. Deputy Wiser happened in, when the drummer remarked: "Well, I see you have things fixed up O. K. Lou wanted me to drop in and see him the first visit I made here, so I have come!" Deputy Wiser sized up the situation, asked if he would like to look at the rooms and conducted him upstairs. When the drummer saw the grated doors at the women's corridor he yelled: "What place is this, anyhow? Isn't this Warren's tavern?" "No," said the deputy, "this is the county jail," and it took the traveler just one second to reach the bottom of the stairs. "Say," said he, to the young deputy, "there is a pot of money in this if you won't give me away."

"I wouldn't do without the Tradesman if it cost \$100 a year," remarked a well-known traveling salesman the other day, "because I might be money out even at that price. When I first started on the road I watched the Movements of Merchants department as a cat watches a mouse and gained many new customers by noting any changes in my line and getting on the ground by the first train. I recall one circumstance now, where I reached Grand Rapids the latter part of the week only to learn from the Tradesman that a man in a Northern town had sold out to a new company just formed. I checked my trunks for that town by the first train and was on the ground ahead of any of my competitors. I sold an \$800 bill that day and held the trade of that customer as long as he remained in trade. It makes me tired when I hear an occasional smart Aleck boast that he doesn't require the assistance of a trade journal in his business. I say nothing, because I don't care to give the snap away to a man who is too shallow and narrow minded to recognize a good thing when he sees it."

The shock of sudden joy or sorrow often produces almost marvelous effect. In Philadelphia a woman who had been for years an invalid, unable to leave her bed, on being told that her son had met with an accident and was dying in a hospital, arose without assistance, dressed herself and went to the institution, arriving in time to see the boy before he had breathed his last. She was able afterward to attend the funeral and has since experienced no trouble from her old ailments. In a way it may be said that the son's death gave the mother new life.

Bangor—Oscar Karmesen has merged his drug business into a stock company under the style of the Karmesen Drug Co. The members of the new company and the number of shares held by each are as follows: Oscar Karmesen, 450 shares; Charles Karmesen, Greenville, 25 shares, and Carrie Karmesen, Bangor, 25 shares.

The Boys Behind the Counter.

Mendon—C. B. Bower has resigned his position at Hower's drug store and is succeeded by Fred Fashbaugh, of Belding.

Port Huron—Wellington Travis succeeds Frank Cochran as clerk in the drug store of Henry C. Knill, Jr.

Cheboygan—Alex Gain, for several years manager of N. Howard's grocery store, has resigned his position and will engage in the commission business. Henry Brill succeeds him as manager and Chas. Bonin will be book-keeper.

Mackinaw City—Miss Sylvia Callam has taken Miss Gertrude Blackmer's place as clerk at Hughes & Martin's grocery store.

Calumet—The Tamarack Co-operative store has given orders that every employe of the establishment, from the teamsters and cellar men up to the heads of departments, must take a two weeks' vacation and the pay will go on without interruption. The Tamarack store people take the ground that every employe of the store has to work hard all the time. The business of the institution is such that it keeps everybody on the hustle during business hours and the manager believes that everybody working for the concern needs a vacation and ought to take it. He believes also that the establishment will get better work out of the employes if they get two weeks off each year. The employes have to take their vacation during the summer months when business is usually a little slower than during the other seasons of the year. That is the only condition made. A month ago the vacation season started and the vacations are arranged so as not to interfere with the working forces in any one department. The employes are more than pleased at the innovation.

Kalkaska—C. O. Owen, of Maple Rapids, has taken a position in E. M. Colson's drug store. Mr. Owen has been studying pharmacy in the Ferris Institute at Big Rapids for the past year.

Lowell—Art. E. McMahon has taken the position made vacant by the resignation of Will Flynn at D. F. Butts' shoe store.

Lansing Grocers Discussing Saturday Night Closing.

Lansing, June 23—At the last meeting of the Lansing Retail Grocers' Association, the date of the annual picnic was decided upon, Aug. 12. The place has not yet been decided upon, but committees have been appointed to confer with agents of the various railroads in regard to rates.

The question of closing stores on the Fourth of July could not be decided, as many of the members were absent, but all of those present declared themselves in favor of closing. A committee was appointed to interview the absentees. It is believed that a plan to remain open until 12 o'clock on the Friday night preceding the Fourth and to close on the holiday will be adopted.

The grocers are considering putting a stop to Saturday night deliveries, several objections having been raised against the late hours now kept

by the delivery boys at the week's end. One of the objections is that the boys are put to considerable trouble in awakening patrons to whom the goods are delivered. If goods are left outside on a doorstep or other convenient place, they are apt to be stolen or soaked by rain. The grocers also complain of the theft of goods from the wagons, while the delivery boys are carrying the goods from the wagons to the houses visited. This is said to be a frequent occurrence, thieves following the wagons around and waiting for opportunities to secure plunder without risk of detection.

At the next meeting of the Association a plan that seems to meet with general favor providing for the cessation of deliveries at 6 o'clock Saturday evenings will be considered.

Northport—Aaron Cohen, dealer in clothing and men's furnishing goods, has secured a settlement with his creditors on the basis of 33 1-3 cents on the dollar and resumed business at the old stand.

Wanted Local Agents

in every town and city to sell shares of the

Gold and Silver Coin Mining Co.
Clear Creek County, Colorado

Only half a mile from a \$3,000,000 mine. A limited amount of treasury stock for sale at 15 cents per share. Liberal commission. Write now for particulars and prospectus.

Jos. Johnson
Fiscal Agents
McGraw Building Detroit, Mich.

Eagle Messenger Corps

When in DETROIT remember the
Detroit's Crack Messenger Service
Office 47 Washington Ave.
F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House

Livingston Hotel

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



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

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.
A. B. GARDNER, Manager.

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 HAIM, Saginaw - Dec. 31, 1907

President, **HENRY HAIM, 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 the Habit of Method and Order.

Order and method, perhaps more than any other single element save genius or transcendent ability, determine how much we shall accomplish in life and what our measure of success shall be. It would be interesting to know how many business failures are due to the absence of this quality. All sorts of reasons are given in the commercial reports for failures, but I have an idea that if it were possible to get at the real truth, we should find in the great majority of cases that this one fault is the thing which undermines the whole structure.

Let me relate an instance within my knowledge. Several years ago a friend of mine was established in a retail pharmacy by his father. He had received a good education. He had graduated in pharmacy. He was bright, affable, and popular. Apparently his future was full of promise. The store was well stocked and handsomely furnished, and the young man began his business career under the most auspicious circumstances. But a fatal defect was soon made evident. He was lacking in the quality of order. Everything about the store was before long in a hit-and-miss condition. Instead of there being "a place for everything and everything in its place," there were all places for all things and nothing could be found when it was needed. The want book was not kept in a systematic manner; the stock was not subjected to careful observation; and soon customers had to be told all too frequently that the article which they wanted was "just out." The duty of to-day was always put off until to-morrow; to-morrow in turn brought its own set of duties; and the accumulation was always so great that nothing was ever done. There was no method in the paying of bills; cash discounts were not taken advantage of; invoices were usually remitted for only when repeated demands had been made; and the young man's credit began to dwindle. Prescription dispensing was done wholly without method; and one error nearly brought the business solidly against the wall of ruin. Inventories were never taken; there was no adequate system of bookkeeping; the real condition of business was accordingly never known; it was not discovered that the expenses were out of all proportion to the profits; the fact escaped attention that the stock had gradually decreased; more

and more bills meanwhile accumulated; there was insufficient money to pay them with; and at last one fine morning the whole thing went "up in smoke," and the "old man" had the blessed privilege which fond fathers often enjoy of going down in his jeans for a couple of thousand!

This is no imaginary tale; nor have I overdrawn it in the least. It is true, not a fanciful picture. And it faithfully represents a condition of things which is all too common. Over and over again a man of education, of ability, a man "clean" and courteous and popular, secures a good trade, works up a nice business, and then suffers the worm of disorder to gnaw through the roots of the tree and ruin its beauty and its usefulness. If you would accomplish things, and if you would retain what you accomplish, you must cultivate the habit of order. You must do things with regularity and system and method. You must arrange the work of the store so far as possible, into a definite schedule. You must have one day of the week, say, for manufacturing, another for cleaning and redressing the windows; and another, perhaps, for paying bills. You must have an orderly system in the dispensing of prescriptions. You must follow a regular plan of checking and examining goods when they come in from the jobber or manufacturer. You must have an adequate method of keeping a close watch of your stock. You must buy systematically and keep your goods in proper condition. The work of to-day you must do to-day, for to-morrow can be depended upon to bring its own troubles. And you must do these things until you get in the habit of doing them. Do them until it becomes natural to do them—until you could not act otherwise without inflicting pain on yourself.

Harry B. Mason.

The Drug Market.

Opium—Is lower, on account of competition and small demand. Reports from the primary markets, however, are firm.

Morphine—Is unchanged.

Quinine—At the Amsterdam bark sale the price of bark was lower, which resulted in manufacturers reducing the price 1c per ounce.

Cocaine—Is very firm. Cables report the market as being very firm abroad. An advance is generally looked for.

Haarlem Oil—Is lower, on account of competition among importers.

Prickly Ash Bark—Is in better supply and has declined.

Bayberry Bark—Is scarce and high.

Gum Camphor—Is very firm, on account of Japanese monopoly. Higher prices are looked for.

Blood Root—Is very scarce and price high.

Colchicum Seed—Is very scarce and firm.

Linseed Oil—Is lower, on account of decline in flaxseed.

Turpentine—Has been very scarce. There has been none in this market for the past ten days, but the supply has now come in.

Many Are Called, But Few Are Chosen.

The Michigan Board of Pharmacy met at Star Island on June 15 and 16 to examine applicants for registered pharmacists' certificates. There were 101 candidates, and of this number 27 were successful. Out of 31 applicants for assistant's papers, 24 were successful.

The names of the successful candidates are as follows:

Registered Pharmacists—Fred B. Ashton, Detroit; A. Buckman, Rapid River; A. N. Carpenter, Plattsburg, N. Y.; J. M. Clechanowsky, Manistee; D. F. Collins, Pottersville; F. R. Downer, North Branch; E. O. Eaton, Ann Arbor; A. E. Ernst, Au Sable; K. K. Gimmy, Ann Arbor; Chas. E. Green, Jr., Detroit; Wm. J. Hannert, River Rouge; Sidney Hanenstein, Buffon, O.; B. H. Haug, Indianapolis; John F. Hayes, Port Huron; B. L. Jones, Detroit; F. J. Klocke, Ann Arbor; Wm. MacAllister, South Haven; A. P. Martin, Cheboygan; A. L. Miller, Caledonia; Ralph A. Nye, Charlotte; Henry S. Phillips, Carson City; E. W. Salisbury, Ann Arbor; L. T. Schurer, Lakeport; C. R. St. Germaine, Allegan; Chas. M. Surine, Grand Rapids; E. S. Thompson, Big Rapids; George Wood, New Lothrop.

Assistant Pharmacists—Clare W. Bennett, Ovid; A. E. Black, Ann Arbor; Mary Boynton, Port Huron; G. W. Burlington, Detroit; J. B. Coppen, Lowell; A. J. Filer, Detroit; W. D. Foley, Alpena; F. J. Frueh, Grand Rapids; John Helfman, Detroit; John G. Hoyt, Big Rapids; J. R. Huber, Ann Arbor; Geo. A. Kritzer, Newaygo; E. H. Lemire, Big Rapids; Claude W. Lewis, Mt. Clemens; L. B. Lick, Kingsley; E. C. Macy, Durand; L. V. Middleton, Grand Rapids; Wm. J. Murphy, Harrison; John B. Phillips, Detroit; Arthur Pitcher, Marlette; C. A. Schurm, Lakeport; L. E. Warren, Hillsdale; John H. Weisel, Monroe; John E. Whaley, Milan.

The next meeting of the Board will take place Aug. 25 and 26 at Houghton.

National Cure for Consumption.

If a patient suffering from consumption or phthisis pulmonalis inhales sulphur dioxide gas of a dilution of 0.001, breathing as usual, the very first inhalation, without producing the oppression and constriction accompany inhalation under pressure, will loosen and liberate the tubercles and bring them up for expectoration. A few inhalations will completely clear the chest. If inhaled through the nose the gas will clear all air passages and pass into the throat and windpipe and clear them of all mucous, pus and tubercles. If these inhalations are repeated three times a day a very notable improvement will be found the very first day. Expectoration—without painful effort—will be more profuse the first few days, after which it will diminish rapidly and cease completely within three months. At that time or before the tubercle bacillus will have disappeared.

This treatment must be accompanied by constitutional treatment—

building and toning up the system—which will soon show increasing weight, stopping of coughing and night sweats, as also all the other symptoms of the dread disease. In most every case of consumption other parts of the body become infiltrated with tubercles. During expectoration some lodge in the trachea, some are swallowed. To reach these a solution of sulphur dioxide, ten to twenty drops in half a tumbler of water, may be drank twice a day. Each swallow will immediately displace any tuberculous or catarrhal mater from the stomach. The gas escaping from its solution in the stomach will permeate all organs and destroy the germs, even when hidden in the follicles of the tissues. In advanced cases the intestines usually are involved, causing chronic diarrhoea, which is considered an ominous symptom. This is stopped, as by a charm, immediately by the administration of this remedy. The germ is destroyed and the corrosions heal up. The gas may be developed from a burning candle of sulphur, but it can be controlled much more conveniently from a saturated solution in a proper apparatus for the purpose. Attention must be paid to the proper dilution of the gas, since when too concentrated it may produce asthmatic symptoms or even suffocation.

New umbrella handles show finely carved animal heads. These are colored, some showing tiger's, and others bull-dog's, poodle's and horse's heads.

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WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Conium Mac.		Scilla Co.		Selditz Mixture		Linseed, pure raw	
Aceticum	60 3/8	Copaiba	1 1/2 1/2	Tolutan	2 50	Sinapis	2 18	Linseed, boiled	44 47
Benzoleum, German	70 1/2	Cubeba	1 3/4 1/2	Prunus virg.	2 50	Sinapis, opt.	2 30	Nastafolk, winter air	45 48
Boracic	22 1/2	Erigeron	1 1/2 1/2			Moschus Canton	2 40	Spirits Turpentine	53 55
Carbolicum	42 1/2	Gaultheria	2 3/4 2 40	Tinctures		Os Sepia	3 37		
Chloric	3 1/2	Geranium, ounce	2 3/4 2 40	Aconitum Napellis R	50	Pepsin Saac, H. & P.	2 100	Paints	
Hydrochloric	8 1/2	Gossypii, Sem. gal.	1 1/2 1/2	Aconitum Napellis F	50	D Co.	2 100	BBL	L
Nitrosum	12 1/2	Hedysmum	1 1/2 1/2	Aloes	50	Nux Vomica, po. 15	2 100	Red Venetian	1 1/2 2 3/4
Oxalicum	12 1/2	Juniper	1 1/2 1/2	Aloes and Myrrh	50	Os Sepia	3 37	Ochre, yellow Mars	1 1/2 2 3/4
Phosphoricum, dil.	1 1/2	Lavender	1 1/2 1/2	Arnica	50	Pepsin Saac, H. & P.	2 100	Ochre, yellow Ber.	1 1/2 2 3/4
Sulphuric	1 1/2	Mentha Piper.	3 5/8 3 7/8	Assafetida	50	D Co.	2 100	Putty, commercial	2 1/2 2 3/4
Sulphuric	1 1/2	Mentha Verid.	5 0/0 5 0/0	Aurore Belladonna	50	Piols Liq. N.N. 1/4 gal.	2 100	Putty, strictly pure	2 1/2 2 3/4
Tartaric	3 1/2	Morruha, gal.	5 0/0 5 0/0	Aurant Cortex	50	doz	2 100	Vermillion, Prime	1 1/2 2 3/4
		Myrica	4 0/0 4 0/0	Benzoin	50	Piols Liq. pints	2 100	American	1 1/2 2 3/4
Ammonia		Olive	7 5/8 3 0/0	Benzoin Co.	50	Piols Liq. quarts	2 100	Vermillion, English	7 0/0 7 5/8
Aqua, 16 deg.	4 1/2	Piols Liqulda, gal.	1 1/2 1/2	Cardamom	50	Piols Liq. pints	2 100	Green, Paris	1 1/2 2 3/4
Aqua, 20 deg.	6 1/2	Ricin	1 1/2 1/2	Cardamom Co.	50	Piols Liq. quarts	2 100	Green, Peninsular	1 1/2 2 3/4
Carbonas	1 1/2	Rosmarini	1 1/2 1/2	Castor	50	Piols Liq. quarts	2 100	Lead, white	8 1/2 9 1/2
Chloridum	1 1/2	Rose, ounce	6 5/8 7 0/0	Catechu	50	Piols Liq. quarts	2 100	Whiting, white Span	2 1/2 2 3/4
Aniline		Succini	4 0/0 4 0/0	Cinchona	50	Piols Liq. quarts	2 100	Whiting, gilders	2 1/2 2 3/4
Black	2 0/0 2 2 1/2	Sabina	4 0/0 4 0/0	Cinchona Co.	50	Piols Liq. quarts	2 100	White, Paris, Amer.	2 1/2 2 3/4
Brown	2 0/0 2 2 1/2	Santal	2 7/8 7 0/0	Cubeba	50	Piols Liq. quarts	2 100	Whiting, Paris, Eng.	2 1/2 2 3/4
Red	2 0/0 2 2 1/2	Sassafras	6 0/0 6 0/0	Cassia Acutifol.	50	Piols Liq. quarts	2 100	Universal Prepared	1 1/2 2 3/4
Yellow	2 0/0 2 2 1/2	Sinapis, ess. ounce	1 1/2 1/2	Cassia Acutifol Co.	50	Piols Liq. quarts	2 100		
Baccae		Tigil	1 1/2 1/2	Digitalis	50	Piols Liq. quarts	2 100		
Cubebae, po. 25	22 1/2	Thyme, opt.	1 1/2 1/2	Ergot	50	Piols Liq. quarts	2 100		
Juniperus	3 1/2	Theobromas	1 1/2 1/2	Ferri Chloridum	50	Piols Liq. quarts	2 100		
Xanthoxylum	3 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Balsamum		Potassium		Gentian Co.	50	Piols Liq. quarts	2 100		
Copaiba	5 0/0 5 5/8	Bi-Carb.	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Peru	6 0/0 6 1/2	Bichromate	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Terabin, Canada	6 0/0 6 1/2	Bromide	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Tolutan	4 5/8 5 0/0	Chlorate, po. 17 1/2	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Cortex		Cyanide	2 3/4 2 40	Gentian Co.	50	Piols Liq. quarts	2 100		
Aloe, Canadian	1 1/2	Iodide	2 3/4 2 40	Gentian Co.	50	Piols Liq. quarts	2 100		
Cassia	1 1/2	Potassa, Bitart, pure	2 3/4 2 40	Gentian Co.	50	Piols Liq. quarts	2 100		
Cinchona Flava	1 1/2	Potassa Nitras, opt.	7 0/0 10	Gentian Co.	50	Piols Liq. quarts	2 100		
Euonymus atropurp.	1 1/2	Potassa Nitras	6 0/0 8	Gentian Co.	50	Piols Liq. quarts	2 100		
Myrica Cerifera, po.	1 1/2	Prussiate	2 3/4 2 40	Gentian Co.	50	Piols Liq. quarts	2 100		
Prunus Virgin.	1 1/2	Sulphate po.	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Quillaja, gr'd	1 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Sassafras	1 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Ulmus, po. 20, gr'd	1 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Extractum		Radix		Gentian Co.	50	Piols Liq. quarts	2 100		
Glycyrrhiza Glabra	24 1/2	Aconitum	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Glycyrrhiza, po.	24 1/2	Althae	3 0/0 3 3/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Hematox, 15 lb. box	11 1/2	Anchusa	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Hematox, 15 lb. box	13 1/2	Arum po.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Hematox, 15 lb. box	14 1/2	Calamus	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Hematox, 15 lb. box	16 1/2	Gentiana, po. 15	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Hematox, 15 lb. box	16 1/2	Glycyrrhiza, pv. 15	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Ferru		Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Carbonate Precip.	15	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Citrate and Quinia	2 1/2	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Citrate Solubi	7 1/2	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Ferroc, anidum Sol.	40	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Solut. Chloride	15	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Sulphate, com'l.	2	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Sulphate, com'l, by	80	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
bbl, per cwt.	7	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Sulphate, pure	7	Hydrastis Canad.	2 0/0 2 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Flora		Semen		Gentian Co.	50	Piols Liq. quarts	2 100		
Arnica	15 1/2	Anisum, po. 15	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Anthemils	22 1/2	Apium (graveleons)	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Matricaria	30 1/2	Bird, 15	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Folia		Carul, po. 15	1 1/2 1/2	Gentian Co.	50	Piols Liq. quarts	2 100		
Barosma	35 1/2	Cardamom	8 0/0 1 00	Gentian Co.	50	Piols Liq. quarts	2 100		
Cassia Acuminat, ain-	20 1/2	Coriandrum	8 0/0 1 00	Gentian Co.	50	Piols Liq. quarts	2 100		
nevelly	25 1/2	Cannabis Sativa	8 0/0 1 00	Gentian Co.	50	Piols Liq. quarts	2 100		
Cassia, Acutifol, Alix.	20 1/2	Cydulium	7 5/8 1 00	Gentian Co.	50	Piols Liq. quarts	2 100		
Salvia officinalis, 1/4	12 1/2	Chenopodium	2 5/8 3 0/0	Gentian Co.	50	Piols Liq. quarts	2 100		
and 1/4	5 1/2	Dipterix Odorata	2 5/8 3 0/0	Gentian Co.	50	Piols Liq. quarts	2 100		
va Ursi	5 1/2	Penicillium	2 5/8 3 0/0	Gentian Co.	50	Piols Liq. quarts	2 100		
Gummi		Penicillium, po.	2 5/8 3 0/0	Gentian Co.	50	Piols Liq. quarts	2 100		
Acacia, 1st picked	5 1/2	Lini	4 1/2 6	Gentian Co.	50	Piols Liq. quarts	2 100		
Acacia, 2d picked	5 1/2	Lini, gr'd	4 1/2 6	Gentian Co.	50	Piols Liq. quarts	2 100		
Acacia, 3d picked	5 1/2	Lobelia	1 5/8 1 5/8	Gentian Co.	50	Piols Liq. quarts	2 100		
Acacia, sifted sorts	5 1/2	Pharlaris Canarian.	6 1/2 7	Gentian Co.	50	Piols Liq. quarts	2 100		
Aloe, Barb. po. 18 1/2	12 1/2	Rapa	5 1/2 6	Gentian Co.	50	Piols Liq. quarts	2 100		
Aloe, Cape, po. 25	12 1/2	Sinapis Alba	9 1/2 10	Gentian Co.	50	Piols Liq. quarts	2 100		
Aloe, Socotri, po. 40	12 1/2	Sinapis Nigra	11 1/2 12	Gentian Co.	50	Piols Liq. quarts	2 100		
Ammoniac	5 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Assafetida, po. 40	25 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Benzoinum	5 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Catechu, 15	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Catechu, 1/4	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Catechu, 1/4	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Camphora	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Euphorbium, po. 35	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Galbanum	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Gamboge, po. 25	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Gualacum, po. 35	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Kino, po. 30 1/2	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Mastic	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Myrrh	6 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Opil, po. 4 1/2 4 3/8	3 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Shellac	35 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Shellac, bleached	40 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Tragacanth	70 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Herba		Spiritus		Gentian Co.	50	Piols Liq. quarts	2 100		
Absinthium, oz. pkg	25	Frumentum, W. D. Co.	2 0/0 2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Eupatorium, oz. pkg	25	Frumentum, D. F. R.	2 0/0 2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Lobelia, oz. pkg	25	Frumentum	1 25 1 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Majorum, oz. pkg	25	Juniperis Co. O. T.	1 50 2 00	Gentian Co.	50	Piols Liq. quarts	2 100		
Mentha Vir. oz. pkg	25	Juniperis Co.	1 50 2 00	Gentian Co.	50	Piols Liq. quarts	2 100		
Rue, oz. pkg	25	Saacharum N. E.	1 50 2 00	Gentian Co.	50	Piols Liq. quarts	2 100		
Tanacetum V. oz. pkg	25	Spt. Vinl Gall.	1 75 6 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Thymus, V. oz. pkg	25	Vinl Oporto	1 25 2 00	Gentian Co.	50	Piols Liq. quarts	2 100		
Magnesia		Vinl Alba	1 25 2 00	Gentian Co.	50	Piols Liq. quarts	2 100		
Calcined, Pat.	55 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Carbonate, Pat.	18 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Carbonate, K. & M.	18 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Carbonate, Jennings	18 1/2			Gentian Co.	50	Piols Liq. quarts	2 100		
Oleum		Syrups		Gentian Co.	50	Piols Liq. quarts	2 100		
Absinthium	5 50 5 75	Acacia	2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Amygdale, Dule	8 50 8 25	Aurant Cortex	2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Amygdale, Amara	8 50 8 25	Zingiber	2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Anis	1 00 1 15	Ipecac	2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Aurant Cortex	2 10 2 20	Ferri Iod.	2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Bergamill	2 50 3 25	Rhei Arom.	2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Cajuputi	80 1/2 85	Sinapis Officinalis	50 1/2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Caryophylli	80 1/2 85	Senega	2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Cedar	80 1/2 85	Setilla	2 50	Gentian Co.	50	Piols Liq. quarts	2 100		
Chenopadi	1 00 1 10			Gentian Co.	50	Piols Liq. quarts	2 100		
Cinnamon	1 00 1 10			Gentian Co.	50	Piols Liq. quarts	2 100		
Citronella	1 00 1 10			Gentian Co.	50	Piols Liq. quarts	2 100		

Seasonable

PARIS GREEN
LONDON PURPLE
INSECT POWDER
NAPHTHALINE BALLS
NAPHTHALINE FLAKES
PO. WHITE HELLEBORE

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	
Canned Corn		Mason Fruit Jars	
Rolled Oats		Oval Butter Dishes	
Corn Syrup		Limburger Cheese	
Pickles			

Index to Markets		1	2
By Columns			
A		AXLE GREASE	Peas
B		BATH BRICK	Plums
C		BROOMS	Pineapple
D		CANDLES	Pumpkin
E		CANNED GOODS	Raspberries
F		CHICKEN	Russian Caviar
G		CHEESE	Salmon
H		CHEWING GUM	Sardines
I		CLOTHES LINES	Shrimps
J		COCOA	Sweet Corn
K		COCOA SHELLS	Tomatoes
L		COFFEE	Wine
M		CORNFLOUR	Yeast
N		CORNMEAL	
O		CORNSTARCH	
P		CORNS	
Q		CORNS	
R		CORNS	
S		CORNS	
T		CORNS	
U		CORNS	
V		CORNS	
W		CORNS	
X		CORNS	
Y		CORNS	
Z		CORNS	

3	4	5
Jute	Marshmallow Creams	Pork
60 ft.	Marshmallow Walnuts	Dressed
72 ft.	Mary Ann	Loin
90 ft.	Milk Biscuit	Boston Butte
120 ft.	Molasses Cake	Shenikars
Cotton Victor	Molasses Bar	Leaf Lard
50 ft.	Moss Jelly Bar	Mutton
60 ft.	Newton	Caracas
70 ft.	Oatmeal Crackers	Lamb
Cotton Windsor	Oatmeal Wafers	Veal
50 ft.	Orange Crisp	Caracas
60 ft.	Orange Gem	GELATINE
70 ft.	Penny Cake	Knorr's Sparkling
80 ft.	Pilot Bread, XXX	Knorr's Sparkling, pr gross
Cotton Braided	Pretzels, hand made	Knorr's Acidulated
40 ft.	Scotch Cookies	Knorr's Acidulated, pr gross
50 ft.	Sears' Lunch	Oxford
60 ft.	Sugar Cake	Plymouth Rock
Galvanized Wire	Sugar Biscuit Square	Neelson's
No. 20, each 100 ft long	Sugar Squares	Cox's, 2-qt size
No. 19, each 100 ft long	Sultanas	Cox's, 1-qt size
COCOA	Tutti Fruit	GRAIN BAGS
Baker's	Vanilla Wafers	Amoskeag, 100 lb bale
Cleveland	Vienna Crimp	Amoskeag, less than bale
Colonial	DRIED FRUITS	GRAINS AND FLOUR
Colonial, 1/2	Apples	Wheat
Epps	Sundried	Winter Wheat Flour
Huyler	Evaporated, 50 lb. boxes	Local Brands
Van Houten, 1/2	California Prunes	Patents
Van Houten, 1/4	100-120 25 lb. boxes	Second Patent
Van Houten, 1/8	90-100 25 lb. boxes	Straight
Van Houten, 1/16	80-90 25 lb. boxes	Second Straight
Wilbur, 1/2	70-80 25 lb. boxes	Clear
Wilbur, 1/4	60-70 25 lb. boxes	Graham
Wilbur, 1/8	50-60 25 lb. boxes	Buckwheat
Wilbur, 1/16	40-50 25 lb. boxes	Rye
COCOANUT	1/2 cent less in 50 lb. cases	Subject to usual cash discount
Dunham's 1/2	Citron	Flour in bbls., 25c per bbl. additional
Dunham's 1/4 and 1/8	Corsecan	Worden Grocer Co.'s Brand
Dunham's 1/16	Imported, 1 lb package	Quaker 1/2
Dunham's 1/32	Imported bulk	Quaker 1/4
Bulk	Feet	Quaker 1/8
COCOA SHELLS	Lemon American 10 lb. bx.	Spring Wheat Flour
20 lb. bags	Orange American 10 lb. bx.	Clark-Jewell-Well's Co.'s Brand
Less quantity	Raisins	Pillsbury's Best 1/2
Pound packages	London Layers 2 Crown	Pillsbury's Best 1/4
COFFEE	Cluster 4 Crown	Pillsbury's Best 1/8
Kio	Loose Muscatels 2 Crown	Pillsbury's Best 1/16
Common	Loose Muscatels 3 Crown	Pillsbury's Best 1/32
Fair	Loose Muscatels 4 Crown	Pillsbury's Best 1/64
Choice	L. M., Seeded, 1 lb.	Pillsbury's Best 1/128
Fancy	L. M., Seeded, 1/2 lb.	Lemon & Wheeler Co.'s Brand
Santos	Sultanas, bulk	Wingold 1/2
Common	Sultanas, package	Wingold 1/4
Fair	FARINACEOUS GOODS	Wingold 1/8
Choice	Beans	Wingold 1/16
Fancy	Dried Lima	Judson Grocer Co.'s Brand
Guatemala	Medium Hand Picked	Ceresota 1/2
Java	Brown Holland	Ceresota 1/4
African	Farina	Ceresota 1/8
Fancy African	24 1 lb. packages	Worden Grocer Co.'s Brand
P. G.	Bulk, per 100 lbs.	Laurel 1/2
Arabian	Hominy	Laurel 1/4
Package	Flake, 50 lb. sack	Laurel 1/8
New York Basis	Pearl, 200 lb. bbl.	Laurel 1/16
Arbuckle	Pearl, 100 lb. sack	Boiled Meal
Dillworth	Maccaroni and Vermicelli	Granulated
Jersey	Domestic, 10 lb. box	Feed and Millstuffs
Lion	Imported, 25 lb. box	St. Car Feed screened
McLaughlin's XXXX	Pearl Barley	No. 1 Corn and Oats
retailers only. Mail all orders	Common	Corn Meal, coarse
direct to W. F. McLaughlin &	Chester	Winter Wheat Bran
Co., Chicago.	Empire	Winter Wheat Middlings
Extract	Peas	Cow Feed
Holland, 1/2 gross boxes	Green, Wisconsin, bu.	Screenings
Felix 1/2 gross	Green, Scotch, bu.	Oats
Hummel's full 1/2 gross	Split, lb.	Corn
Hummel's tin 1/2 gross	Rolled Oats	Hay
CRACKERS	Rolled Avena, bbl.	No. 1 Timothy car lots
National Biscuit Co.'s brands	Steel Cut, 100 lb. sacks	No. 1 Timothy ton lots
Butter	Monarch, bbl.	HERBS
Seymour	Monarch, 50 lb. sacks	Sage
New York	Quaker, cases	Hops
Family	Sago	Laurel Leaves
Salted	East India	Annua Leaves
Wolverine	German, sacks	INDIGO
N. B. C.	German, broken package	Madras, 5 lb. boxes
Soda	Tapioce	S. F., 2, 3 and 5 lb. boxes
Soda, City	Flake, 110 lb. sacks	JELLY
Long Island Wafers	Pearl, 130 lb. sacks	5 lb. pails per doz.
Zephyrette	Pearl, 24 1 lb. packages	15 lb. pails
Oyster	Cracked, bulk	30 lb. pails
Round	24 2 lb. packages	LICORICE
Square	FISHING TACKLE	Pure
Faust	1/4 to 1 inch	Calabria
Extra Farina	1 1/2 to 2 inches	Sicily
Saltine Oyster	2 to 3 inches	Root
Sweet Goods—Boxes	3 inches	LYE
Animals	Cotton Lines	Eagle Brand
Assorted Cake	No. 1, 10 feet	High test powdered lye
Belle Rose	No. 2, 15 feet	Single case lots
Bent's Water	No. 3, 15 feet	10c size, 4 doz cans per case 3 50
Cinnamon Bar	No. 4, 15 feet	Quantity deal
Coffee Cake, loed	No. 5, 15 feet	\$3.90 per case, with 1 case free
Coffee Cake, Java	No. 6, 15 feet	with every 5 cases or 1/2 case free
Cocanut Macaroons	No. 7, 15 feet	with 3 cases
Cococa Bar	No. 8, 15 feet	Condensed, 2 doz.
Cococanut Taffy	No. 9, 15 feet	Condensed, 4 doz.
Cracknells	Linen Lines	MEAT EXTRACTS
Creams, loed	Small	Armour's, 2 oz.
Cream Crisp	Medium	Armour's, 4 oz.
Cubans	Large	Liebig's, Chicago, 2 oz.
Currant Fruit	Poles	Liebig's, Chicago, 4 oz.
Hot Honey	Bamboo, 14 ft., per doz.	Liebig's, Imported, 2 oz.
Frosted Cream	Bamboo, 16 ft., per doz.	Liebig's, Imported, 4 oz.
Ginger Gems, 1/2 gross	Bamboo, 18 ft., per doz.	MOLASSES
Ginger Snaps, N. B. C.	FRESH MEATS	New Orleans
Gladiator	Beef	Fancy Open Kettle
Grandma Cakes	Caracas	Choice
Graham Crackers	Forequarters	Fair
Graham Wafers	Hindquarters	Good
Grand Rapids Tea	Loin	Half-barrels 2c extra
Grand Honey Crumpet	Ribs	MUSTARD
Imperial	Rounds	Horse Radish, 1 doz.
Jumbles, Honey	Chucks	Horse Radish, 2 doz.
Lady Fingers	Plates	Bayle's Celery, 1 doz.
Lemon Snaps		
Lemon Wafers		
Marshmallow		

6	7	8	9	10	11
METAL POLISH 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 50 Liquid, 1/2 gal. can, per doz. 8 50 Liquid, 1 gal. can, per doz. 14 00 OLIVES Bulk, 1 gal. kegs. 1 00 Bulk, 3 gal. kegs. 85 Bulk, 5 gal. kegs. 85 Bulk, 10 gal. kegs. 80 Manzanilla, 7 oz. 2 35 Queen, 12 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 8 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 25 PIPES Clay, No. 218. 1 70 Clay, T. D., full count. 55 Clay, No. 1. 10 50 PICKLES Medium Barrels, 1,200 count. 8 50 Half bbls, 600 count. 4 75 Small Barrels, 2,400 count. 10 25 Half bbls, 1,200 count. 5 50 PLAYING CARDS No. 90, Steamboat. 90 No. 15, Rival, assorted. 1 20 No. 20, Kover, enameled. 1 60 No. 57, Special. 1 75 No. 88, Golf, satin finish. 2 00 No. 88, Bicycle. 2 00 No. 832, Tournam's Whist. 2 25 POTASH 48 cans in case. Babbitt's. 4 00 Penna Salt Co.'s. 3 00 PROVISIONS Barreled Pork Mess. 17 75 Back, fat. 18 50 Clear back. 18 75 Short cut. 17 75 Pig. 20 00 Bean. 15 75 Family Mess Loin. 19 50 Clear. 18 00 Dry Salt Meats Bellies. 11 S P Bellies. 11 50 Extra shorts. 10 50 Smoked Meats Hams, 12 lb. average. 13 Hams, 14 lb. average. 13 Hams, 15 lb. average. 13 Hams, 20 lb. average. 13 Ham dried beef. 12 Shoulders (N. Y. cut). 12 Bacon, clear. 12 California hams. 12 Baked Hams. 12 Picnic Baked Hams. 14 Berlin Ham, P. R.'s. 14 Mince Hams. 9 50 Lard Compound. 7 50 Pure. 7 50 60 lb. Tubs, advance. 9 50 80 lb. Tubs, advance. 9 50 50 lb. Tins, advance. 9 50 20 lb. Pails, advance. 9 50 10 lb. Pails, advance. 9 50 5 lb. Pails, advance. 9 50 Sausages Bologna. 6 50 Liver. 6 50 Frankfurt. 6 50 Veal. 8 10 Tongue. 7 50 Headcheese. 6 50 Beef Extra Mess. 11 00 Boneless. 11 00 Rump, New. 11 00 Pigs' Feet 1/2 bbls., 40 lbs. 1 80 1/2 bbls., 30 lbs. 1 80 1 bbl., 1 lb. 7 75 Tripe Kils, 15 lbs. 70 1/2 bbls., 40 lbs. 1 25 1/2 bbls., 30 lbs. 2 60 Casings Pork. 26 Beef rounds. 5 Beef middles. 12 Sheep. 65 Uncolored Butterine Solid, dairy. 211 Kolls, dairy. 11 50 Kolls, purity. 14 50 Solid, purity. 14 Canned Meats Corned beef, 2 lb. 4 30 Corned beef, 14 lb. 17 50 Roast beef, 2 lb. 2 40 Potted ham, 1/2 lb. 45 Potted ham, 1/2 lb. 45 Deviled ham, 1/2 lb. 45 Potted tongue, 1/2 lb. 45 Potted tongue, 1/2 lb. 45 RICE Domestic Carolina head. 7 Carolina No. 1. 5 Carolina No. 2. 6 Broken. 3 50 Imported. Japan, No. 1. 5 50 Japan, No. 2. 5 50 Java, fancy head. 5 50 Java, No. 1. 5 50 Table. 5 50	SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALETRATUS Packed 50 lbs. in box. Church's Arm and Hammer. 3 15 Deland's. 3 00 Dwight's Cow. 3 15 Emblem. 2 10 L. P. 3 00 Wyandotte, 100 1/2. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lb. cases. 95 Lump, bbls. 80 Lump, 145 lb. kegs. 85 SALT Diamond Crystal Table, cases, 24 3 lb. boxes. 1 40 Table, barrels, 50 5 lb. bags. 3 00 Table, barrels, 40 7 lb. bags. 2 75 Table, barrels, 32 10 lb. bags. 2 65 Butter, barrels, 20 14 lb. bags. 2 85 Butter, sacks, 25 lbs. 27 Butter, sacks, 55 lbs. 67 Shaker, 24 2 lb. boxes. 1 50 Common Grades 100 3 lb. sacks. 1 90 60 5 lb. sacks. 1 80 28 10 lb. sacks. 1 70 56 lb. sacks. 30 28 lb. sacks. 15 Warsaw 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 Solar Rock 56 lb. sacks. 23 Common Granulated Fine. 75 Medium Fine. 80 SALT FISH Cod Large whole. 5 50 Small whole. 5 50 Strips or driks. 7 50 Pollock. 8 50 Halibut. Strips. 13 Chunks. 14 Herring Holland white hoops, bbl. 10 50 Holland white hoops, bbl. 5 50 Holland white hoop, keg. 7 50 Holland white hoop mens. 85 Norwegian. 85 Round 100 lbs. 3 60 Round 50 lbs. 2 10 Scaled. 14 50 Scaled. 14 50 Trout No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 Mackerel Mess 100 lbs. 16 50 Mess 50 lbs. 8 75 Mess 10 lbs. 1 80 Mess 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 Whitefish No. 1 No. 2 Fam. 100 lbs. 7 75 50 lbs. 3 65 10 lbs. 92 8 lbs. 77 SEEDS Anise. 15 50 Canary, Smyrna. 5 50 Cardamom, Malabar. 1 00 Celery. 10 Hemp, Russian. 4 50 Mixed Bird. 4 Mustard, white. 8 Poppy. 6 Rape. 4 50 Cattle Bone. 25 SHOE BLACKING Handy Box, large. 2 50 Handy Box, small. 1 25 Kirby's Royal Polish. 85 Miller's Crown Polish. 85 SOAP 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 50 Dusky Diamond 100 8 oz. 3 80 Jap Rose. 3 75 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 3 10 Saffnet, oval. 2 15 White Cloud. 4 00 Lantz Bros. & Co.'s brands— Big Acme. 4 00 Big Master. 4 00 Snow Boy Pwdr, 100-pkgs. 4 00 Marselles. 4 00 Acme, 100 1/2 lb bars. 3 70 (5 box lots, 1 free with 5) Acme, 100 1/2 lb bars single box lots. 3 20 Proctor & Gamble brands— Lenox. 3 10 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Schultz & Co. brand— Star. 3 25 A. B. Wrisley brands— Good Cheer. 4 00 Old Country. 4 00	Scouring Enoch Morgan's Sons. Sapollo, gross lots. 9 00 Sapollo, half gross lots. 4 10 Sapollo, single boxes. 2 25 Sapollo, hand. 2 25 SODA Boxes. 5 50 Kegs, English. 4 50 SNUFF Scotch, in bladders. 37 Macaboy, in jars. 35 French Rappee, in jars. 43 SPICES Whole Spices Allspice. 12 Cassia, China in mass. 12 Cassia, Batavia, in bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana. 17 Cloves, Zanzibar. 14 Nutmegs, 75-80. 40 Nutmegs, 105-10. 35 Nutmegs, 115-20. 35 Pepper, Singapore, black. 15 Pepper, Singapore, white. 28 Pepper, shot. 13 Pure Ground in Bulk Allspice. 18 Cassia, Batavia. 28 Cassia, Saigon. 48 Cloves, Zanzibar. 17 Ginger, African. 15 Ginger, Cochin. 18 Ginger, Jamaica. 25 Mace. 65 Mustard, black. 18 Mustard, white. 17 Pepper, Singapore, white. 28 Pepper, Cayenne. 28 STARCH Common Gloss 1-lb. packages. 5 3-lb. packages. 4 50 6-lb. packages. 4 50 40 and 50-lb. boxes. 3 50 Common Corn 20 1-lb. packages. 5 40 1-lb. packages. 4 50 SYRUPS Corn Barrels. 22 Half bbls. 21 10 lb. cans, 1/2 doz. in case. 1 65 5 lb. cans, 1 doz. in case. 1 90 2 1/2 lb. cans, 2 doz. in case. 1 90 Pure Cane Fair. 16 Good. 16 Choice. 25 SUGAR Domino. 7 25 Cut Leaf. 5 65 Crushed. 5 65 Cubes. 5 65 Powdered. 5 15 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 Diamond. 5 05 Confectioner's. 4 95 No. 1, Columbia A. 4 85 No. 2, Windsor A. 4 85 No. 3, Ridgewood A. 4 85 No. 4, Phoenix A. 4 80 No. 5, Empire A. 4 75 No. 6. 4 70 No. 7. 4 65 No. 8. 4 60 No. 9. 4 50 No. 10. 4 40 No. 11. 4 30 No. 12. 4 30 No. 13. 4 30 No. 14. 4 30 No. 15. 4 30 No. 16. 4 25 TEA Japan Sundried, choice. 24 Sundried, fancy. 30 Regular, medium. 24 Regular, choice. 30 Regular, fancy. 30 Basket-fired, medium. 31 Basket-fired, choice. 38 Basket-fired, fancy. 43 Nibs. 22 50 Stiffings. 22 50 Fannings. 12 50 Gunpowder Moyune, medium. 30 Moyune, choice. 30 Moyune, fancy. 40 Pingsuey, medium. 30 Pingsuey, choice. 30 Pingsuey, fancy. 40 Young Hyson Choice. 30 Fancy. 38 Oolong Formosa, fancy. 42 Amoy, medium. 45 Amoy, choice. 55 English Breakfast Medium. 20 Choice. 30 Fancy. 40 India Ceylon, choice. 92 Fancy. 42 TOBACCO Cigars H. & P. Drug Co.'s brands. Fortune Teller. 35 00 Our Manager. 35 00 Quintette. 35 00	Fine Cut adillac. 54 weet Loma. 33 Hiawatha, 5 lb. palls. 56 Hiawatha, 10 lb. palls. 54 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38 Plug Red Cross. 32 Palo. 34 Kylo. 34 Hiawatha. 41 Battle Axe. 33 American Eagle. 52 Standard Navy. 36 Spear Head, 16 oz. 41 Spear Head, 8 oz. 43 Nobby Twist. 48 Jolly Tar. 36 Old Honesty. 42 Taddy. 33 J. T. 36 Piper Heldsick. 61 Cut Jack. 78 Honey Dip Twist. 35 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 Smoking Sweet Core. 34 Flat Car. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 25 X L, 5 lb. 28 X L, 16 oz. palls. 30 Honey Dew. 35 Gold Block. 35 Flagman. 38 Chips. 32 Kiln Dried. 21 Duke's Mixture. 38 Duke's Cameo. 41 Gritty Navy. 40 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. palls. 37 Cream. 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 34 Peerless, 1 1/2 oz. 36 Air Brake. 36 Cant Hook. 30 Country Club. 32 34 Fore-X-XXX. 28 Good Indian. 23 Self Binder. 20 22 Silver Foam. 34 TWINE Cotton, 3 ply. 18 Cotton, 4 ply. 18 Jute, 2 ply. 12 Hemp, 3 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 6 6 1/2 VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 5 lb. bags, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 WASHING POWDER Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 50 Gold Dust, 50. 4 00 Kirkoline, 24 4 lb. 3 90 Pearline. 2 75 Soapine. 4 10 Rabbitt's 1776. 3 75 Roseine. 3 50 Armour's. 3 70 Nine O'Clock. 3 35 Wadon. 3 30 Scourine. 3 50 Rub-No-More. 3 75 WICKING No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55 WOODENWARE Baskets Bushels. 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 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 12 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 55 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gals, each. 2 40 Barrel, 10 gals, each. 2 55 Barrel, 15 gals, each. 2 70 Clothes Pins Round head, 5 gross box. 50 Round head, cartons. 75 Egg Crates Humpty Dumpty. 2 25 No. 1, complete. 29 No. 2, complete. 18 Faucets Cork lined, 8 lb. 65 Cork lined, 9 lb. 75 Cork lined, 10 lb. 85 Cedar, 8 lb. 85	Mop Sticks Trojan spring. 90 Eclipse patent spring. 75 No 1 common. 85 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Ideal No. 7. 90 Pails 2-hoop Standard. 1 80 3-hoop Standard. 1 65 2-wire, Cable. 1 60 3-wire, Cable. 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 40 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 50 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, tin, 5 holes. 70 Rat, wood. 80 Rat, spring. 75 Tubs 20-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 16-inch, Standard, No. 3. 5 00 20-inch, Cable, No. 1. 7 50 18-inch, Cable, No. 2. 6 50 16-inch, Cable, No. 3. 5 50 No. 1 Fibre. 9 45 No. 2 Fibre. 7 95 No. 3 Fibre. 7 20 Wash Boards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 35 Double Peerless. 3 25 Single Peerless. 2 50 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter. 75 13 in. Butter. 1 10 15 in. Butter. 1 75 17 in. Butter. 2 75 19 in. Butter. 4 25 Assorted 15-17-19. 1 75 Assorted 15-17-19. 3 00 WRAPPING PAPER Common Straw. 1 50 Fiber Manila, white. 3 50 Fiber Manila, colored. 4 50 No. 1 Manila. 4 50 Cream Manila. 3 50 Butcher's Manila. 2 50 Wax Butter, short count. 20 Wax Butter, full count. 20 Wax Butter, rolls. 15 YEAST CAKE Magic, 3 doz. 1 00 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 50 FRESH FISH Per lb. White fish. 100 Trout. 100 Black Bass. 110 Halibut. 110 Clascos or Herring. 5 Bluefish. 110 Live Lobster. 25 Boiled Lobster. 27 Cod. 10 Haddock. 8 No. 1 Pickered. 8 50 Pike. 7 Perch. 7 Smoked White. 12 50 Red Snapper. 20 Col River Salmon. 15 Mackerel. 10 20 OYSTERS Cans F. H. Counts. 50 Extra Selects. 50 Selects. 50 Perfection Standards. 50 Table Nuts, fancy. 50 Standards. 50 HIDES AND PELTS Hides 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 50 Calfskins, cured No. 1. 11 Calfskins, cured No. 2. 9 50 Steer hides 60 lbs. or over. 8 50 Cow hides 60 lbs. or over. 8 50 Pelts All Wool. 18 Lamb. 25 50 Shearings. 10 30 Tallow No. 1 cake. 5 No. 2 cake. 4	Wool Washed, fine. 2 20 Washed, medium. 2 30 Unwashed, fine. 1 18 Unwashed, medium. 1 18 CONFECTIONS Stick Candy bbls. palls Standard. 7 Standard H. H. 7 Standard Twist. 8 Cut Leaf. 9 Jumbo, 32 lb. 7 50 Extra H. H. 7 50 Boston Cream. 7 50 Best Root. 7 50 Mixed Candy Grocers. 6 Competition. 7 Special. 7 50 Conserves. 8 50 Royal. 9 Ribbon. 9 Broken. 8 Cut Leaf. 8 50 English Rock. 9 Kindergarten. 8 50 Bon Ton Cream. 9 French Cream. 9 Dandy Pan. 10 Hand Made Cream mixed. 11 50 Premio Cream mix. 12 50 Fancy-In Pails O F Horehound Drop. 10 50 Pony Hearts. 10 Coco Bon Bons. 12 Fudge Squares. 12 Peanut Squares. 9 Suggested Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 Lozenges, plain. 9 Lozenges, printed. 10 Champion Chocolate. 11 Eclipse Chocolates. 13 50 Quintette Choc. 12 Champion Gum Dps. 8 Moss Drops. 9 Lemon Sours. 9 Imperials. 9 Ital. Cream Opera. 12 Ital. Cream Bonbons. 11 20 lb. palls. 11 Golden Waffles. 12 Fancy-In 5 lb. Boxes Lemon Sours. 5 50 Peppermint Drops. 5 50 Chocolate Drops. 5 50 H. M. Choc. Drops. 5 50 H. M. Choc. Lt. and Dk. No. 12. 1 00 Gum Drop. 2 50 O. F. Lorraine Drops. 2 50 Lozenges, plain. 2 50 Lozenges, printed. 2 50 Imperials. 2 50 Mottos. 2 50 Cream Bar. 2 50 Molasses Bar. 2 50 Hand Made Cream. 30 Cream Buttons, Pep. and Wint. 2 50 String Rock. 2 50 Wintergreen Berries. 2 50 Pop Corn Maple Jake, per case. 3 00 FRUITS Foreign Dried Figs Californias, Fancy. 9 Cal. pkg, 10 lb. boxes. 9 90 Extra Choice, Turk., 10 lb. boxes. 9 Fancy, Turk., 12 lb. boxes. 12 50 Pulled, 6 lb. boxes. 12 Natural, in bags. 9 Dates Fards in 10 lb. boxes. 2 6 50 Fards in 50 lb. cases. 5 Hallow. 5 50 lb. cases. 5 Sals, 50 lb. cases. 4 50 NUTS Whole Almonds, Tarragona. 2 16 Almonds, Ivica. 9 Almonds, California, soft shelled. 15 50 Brazil. 11 Filberts. 12 Walnuts, Grenobles. 15 Walnuts, soft shelled. Cal. No. 1. 2 16 Table Nuts, fancy. 2 13 50 Pecans, Med. 2 10 Pecans, Ex. Large. 2 11 Pecans, Jumbos. 2 12 Hickory Nuts per bu. Ohio, new. 2 Cocoanuts, full sacks. Chestnuts, per bu. 2 Shelled Spanish Peanuts. 5 50 Pecan Halves. 4 40 Walnut Halves. 4 30 Filbert Meats. 4 30 Alicante Almonds. 4 30 Jordan Almonds. 5 50 Peanuts Fancy, H. P., Suns. 4 50 Fancy, H. P., Suns. Roasted. 6 50 Choice, H. P., Jumbo. 7 50 Choice, H. P., Jumbo. Roasted. 8 50

SPECIAL PRICE CURRENT

AXLE GREASE



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

BAKING POWDER

JAXON

1 lb. cans, 4 doz. case.....45
1 lb. cans, 4 doz. case.....85
1 lb. cans, 2 doz. case.....1 60



Royal
10c size.....90
1 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
3/4 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

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

Oxford Flakes.

No. 1 A, per case.....5 70
No. 2 B, per case.....6 00
No. 3 C, per case.....5 00
No. 1 D, per case.....5 60
No. 2 D, per case.....5 60
No. 3 D, per case.....5 60
No. 1 E, per case.....5 85
No. 2 E, per case.....5 85
No. 1 F, per case.....5 35
No. 2 F, per case.....5 35

Plymouth
Wheat Flakes

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

TRYABITA

Peptonized Celery Food, 3
doz. in case.....4 05
Hulled Corn, per doz.....95

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages.....2 03
CIGARS

G. J. Johnson Cigar Co.'s brand.



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

CLEANER & POLISHER



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

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

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

Samples and Circulars Free.

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



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

CONDENSED MILK

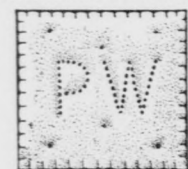
4 doz in case.



Gall Borden Eagle.....6 40
Crown.....5 90
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 40
Dime.....3 85
Peerless Evaporated Cream.....4 00

CRACKERS

E. J. Krue & Co.'s baked goods
Standard Crackers.
Blue Ribbon Squares.
Write for complete price list
with interesting discounts.
Perfection Biscuit Co.'s brands



Perfection Wafers, in bbl. 06
Florodora Cookies, c'se. 2 00
Subject to liberal discount. Case
contains 50 packages. Complete
line of high grade crackers and
sweet goods. Perfection Bis-
cuit Co., Ft. Wayne, Ind.
Freight allowance made on
all shipments of 100 lbs. or more
where rate does not exceed 40c
per hundred.

FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Vanilla.....Lemon.....
1 oz full m. 1 20 1 oz full m. 80
1 oz full m. 2 10 2 oz full m. 1 25
No. 3 fan v. 3 15 No. 3 fan v. 1 75



Vanilla.....Lemon.....
2 oz panel..1 20 2 oz panel..75
3 oz taper..2 00 4 oz taper..1 50

JENNINGS

CONCENTRATED
FLAVORING EXTRACTS

Folding Boxes

D. C. Lemon.....D. C. Vanilla.....
2 oz.....75 2 oz.....1 20
4 oz.....1 50 4 oz.....2 00
6 oz.....2 00 6 oz.....3 00

Taper Bottles

D. C. Lemon.....D. C. Vanilla.....
2 oz.....75 2 oz.....1 25
3 oz.....1 25 3 oz.....2 10
4 oz.....1 50 4 oz.....2 40

Full Measure

D. C. Lemon.....D. C. Vanilla.....
1 oz.....65 1 oz.....85
2 oz.....1 10 2 oz.....1 60
4 oz.....2 00 4 oz.....3 00

Tropical Extracts

2 oz. full measure, Lemon.....75
4 oz. full measure, Lemon.....1 50
2 oz. full measure, Vanilla.....90
4 oz. full measure, Vanilla.....1 80

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 1/2c 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.....8 75
Halford, small.....2 25

Our Catalogue is
"Our Drummer"

It lists the largest line of gen-
eral merchandise in the world.

It is the only representative of
one of the six largest commercial
establishments in the United States.

It sells more goods than any
four hundred salesmen on the road
—and at 1-5 the cost.

It has but one price and that is
the lowest.

Its prices are guaranteed and do
not change until another catalogue
is issued. No discount sheets to
bother you.

It tells the truth, the whole
truth and nothing but the truth.

It never wastes your time or
urges you to overload your stock.

It enables you to select your
goods according to your own best
judgment and with freedom from
undue influence.

It will be sent to any merchant
upon request. Ask for catalogue J.

Butler Brothers

230 to 240 Adams St.,

Chicago

We Sell at Wholesale only.

Not in The Trust.

If You're
After
Money

You want to handle goods that not
only sell at a good profit but are of
such superior quality that your
customers will demand them.
STANDARD D CRACKERS
are just such goods and we will
tell you all about them and send
you a price list if you will say so
on a postal card.

E. J. Krue & Co.
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.

JEWELRY BUSINESS FOR SALE OR EXCHANGE. Stock Invoices \$860. Good reason for selling. Address No. 485, care Michigan Tradesman. 485

BAKERY FOR SALE IN ONE OF THE liveliest towns of 2,000 in Southern Michigan; everything new and clean. Address No. 484, care Michigan Tradesman. 484

FOR SALE—STOCK OF GENERAL MER- chandise worth about \$4,000 or thereabouts, embracing some damaged merchandise. Will sell for from 10 cents to 60 cents on the dollar. Ten thousand articles that retail for 5 cents to 25 cents for \$2.00 per hundred. Sold in lots or altogether for spot cash. We have two separate stocks and wish to dispose of one. Baker Mercantile Co., Nashville, Mich. 483

SALESMEN—IN IOWA, ILLINOIS, MICH- gan, Wisconsin, Indiana, Minnesota, selling to the grocery trade, to sell fruits, vegetables and produce as a side line; liberal commission. Address L. S. Lang & Co., 120 S. Water St., Chicago. 477

FOR SALE—LIGHT MANUFACTURING business. It is now showing an annual profit of about \$1,500 per year and is not being pushed. Business can be doubled the first year with a little effort. Goods are staple and an excellent line of jobbers now handling them. Opportunity for a very large business is unlimited. One man can run the office end of it now and have time to oversee shop work. \$2,000 will buy it. Good reason for selling. This business is a bargain and will remain unsold very long. When writing please give bank reference, otherwise no attention will be paid to enquiry. Address No. 452, care Michigan Tradesman. 452

FOR SALE—\$800 GROCERY STOCK; STORE and dwelling in connection; for sale or rent; can be had on easy terms. Write Lock Box 281, Ithaca, Mich. 476

WANTED—PARTIES TO JOIN ME IN organizing a department store enterprise in good Northern Ohio town of 3,500; fine field where there is practically no opposition. Want the following departments: Dry goods, clothing, shoes, cloak, carpet and curtain, notions, grocery and crockery or racket department. I have the building, elegant three story and basement corner brick, furnace, gas, electric lights. Success is assured. Address No. 474, care Michigan Tradesman. 474

FOR SALE, RENT OR EXCHANGE—FINE three story and basement corner brick block 40x90, furnace, gas, electric lights, stone trimmings, plate glass windows. Located in live Northern Ohio town of 3,500. Good location for dry goods or department store. Will sell on easy terms or take good Western property in exchange, or give long lease and reasonable rent to good tenant. Address Box 81, Independence, Iowa. 473

FOR SALE—\$4,500 GROCERY STOCK AND market well located in good Northern Illinois mining town of 7,000 population. Annual sales, \$50,000. Address No. 472, care Michigan Tradesman. 472

FOR SALE—STOCK HARDWARE AND implements in Northern Michigan. Stock Invoices about \$4,000; sales last year, \$20,000; good farming community; village 600 inhabitants; only hardware in town; good two-story brick building and warehouse; rent reasonable. Address No. 471, care Michigan Tradesman. 471

I HAVE GOT THE WESTERN FEVER and got it bad. I want to sell my lot 44 Ionia street, opposite Union Depot; house and lot at 87 Commerce street; my residence at 219 Livingston street; my factory; also brick double tenement building at 215 and 217 Livingston street; and, last and best of all, my factory business. If you want anything I have got, you had better get a move on, for I am going to sell out and go West. Edwin Fallas, Citizens Phone 614, Grand Rapids, Mich. 494

FOR SALE—\$3,000 STOCK OF DRY GOODS, groceries and shoes. Best small town and farming community in the Thumb of Michigan. Store and dwelling connected. Will sell or lease. Address 487, care Michigan Tradesman. 487

TO EXCHANGE—NO. 5 BLICKENSDERFER typewriter, almost new and in good order; will exchange for good graphophone and records. Address Will F. Clark, Mentone, Ind. 486

ATTENTION! FOR SALE—ONE PRE- scription, two counter scales, one chandelier, one Eureka copper still, one sponge rack, eight dozen six ounce, two dozen each quart tinctures, three pints salt mouth, large iron mortar very reasonable. Apply 1345 Johnson St., Bay City, Mich. 489

I WILL SELL ANY MINING OR OIL stock on the market cheaper than it can be bought from any other broker. Write me for any stock you want. J. R. Griffiths, 48 Sherman St., Chicago. 488

FOR SALE—CLEAN STOCK OF DRUGS, wall paper and groceries inventorying \$5,500. Can be reduced to \$4,500. Annual sales, \$20,000, mostly cash. Located in thriving town in center of rich farming country. No cut rate competition. Reason for selling, owner has other business. Will sell for \$2,500 down and balance on easy terms. Address No. 493, care Michigan Tradesman. 493

PROMINENT MICHIGAN BUSINESS MEN have secured an enterprise that will pay 10 per cent. annual profits. Everything proven. A few more will be admitted. Address 184 Grand River Avenue, Detroit, Mich. 481

FOR SALE—A NEAT, CLEAN AND UP- to-date grocery stock in bustling Northern Michigan town about 3,000. Stock will invoice about \$1,300. Reason for selling, do not like the business. Address No. 480, care Michigan Tradesman. 480

NEW WOODEN STORE BUILDING, FINE residence, general stock of merchandise for sale. Lock Box 280, Cedar Springs, Mich. 479

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

A SNAP—A TON OF FRUIT JAR RUB- bers, 15 cents per gross; cartons free; cash with order; sample dozen for 2 cent stamp. Write Forbes, 229 Sherin 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, HARNESS 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 IMPROVE- ments, 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 drug 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—CLEAN, UP-TO-DATE STOCK of general merchandise, located in bustling town of 500 in the Thumb. Stock will inventory about \$5,000. Owner has manufacturing interests to look after. Address A. X. K., care Michigan Tradesman. 450

FOR SALE—A SMALL STOCK GROCER- ies 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 HARD- ware and prosperous plumbing business. Whiting & Bushnell, St. Clair, Mich. 447

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, Calif. 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—PARTY WHO CALLS ON dry goods trade to carry ladies' muslin underwear on commission. Kalamazoo Underwear Co., Kalamazoo, Mich. 460

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 PAR- lours, confectionery, cigars and tobacco. This worth looking at. Reason, ill health. Address Box 210, St. Charles, Mich. 437

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

GROCERY BUSINESS FOR SALE IN Allegan, Mich. County seat, about 3,000 population. Will invoice about \$1,300. Clean stock, established trade, central location. Address G. M. Wirick, Allegan, Mich. 434

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, LOCAT- ed in Northern Illinois; prosperous manufacturing and farming center; profitable proposition; Invoices \$2,800. Hardware, 55 Stephenson St., Freeport, Ill. 432

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 their 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 DOL- lar—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 \$8,000 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 or by reason for selling. Will not sell after July 1. Address 429, care Michigan Tradesman. 429

FOR SALE—FIRST-CLASS MILLINERY establishment in good city in Northwestern 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- counts into cash; we collect quick; enclose stamp for terms. Merchants' Collection Agency, Wapello, Iowa. 424

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, Eston 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. Whetton & Co., Formula Makers, New Bedford, Mass. 419

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

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 Broadway block, Los Angeles, Calif. 417

THE BEST CHANCE YET, IF YOU WANT to step into a well established business in a fine new store and a good thriving town in Northern Michigan. General stock Invoices about \$3,000. Will sell stock and rent building or will sell all at a bargain. I wish to sell on account of poor health. Write at once to No. 416, care Michigan Tradesman. 416

FOR SALE—MEAT MARKET IN TOWN of 1,200 inhabitants; one of the best business towns in the state; first-class in every respect; it will pay you to investigate. Address No. 400, care Michigan Tradesman. 400

FOR SALE—THE WELL-KNOWN GEN- 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. 398

HELD FOR IMMEDIATE SALE, A LIMIT- ed number of shares of stock in a well-established company doing large and rapidly increasing business; value promises to double within six months; great opportunity for investor. Address at once 610-11 Majestic Bldg., Detroit, Mich. 385

FOR SALE—A FIRST-CLASS SHINGLE mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saws, boiler and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first-class. Address A. R. Morehouse, Blg 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

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

FOR SALE—A SMALL STOCK OF DRUGS, also fixtures. Must be sold soon. Address J. G., care Michigan Tradesman. 27

FOR SALE—\$1,000 GENERAL STOCK AND \$2,000 store and residence, all for \$2,000 if taken at once. Address No. 327, care Michigan Tradesman. 327

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

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 921

MISCELLANEOUS

SALESMAN—WANTED, EXPERIENCED salesman on commission, one who is in touch with investors in stocks and bonds preferred. Jos. Johnson, McGraw Bldg., Detroit, Mich. 492

WANTED—SITUATION. WOULD LIKE to get work in clothing store or some other good business with intentions of buying one-half or whole interest in business in future. Address Clarence F. Folger, Vermontville, Mich. 478

BOOKKEEPER AND GENERAL OFFICE manager wants position August 1; age, 30; ten years' experience in lumber business; best references. Address No. 482, care Michigan Tradesman. 482

MANAGER WANTED FOR DEPARTMENT store in thrifty Northern Ohio town of 3,500; splendid opportunity for active, capable man who can invest \$5,000 to \$8,000; practically no competition. If interested address No. 475, care Michigan Tradesman. 475

WANTED—POSITION BY DEPARTMENT store manager, buyer, ad. writer, decorator; first-class man; best of references. Address 454, care Michigan Tradesman. 454

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 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

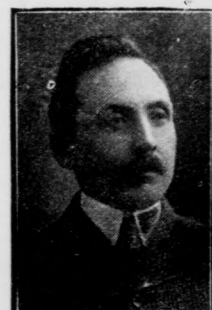
STIMULATE YOUR BUSINESS, AND GET rid of old stock at the same time. You mark the goods, I do the rest. My sales are always a success. Stocks bought, sold or exchanged at a low per cent. I have few open dates. Write now for terms, dates, etc. Honest John, Auctioneer and Salesman, care Michigan Tradesman. 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

"THE O'NEILL SALES"

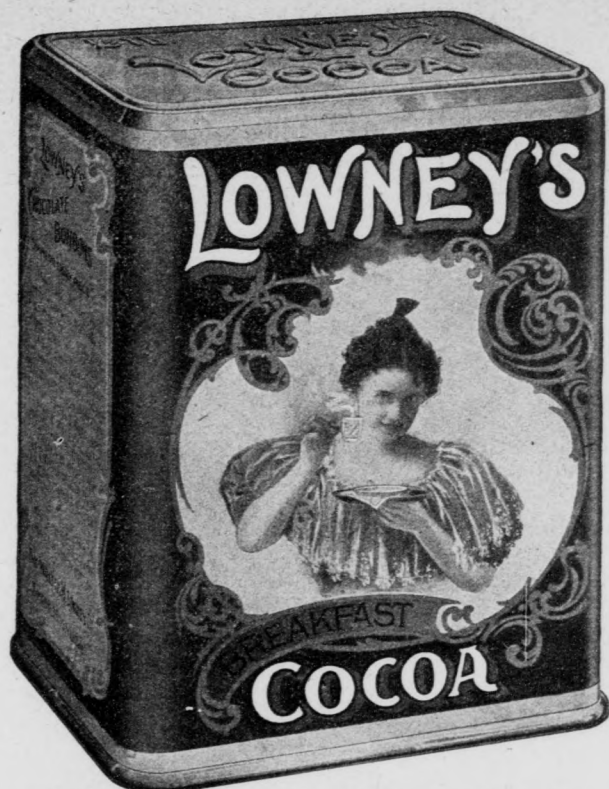
absolutely sell to per cent. of your stock in a day.
Retail Selling—New Idea System



C. C. O'Neill & Co.

SPECIAL SALESMEN & AUCTIONEERS 408 Star Bldg., 356 Dearborn St., Chicago. We also buy and sell Store Fixtures and take them on consignment.

If you knew that we could clear your store of all old stuff and any lines you would like to eliminate and get you thousands of dollars in cash, would you try our NEW IDEA SALE? If so, write us and we will give you full details and information.



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

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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
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For information and reservations apply to

W. C. BLAKE,
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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



CRISP

WHEAT

FLAKES

AT ALL JOBBERS.

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.

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

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 OILBARREL 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