

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



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

### The Beacon Falls Rubber Shoe Co.

Factory and General Offices, Beacon Falls, Conn.

#### Branch Stores

Chicago---207 Monroe Street.

New York---106 Duane Street.

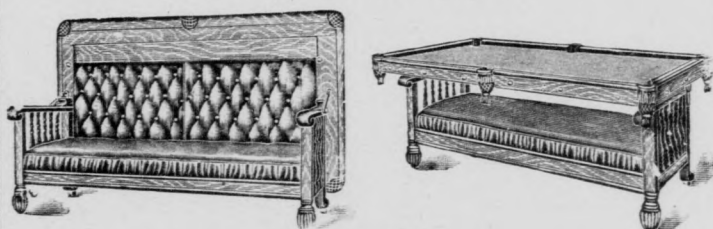
Boston---177-181 Congress Street.

Out of the Trust.

#### The Balke Manufacturing Company,

Sole Manufacturers of the

### BALKE Combined Davenport, Pool and Billiard Tables.



#### FOR THE HOME.

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

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

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

The Balke Manufacturing Company, 1 W. Bridge Street.

## About Investments

To give information and make suggestions regarding investments . . . high class ones only . . . to buy or sell choice bonds for you . . . and bank stock or other kinds as well . . . on commission . . . that is our work . . . Have you talked with us? . . . There are a number of folks here and elsewhere who have found our acquaintance worth while. . . It's quite likely you would too.

### 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 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

## EAGLE HIGH TEST LYE

Standard of 100% purity. Powdered and Perfumed.



Established 1870

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

Strongest,  
purest and best,  
packed in a can  
having two lids,  
one easily cut  
and the other re-  
movable for con-  
stant use. Eagle  
Lye is used for  
soap making,  
washing, cleans-  
ing, disinfect-  
ing, softening  
water, etc., etc.  
Full directions

OUR  
**New Deal**  
FOR THE  
**Retailer**

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

Absolutely Free of all Charges

### One Handsome Giant Nail Puller

to any dealer placing an order for a 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



Fruit  
Flavor

Fruit  
Flavor

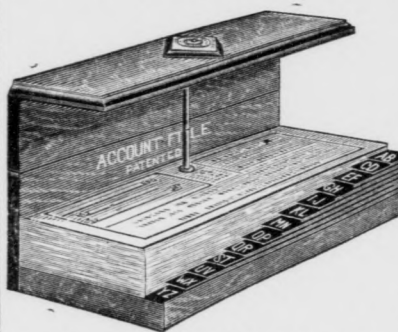
## This Is the Popular Flake Food

With the masses. Delicious, palatable, nourishing and eco-  
nomical. 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

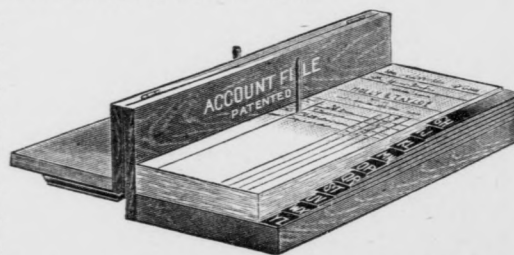
## Simple Account File



A quick and easy method of  
keeping your accounts. Es-  
pecially handy for keeping ac-  
count of goods let out on ap-  
proval, 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 cus-  
tomer'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 wait-  
ing on a prospective buyer.

TRADESMAN COMPANY, Grand Rapids



# MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JULY 1, 1903.

Number 1032

## WHY NOT BUY YOUR FALL LINE OF CLOTHING

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

### 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. E. McCORNE, Manager.

## THINK!

You do not take any risk

25 to 40 per cent. realized by stockholders in companies not two years old by buying at the ground floor. Our new issues will make the same record. Write or call for information.

CURRIE & FORSYTH.

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

## IF YOU HAVE MONEY

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

Martin V. Barker  
Battle Creek, Michigan

We Buy and Sell  
Total Issues

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

## BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY  
BANKERS

Union Trust Building, Detroit, Mich.

## Commercial Credit Co., Ltd.

Widdicombs 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.

## IMPORTANT FEATURES.

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## Tucker Sentenced to the House of Correction.

Detroit, June 30—In the matter of the United States vs. Frederick T. Crawford and Samuel M. Tucker, of produce commission fame, some few weeks ago Crawford came into the United States Court at Detroit and entered a plea of guilty. A strong plea for leniency was made and he was finally let off upon the payment of a fine of \$100.

To-day Tucker was arraigned in court and made a strong talk after the Crawford fashion, but the Judge, after Tucker had entered a plea of guilty, sentenced him to six months in the Detroit House of Correction at hard labor and to pay a fine of \$50. By the imposition of the fine he can not make any good time, and if he is unable to pay the fine at the expiration of the sentence he will have to go to jail and serve 30 days more to satisfy this.

A more corrupt set of crooks never existed outside of confinement than this gang, and the carelessness with which they handled the truth was simply appalling. I hope the greatest publicity will be given this matter, for the effect it will have on others so inclined and to warn the country merchants in the selection of their commission men.

The Inspector of the Postoffice Department has yet Bush to contend with, but he is under indictment, and will in all probability stand trial. Crawford should have received a confinement sentence, for he was equally as bad as Tucker, and the two together were a terror to all country merchants. As an illustration of what they would do, I am told this by a Detroit attorney, who vouches for its truthfulness:

A farmer in Livingston county had some very fine chickens which he wished to dispose of. He wrote the

Tucker Produce Co., asking for prices, etc., and received a very flattering reply. He then notified Tucker that he would ship the chickens to him on a certain day and that he would also come to Detroit on the same date. Tucker was at the depot at the noon train to meet the party. He took him to the Wayne Hotel, bought him his dinner, and then proposed that they go and see if the chickens were there. They found them at the depot office of the express company. Tucker proposed that they walk up to the store, while his delivery man brought up the chickens. Just as they reached the place on Woodbridge street where Tucker had desk room, and were about to enter, Crawford came running up all out of breath and said the delivery man's horse had run away; the coops had been thrown from the wagon and the chickens were all over the city of Detroit. This threw the farmer into a state of consternation, but Tucker was equal to the emergency and, with the utmost coolness and gall, told the farmer to pay no attention to that, for he would lose nothing, that the delivery man was under bond to him and for him to come right in to the desk and make out his bill and they would collect it for him. He very confidentially told the farmer to put the price up to the top notch, and also (confidentially) to include the expense he had been to in coming to Detroit, and they would see that he got his pay. This the farmer did and left for home on the evening train, and that is the last he ever saw of his chickens or any money for them. The two simply stole the man's chickens. That is but a sample of the work they did. I could go on and tell you of any number of cases where they have obtained stuff from a few dollars to carloads of sweet potatoes, berries, lemons, Christmas holly, etc.

The business of manufacturing flags and banners is one that employs hundreds of men and women in New York the year around. Just now there is great activity in these establishments in consequence of the demand occasioned by the advent of the Fourth of July. It is estimated that New York City alone buys between 350,000 and 400,000 new flags every Fourth, saying nothing of those used at other times of the year. Not all the flags made represent the national emblem. All sorts of "special" orders are filled, yacht pennants and flags of foreign nations to be used by various organizations, being quite an important branch of the business.

George Washington was the father of his country, but Pennsylvania is the "Pa." of states.

## More Money in By-Products Than in Making Sugar.

Caro, June 30—"The vinegar which we manufacture," said Secretary of the Caro Vinegar Co., Robert McKinney, "is made from the molasses which is left from the manufacture of beet sugar. It was once permitted to run away into the river being considered worthless, but when it was discovered that it could be distilled and furnish a first-quality of alcohol its value as a by-product began to be recognized. Its conversion into vinegar is by a process I invented, and it is proving a wonderful success. The superiority of our vinegar is in the fact that it has been submitted to the best chemists in the country, who pronounce it absolutely pure. A large portion of the vinegar on the market contains acetic acid, distilled from wood alcohol. We distill 25 proof alcohol from the molasses of the beet sugar and then convert the alcohol into vinegar. We make two kinds, what we designate as white wine and a vinegar that resembles cider vinegar but eminently superior to the best cider vinegar ever placed on the market. A large portion of the vinegar consumed is manufactured from corn. A ton of corn costs about \$14 and it will produce far less vinegar and of a poorer quality than we produce from a ton of beet refuse molasses which costs \$2 a ton. We can make vinegar cheaper than any other kind of vinegar can be produced and it is the genuine article."

"Some people imagine the Sugar Trust is going to shut up the Michigan sugar plants," said Mr. Montague, "but as a matter of fact they bought an interest in them for money making purposes. There is as much or more money in sugar beets for the by-products than in the manufacture of sugar. Alcohol can be produced from the molasses in sugar beets at a cost not exceeding 10 cents a gallon, and it will be but a short time before the trust will control the alcohol market of the United States. And vinegar as well."

The gentlemen have samples of fruit and vegetables preserved in vinegar which have been canned since October last, and the apples, onions, carrots, cauliflower and cucumbers are just as fresh as when they were put up eight months ago.

String beans may be salted down for winter use by putting them in a stone or earthen vessel with alternate layers of salt. Before cooking soak them over night in cold water, after rinsing well.

Fred O. Nesbitt, the Durand druggist, was married June 24 to Miss Jessie H. Pratt, of the same place. The wedding tour includes a trip to the Thousand Islands.

## MEN OF MARK.

## H. B. Lewis, Manager of the Cuba Products Co.

We are apt to look upon him who inherits wealth as fortunate, but it is a question if on the average it is not the man who inherits poverty, provided he also have a sound body and an active mind, who is the fortunate one.

It is often said that any one will develop what is in him, but it is a fact that circumstances often develop a man and as between those of apparently equal ability and ambition, the one thrown on his own resources will develop a self reliance and initiative and a command of men and things which the other may never secure.

The conduct of the lumber industry has always been to a considerable extent pioneer work. It has had to do with the crude beginnings of things and with nature in the rough. The pioneer lumbermen of any field have usually been naturally fitted for that work, and although they may have missed something of the kid glove delicacy of city life and of an older civilization, they gained strength of muscle and mind and the force of character which gave them leadership, as well as mastery over material things. We are apt to condole with them a little on the severity of their early lives and the struggle for a foothold they had to make. On the contrary they might be congratulated on the opportunities they had and on the intellectual and moral training given them by their environment.

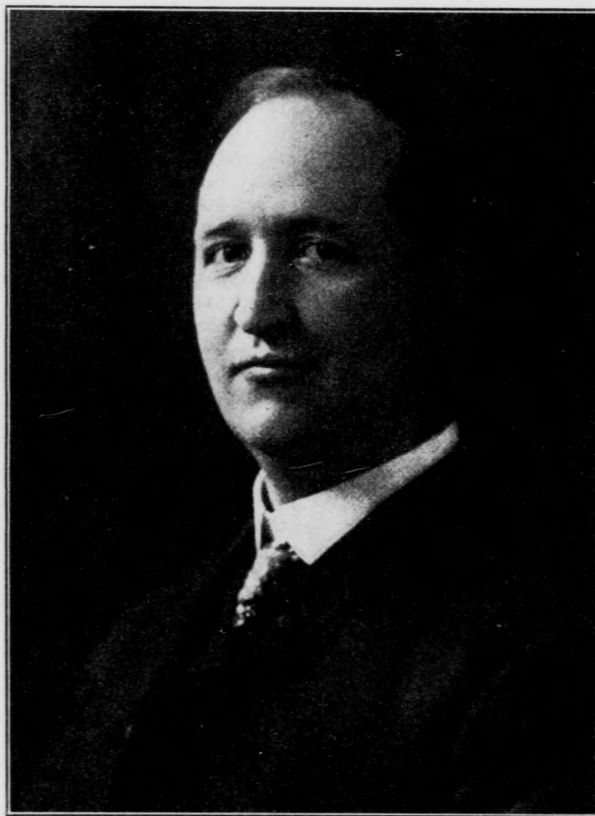
Horatio B. Lewis was born in a hotel at Dexter, Michigan, May 25, 1864, being the son of an Episcopal rector. His antecedents were Welsh on both sides, his great grandfather having been born in Wales. When he was two years old, the family removed to Howell, where they remained three years. In 1869, the family removed to Elk Rapids, where the head of the house took the rectorship of St. Paul's church, and here Mr. Lewis was educated in the public schools, being the first graduate from the Elk Rapids high school. Fully decided to enter upon a business career, he sought and obtained employment with Marshall Field & Co., putting in a full year in the wholesale and retail departments June 27, 1882, he entered the employ of Dexter & Noble, of Elk Rapids, as cashier in their store. He was subsequently promoted to the position of stock book-keeper for the Elk Rapids Iron Co., which he held four years. He then became general book-keeper, which position he held until 1892, when he was made Secretary of the company. Five years later, he became Vice-President and General Manager of the business, which included the manufacture of iron, lumber and flour, as well as an extensive mercantile business.

Having completed the twenty-first year of his connection with this company on June 27, Mr. Lewis handed in his resignation to take effect July 1, on which date he became Vice-President and General Manager of

the Cuba Products Co., which has recently been organized with a capital stock of \$300,000, to lumber and improve 80,000 acres of timber and grazing land in Santiago Province. The land is eighty miles from Santiago and sixty miles from the new American city of Manipolon in Nipe Bay. The Van Horn railway system runs through the land of the company for seven and one half miles and will locate a station at a central point on the land, which will be called Lewiston, in honor of the Manager of the business. The mahogany and cedar timber will be exported from Manipolon and the other varieties of timber will be cut into lumber for local consumption. The company will also put in a brick and tile plant and, between now and fall, will place 2,000 head of cattle on a 5,000 acre tract

to the half-civilized stage in which he is now living. Included in the plan is a series of school houses located on different parts of the land for the education of the children and the establishment of teachers at the expense of the company. As fast as the land is cleared, the company proposes to engage in the cultivation of fruit, sugar cane and cotton, for all of which the climate is particularly adapted, in some cases producing two crops a year.

Mr. Lewis was married Aug. 19, 1889, to Miss Harriet Cloyes, of Elk Rapids, and has six children, two boys and four girls. For the next year or so the family will reside in Ypsilanti and will have the benefit of the good schools of that place, Mrs. Lewis having been a graduate of the Normal school.



of land where the grass grows as tall as a horse. Mr. Lewis is confident that he will be able to make an excellent showing for his stockholders and that, by the force of example, he will be able to utilize the native labor to that extent that will in time prove an excellent factor in the development of the property. The natives now located on the land live in shacks and wear little clothing and their food supply is confined almost wholly to the fruit that grows on the trees and bushes. Mr. Lewis proposes to erect comfortable houses and install the natives in these homes, giving them cook stoves and sewing machines and other modern conveniences, which will result in a gradual uplifting of the individual, so that in time his environment will be far removed from his former surroundings that he will never consent to go back

Personally Mr. Lewis is one of the most companionable of men. The fact that he was able to stay twenty-one years with one house, starting at the lowest rung in the ladder and ascending step by step to the top until he became the general manager of the business, speaks stronger than any words can of his patience, persistence, faithfulness and aggressiveness. While the people of Northern Michigan are sorry to have him withdraw from the field of his previous activities, they feel that his judgment is good and that in making a change from the rigorous climate of Michigan to the salubrious climate of Cuba, he is taking a step which will undoubtedly make him a very rich man in the course of a dozen or fifteen years.

Mr. Lewis is of medium height and build, with a cheerful manner, and

speaking always with a firm decisiveness. He is of the nervous temperament. He confesses to no fads. He believes in recreations. If he has any pretensions they are those of a man successful in business. He has no political ambition beyond doing his duty as a citizen. He holds that willingness to be a duty. At 39 years of age he is still a young man in looks and actions, and one of the pleasant prospects upon which he looks is the opportunity his new position will afford him to assist in the uplifting of humanity through the assistance he proposes to render the Cuban people.

## Look Ahead.

A boy or man who works simply for his salary, and is actuated by no higher motive, is dishonest, and the one whom he most defrauds is himself. He is cheating himself, in the quality of his daily work, of that which all the after years, try as he may, can never give him back. If I were allowed but one utterance on this subject, so vital to every young man starting on the journey of life, I would say: "Don't think too much of the amount of salary your employer gives you at the start. Think rather of the possible salary you can give yourself, in increasing your skill, in expanding your experience, in enlarging and ennobling yourself." A man's or a boy's work is material with which to build character and manhood. It is life's school for practical training of the faculties, stretching the mind, and strengthening and developing the intellect, not a mere mill for grinding out a salary of dollars and cents.

## Yawcob and His Dog.

And Yawcob, observing his dog Schnitzel, spake unto him as follows:

"You vas only a tog, but I vish I vas you. Ven you go mit your bed in you shust durn round hree dimes und lay down. Ven I go mit my bed in, I haf to lock up der place und vind up der clock und pud der cat out und undress myselluf und my vrow vakes up und scolds, den der papy vakes up und cries und I haf to valk him mit der house around; den maybe ven I gets myselluf to bed it is dime to get up vonce more again. Ven you get up mit your bed you shust stretch yourself dig your neck leedle und you vas up. I haf to light der fire und put on der kettle, scrap some mit my vife alretty und git myselluf breakfast. You play mit der day all around und have plenties of fun. I haf to vork all der day round und haf plenties of trouble. Ven you die you vas dead. Ven I die I haf to go to hell yet."

## Spend Something.

It is an unwise policy for a merchant to abstain from spending ten dollars for advertising simply because he can not afford to spend a thousand. It should be remembered that seed will grow just as well when bought in small packages as when bought in bushels, and although the crop will necessarily be much smaller, it will be just as luxuriant. Furthermore, it is far better to have a small crop than to have none at all.



***THE OLD RELIABLE***

**ROYAL**



**BAKING  
POWDER**

**Absolutely Pure.**

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

***THERE IS NO SUBSTITUTE***

## Around the State

### Movements of Merchants.

Leslie—Mrs. R. H. Shotwell will engage in the drug business.

Petoskey—The Petoskey Paint Co. has opened a store on Lake street.

Brutus—E. A. Martin has sold his stock of groceries to J. M. Parmelie.

Clare—James S. Bicknell has purchased the grocery stock of Nathan Bicknell.

Newport—C. C. Cousino has embarked in the grocery business, purchasing his stock of David Druby.

Otsego—McCall & McCall, grocers, have dissolved partnership. The business is continued by Burt A. McCall.

Lansing—Hayes Wells and Harry Beasley have purchased the grocery stock of the Donseaux Clothing & Grocery Co.

Port Huron—F. A. Weyers has leased the Harder building on Water street and will occupy it with his grocery stock.

St. Louis—Morris Messenger, of Alma, has leased the Drury building and will put in a stock of clothing about August 15.

Boyer City—J. F. Fairchild's grocery store has been closed by virtue of a chattel mortgage held by the Standard Oil Co.

Fowlerville—Geo. A. Newman has purchased the interest of his partner in the general merchandise business of Newman & Hamilton.

Dowagiac—Reagan Bros. have sold their hardware stock to George E. Bishop, who is already in possession of the premises.

Escanaba—The hardware business of E. Olson has been merged into a stock company capitalized at \$50,000. The style is the Escanaba Hardware Co.

Dowagiac—Woodruff Bros., dealers in fruits and confectionery, have been adjudicated bankrupts and the first meeting of the creditors takes place on July 1.

Clarkston—Benjamin DeLisle and John Loan have formed a copartnership under the style of DeLisle & Loan and engaged in the drug and grocery business.

Addison—J. W. Crandall has purchased the hardware and implement stock of his partner in the firm of Crandall & Lapham and will continue the business in his own name.

Elk Rapids—Frank Mix has retired from the drug firm of Mix Bros. The business will be continued under the style of H. A. Mix & Co., composed of Henry Mix, of this place, and S. Mix, of Manistique.

Hastings—The J. S. Goodyear Dry Goods Co. will shortly establish a branch store at Muskegon, Indian Territory. The members of the present firm will have alternate charge of the affairs of the new store.

Escanaba—Herman Salinsky has begun the erection of his department store at the corner of Ludington and Mary streets. The building will be 140 feet deep, three stories high and will be constructed of pressed brick.

Cross Village—A. D. Loomis has purchased the Moore & Atwood drug stock and will continue the business. He is erecting a store building 24x40

feet in dimensions, which he will utilize as soon as it is ready for occupancy.

Central Lake—W. A. Boss, formerly engaged in business at Ellsworth, has purchased the merchandise stock of Grego & Pelton, and will add a line of hardware, agricultural implements, wagons, buggies and harnesses.

Bangor—Levi DeHoven, proprietor of the Big store, has purchased the stock of shoes of Thompson & Son, of Hartford. He will conduct the store for about ten days and will then remove the remainder of the stock to his store at this place.

Bangor—Henry D. Harvey has merged his drug business into a corporation under the style of the Harvey Drug Co. It is capitalized at \$5,000, of which Mr. Harvey holds the entire amount of stock except three shares, which is owned one share each by Leo D. Harvey, Grace L. Harvey and Martha L. Harvey.

Detroit—Bury & Noble, the white pine wholesalers of this city, have added a yellow pine department to their business. They have engaged to take charge of this branch of their trade Otto T. Weis, who for the past fifteen years has been associated with the Mitchell & Rowland Lumber Company, of Toledo, and later has had charge of the Allison Lumber Company enterprise, at Bellamy, Ala.

Saugatuck—Burk, Smith & Nelson, of Muskegon, have been awarded the contract for improving Saugatuck harbor. This firm bid \$82,000 and was the lowest of seven bidders. The job consists of building 2,700 feet of new work, 1,350 feet of it on each side of the new channel. It will require 1,500,000 feet of lumber, 22,000 cords of stone and 80 tons of bolts, nails, etc. This is the beginning of an improvement which means an ultimate outlay of \$500,000. The present channel of the Kalamazoo River will be abandoned and a new channel created.

### Manufacturing Matters.

St. Joseph—Williams Bros. succeed the St. Joseph Paper Box Co. in the manufacture of paper boxes.

Sault Ste. Marie—The Northwestern Leather Co. has increased its capital stock from \$125,000 to \$350,000.

Hopkins—The Riverside Cheese Co. paid its patrons an average of \$1.04 per hundred pounds for April milk.

Traverse City—It is probable that the Oval Dish Co. will establish a woodenware factory on a timber tract of about 28,000 acres lying north of Ironwood. The company is making an estimate of the timber on the tract.

Bucksport—Whiting G. Press, of the Press Shingle Mill, has sold the entire output of his mill up to January 1. He claims that he finds no slacking up in the shingle market and that he could sell more shingles if he had them.

Detroit—Kennedy & Greig, brass founders, have merged their business into a corporation under the style of the Kennedy & Greig Co. The capital stock is \$200,000, held as follows:

David Greig, 1000 shares; David Kennedy, 994 shares and David M. Kennedy, 6 shares.

Jackson—A new corporation has been formed to be known as the Loeb All-Wool Clothing Co. The capital stock is \$10,000 and is officered as follows: President, B. F. Becker, Chicago; Vice-President, Charles Hanman, Jackson, and Secretary and Treasurer, Solomon M. Loeb, Jackson.

Detroit—The Sheet Metal Specialty Manufacturing Co. has been organized with a capital stock of \$300,000. The stockholders are Frank C. Sherman, Pontiac, 2,900 shares; John Gillet, Detroit, 500 shares, and F. P. McHardy, Detroit, 500 shares. The company will engage in the manufacture and sale of dish washing machinery.

Kalamazoo—The Miller & Boyce Oil Co. is the style of a new enterprise at this place. The company is capitalized at \$3,125,000 and will manufacture oil and gas. The stockholders are Henry L. Miller, Kalamazoo, 1,200 shares; M. D. Boyce, Detroit, 1,200 shares; C. E. Fowler, Kibbie, 280 shares; Wm. A. Chase, Delton, 140 shares, and C. E. Drew, Otsego, 20 shares.

Niles—The members of the firm of Vaughan & Burgess, drop forge work manufacturers, of Chicago, have been here looking up a site with a view of moving their works here. This firm employs 125 men and on account of labor troubles fomented by unscrupulous walking delegates, will be compelled to leave

Chicago. The firm desires five acres of land, on which it will erect buildings costing \$30,000.

Stanton—The annual meeting of the Stanton cheese factory was held June 13 and the following officers elected for the ensuing year: President, C. M. King; Secretary, Ed. Howell; Treasurer, C. W. French; Salesman, W. W. Eaton. The sense of the meeting was that the account of sales be posted in the factory for inspection of patrons and check accompanying the same forwarded to Treasurer. The price for manufacturing and selling cheese to remain the same as last year, 1½c per lb. The first payment on June 1 netted patrons 96 and 53-100ths cents per 100 lb. of milk, payments being made the first of each month. The factory shows a decided increase over the past year and each patron is requested to attend the annual meetings.

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

## 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.

**Sugar**—Contrary to expectations, the raw sugar market shows a somewhat weaker tendency and prices have declined 1-32c for 96 deg. test centrifugals. Refiners have been picking up little odd lots during the past week, but if they should come into the market for 50,000 tons or more, which they will probably soon be forced to do, the price must necessarily advance considerably. The demand for refined continues about the same as last week. Business in this line is in pretty good condition, but owing to the cold weather of the past few weeks, consumption has been considerably less than usual at this season of the year.

**Canned Goods**—The demand for Michigan canned goods continues very active from all sections and stocks of almost all lines are getting closely cleaned up. Buyers all over the country have this past year learned something about the Michigan canned goods, as sales have been made in Southern, Eastern and Western States with the goods giving excellent satisfaction, and Michigan is fast becoming known as quite a factor in the canned goods market. This is especially true of peaches and apples, both of which have met with a very large sale the past few weeks and are still enquired for, although stocks are getting very low and it is difficult to find any desirable lots. Prices on these goods are very firmly held, with an upward tendency, as stocks are reduced. There is also a very active enquiry for strawberries, cherries, black raspberries and gooseberries of the new packing. There were practically no stocks carried over from last year and, as the pack of these small fruits will be very light this season on account of the short crops, the outlook is for much higher prices. There seems to be an unusual demand for gooseberries this season, which promises to go unsatisfied, as the crop will be exceedingly short. There is nothing new to report as yet in the tomato market, prices showing no change and with stocks very light. Every one expected there would be a full pack of the finer grades of peas this season, but in Maryland they are conspicuous by their absence and if many are packed they will have to come from Wisconsin. Considerable disappointment is felt regarding this, as last year's pack of these grades was so light and much was expected from the pack this season. Corn continues to be very firmly held by those who have any to hold, but they are so much in the minority as to count for very little. Orders for corn are coming in constantly, but they are obliged to be turned down for lack of goods to fill them with. Orders from outside are being constantly received, but it is impossible to secure enough for our own home trade, let alone outside buyers. The market for pineapples continues very strong, owing to the exceedingly short pack this year, which is so much smaller than was expected. All varieties of

salmon continue to move out quite satisfactorily, with stocks being rapidly decreased by the continual consumptive demand. New pack Columbia River salmon is beginning to come in now and is meeting with an excellent demand.

**Dried Fruits**—There is nothing of particular interest to note in this week's dried fruit market. Business continues quite satisfactory for this season of the year and the general tendency of prices is upward. Stocks are being quite rapidly reduced and there will be but very little, if anything, carried over into next season. There continues a good request for prunes of all sizes, but although the market is firm, prices show no change. Stocks are moderate, but not any larger than it is believed will be necessary to supply the trade the remainder of this season. Raisins are not in quite as active demand as prunes, but are moving out quite satisfactorily, however, with only fair stocks on hand. Apricots are not selling quite as well as a few weeks ago, but there is no change in price. Peaches are exceedingly quiet, with practically no demand at all. Currents are moving out quite rapidly at unchanged prices, the general tendency of the market, however, is toward higher prices. There is so little trade on figs and dates during the summer, that one hardly thinks of them at all. There are none being offered for sale as they are all in cold storage for the summer season. There continues quite a good demand for evaporated apples but there is no change in price. More business could probably be done by shading the prices somewhat, but holders are inclined to be quite firm and decline to do this.

**Rice**—The rice situation in the South remains unchanged, but the strong statistical position of this article continues to be reflected in other markets. Some buyers have just awakened to the fact that stocks are very small and assortments very broken and are coming into the market to complete their broken assortments and are consequently obliged to pay full prices for all they buy.

**Molasses**—Although there is practically no demand at all for molasses, prices are very firmly held, with dealers showing no disposition to force the market in view of the strong statistical position and small spot stocks. Nothing of interest is expected to take place until the opening of the fall season, when higher prices are looked for.

**Fish**—The condition of the fish market is practically unchanged. There is quite a good demand for all varieties, but with prices showing no change. Codfish and mackerel are both being very firmly held, due largely to the fact that stocks are so small.

**Nuts**—Trade in nuts continues unchanged, with very little doing in anything but peanuts, which are moving out quite satisfactorily but with no change in price.

**Roller Oats**—The oats market continues to advance and consequently the roller oats market keeps going

higher, prices this week showing an advance of 20c per barrel and 5c per case, with 10c on Banner Oats, and with a good demand at the advance.

## The Produce Market.

Asparagus—60c per dozen 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—\$2.50 per crate.

Butter—Creamery is weaker and 1c lower, being now sold on the basis of 20c for choice and 21c for fancy. Dairy grades are weak, local handlers quoting 12@13c for packing stock, 13@14c for choice and 15@16c for fancy. Receipts are the heaviest they have been for months.

Cabbage—\$2.50 per crate of about 4 dozen.

Carrots—15c per doz. for new.

Celery—20c per bunch.

Cherries—Scarce and high. Sweet command \$4 per bu. and sour fetch \$3 @3.50 per bu.

Cocoanuts—\$4 per sack.

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

Eggs—Receipts are liberal and the quality is very good. The resort demand is so heavy that local dealers meet no difficulty in finding an outlet for arrivals as fast as they come in. Canded, 15@16c; case count, 13 @14c.

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

Green Onions—11c per doz. for silver skins.

Green Peas—\$1@1.25 per bu. for home grown.

Honey—White stock is in moderate supply at 15@16c. Amber is active at 13@14c and dark is moving freely on the basis of 12@13c.

Lemons—The cool weather has curtailed consumption to that extent that the price has sagged, instead of soaring, as is usually the case just before the Fourth of July. Californias fetch \$3@3.50 per box and Messinas command \$4@4.50 per box.

Lettuce—Leaf, 60c per bu.; head, 8c per lb.

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

Onions—Louisianas in 65 lb. sacks, \$2. Californias in 90lb. sacks, \$2.50; Kentucky, \$3.75 per bbl.

Oranges—California Seedlings, \$3; late Valencias, \$4@4.50; Mediterranean Sweets, \$3@3.25.

Pieplant—\$1 per 50 lb. box.

Pineapples—Cubans command \$2.25 per crate of 24s or 30s. Floridas fetch \$2.75 per crate.

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

Potatoes—Old are in active demand at 85@90c per bu. New are strong and active at \$4 per bbl. of 11 pecks.

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

Poultry—Receipts are about equal to the demand. Local dealers pay as follows for live fowls: Spring broilers, 16@18c; 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.

Raspberries—Red are in active demand at \$1.75 per 12 qt. case. Black are in firm demand at \$2 per 16 qt. case.

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

Tomatoes—Have declined to 85@90c. per 4 basket crate.

Turnips—20c per doz.

Watermelons—20@30c for Floridas.

## Hides, Pelts, Tallow and Wool.

The market on country hides is at a standstill. Prices at local points are above dealers' views and tanners will not pay the advance. Eastern markets are easier and offerings from the states are greater, thus causing a hold-off. Indications are for a lower market. Large sales have been made from flooded hides at a concession, filling present wants.

Tallow is dull and lifeless and lower with an increase of holdings. Sales cannot be made without a concession in price.

Sheep skins are well sold up and move freely. The demand is fully equal to the supply.

Wools are strongly held. Prices steadily advance and have sold higher this week in the States. The Eastern market is without change aside from being firmer. Sales are increasing at the East. The new wools are arriving freely and are attractive.

Wm. T. Hess.

The Hazeltine & Perkins Drug Co. has purchased the wholesale drug stock of Northrup, Robertson & Carrier, at Lansing and consolidated it with their stock at this market. The Lansing house will hereafter confine its operations to its extract and baking powder lines.

E. R. and T. A. Prior have formed a copartnership under the style of Pryor Bros. for the purpose of engaging in general trade at Green Lake. They are erecting a store building, 20x44 feet in dimensions, two stories high, which they will occupy as soon as it is completed.

The Longfellow & Skillman Lumber Co. has merged its business into a stock company under the same style. It has a capital stock of \$10,000, which is held in equal amounts by A. R. Longfellow, L. L. Skillman, C. D. Stuart and Geo. Clapperton.

Wm. E. Barrett, formerly engaged in the lumber and shingle business at this market, is now engaged in the sale of California white pine lumber at 108 LaSalle street, Chicago, under the style of Wm. E. Barrett & Co.

Saginaw—The National Grocery & Jobbers' Supply Co. has moved its headquarters from Detroit to this place.

## PILES CURED

DR. WILLARD M. BURLISON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

## SENSIBLE SUGGESTIONS

## For the Retailer Who Wants a Large Trade.

Retail stores are of so many sizes and kinds that it is impossible to make any set rule as to where a bargain department should be located. If, however, it is run for the purpose of bringing business, then it seems only common sense that it should have a conspicuous location.

In a small store which has but one room a bargain table through the front and running down the center is most effective. On such a table goods are seen whether they are looked for or not. Hence your special offerings are at once given large publicity.

Many, especially those conducting general stores, think it best to keep their bargain counter in the rear with references to it scattered through other departments.

It is a fact which experienced merchants recognize that women will walk the length of the store to get a bargain in 10-cent glassware, for example, when they might resent the location of the silks department there.

It is reasoning along this line that some merchants put their bargain counter in the rear so that customers will be forced to walk the entire length of the store to get to it.

This method, of course, requires more advertising than the former and should always be supplemented by the free use of signs over the store referring to the bargain counter.

If the bargain counter is placed where it will not readily be seen and in some manner be forced upon the attention of the people its very purpose will be defeated.

There are almost as many ways of running a bargain counter, so far as pricing goods, as there are bargain counters.

Nothing exceeds in pulling power the good old 5 and 10-cent counters, where one table is devoted to all 5-cent goods and another table to all 10-cent goods. If such a table is sprinkled over with big pieces that are sold close to cost and you can sell a very large percentage of goods that pay you a round profit. Five and ten-cent pieces are popular coins. People will not hold faith in your bargain counter if you ask them ten cents for an article that some one else in town retails at 5 cents. But they are not inclined to question the fact that yours is a bargain counter in fact as well as in name if a lot of items there are at simply regular prices, so long as there is a good percentage of positive bargains thereon.

At the same time many maintain penny counters and 2-cent counters, and 3-cent counters, and 4-cent counters, and 7-cent counters and practically at all prices one time and another.

If you have a larger department, as for example a bargain basement, then it is an excellent plan to price goods at all sorts of odd figures—11c, 19c, 44c, 49c.

No matter how you run your bargain feature be sure that you observe

this one point: A good per cent. of the articles in sight at any given time must be positive bargains—no matter what they cost you, they must be goods that will focus the attention of indifferent buyers.

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

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

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

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

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

A man who is capable of giving advice about his daily occupation is not the man to select or direct the labors of others therein.

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

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

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

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

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

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

It is not the judgment of courts, but the moral judgment of individuals and masses of men which is the chief wall of defense around property and life.

## Modern Store Windows.

It is surprising that so many dealers located in the smaller cities and towns have not awakened to the advantages of large plate glass fronts for their stores. In the days when transportation facilities were inadequate and the expenses of travel were wholly out of proportion to the advantage to be gained by visiting other markets, the merchant who had the only store of his kind in his town could well afford to devote little, if any, attention to the attractiveness of his establishment. However, in this time of active competition, when the railroads and trolley lines are offering special inducements in order to attract buyers from the smaller to the larger markets, and the mail order concerns reach almost every consumer, the situation is greatly changed. Our friend of the small town must be wide awake if he is to succeed under present conditions. The passerby is not unlikely to form an opinion of the interior of the store and of the character of the merchandise contained therein by the appearance of the front put up. Good, clean show windows with samples from the stock carried attractively displayed therein are one of the best forms of publicity the merchant can employ.

## Breaking the News.

This is a true account of one person's idea of "breaking the news gently." The cook, whose home was off in the country, appeared before the "powers above" with a letter in her hand.

"I'll have to go home for a couple of days mum," she said. "My cousin's just written to me," and she handed over the crumpled bit of paper with an audible sniff.

"Dear Mary," it ran, "you had better come home at once; your father is very sick," and it continued with many particulars of his illness.

At the end was a postscript, which, like the old joke of a woman's P. S., had the pith of the matter.

"So long as you'll be driving up from the village, you may as well bring the undertaker along with you in the wagon."

## How To Get Rid of Rats.

All tradesmen, being liable to the incursions and depredations of rats, it may not be out of place to mention a method of getting rid of these

pests which is recommended by a correspondent of the Birmingham Daily Post. This consists in thinning down with petroleum ordinary slow-drying tar varnish, such as bedstead makers and japanners use, and pouring the mixture into the runs of the rats. The vermin are said to loathe the smell of the stuff, and will do anything to get clear of it.

A still more effective plan is said to be to catch a rat alive, dip it up to the neck in varnish and turn it loose. Its fellows will flee from it as from the devil. The dipping process is said to be harmless to the rat. But some iron-mongers may not care to "dip a live rat up to its neck."

## Determination.

Dennis—Niver ye fear, Mary Ann, Oi'll teck ye to the party the-night.

Mary Ann—But mebbe ye'd not be trough yer work be 6 o'clock.

Dennis—Oh! But Oi will. Oi'll finish me work be 6 av it tecks all night.

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GRAND RAPIDS, MICHIGAN

Write us for sample.

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We have the agency for Western Michigan for CARRARA PAINT and wish to appoint a sub agent in every town in this section. Carrara is made from minerals and is in every way superior to white lead.

For particulars write paint department.

## WORDEN GROCER COMPANY

Grand Rapids, Mich.



# KEEP YOUR LAMPS TRIMMED.

## Influence of Appearances in the Mercantile World.

Written for the Tradesman.

I heard a man state recently that he did not believe it paid to display cheap merchandise in a first-class store window, because, he argued, the people who are looking for a cheap class of goods will not be apt to enter a store that is resplendent with all the modern equipments that are to be obtained if the merchant has an eye for the beautiful and the money to pay for new fixtures, fine windows, etc. This man claimed that the people who want a cheap grade of merchandise do not, as a general rule, frequent the part of town in which the best stores are located. They are more at home in a mercantile establishment of inferior grade, and no matter how the big store may try to win them, with liberal advertising and splendid decorating of windows, a majority of their trade will go to the merchants whose stores are located in less favored sections of the city.

This man put up what seemed to be, at first thought, a strong argument, but I do not believe it would hold water in a majority of cases when put to the test. In the first place, a man or woman must be pretty well down in the scale of intelligence when beauty fails to attract. It seems to be born into most of us, whether or not we came into the world with the proverbial spoon of silver in our mouths, to admire things beautiful, and so it would seem that the best way for the merchant to fish for our trade would be to make an effort to attract our attention with the best window displays it is possible to make.

In the first place, it is not the stores that cater to the highest class of trade that make the most money. More millionaire merchants made their pile through selling to what is so frequently termed the masses than ever amassed fortunes selling goods to the people of money, and the reason is obvious. Where one man has a thousand dollars there are ten who have not, and yet they must all be clothed, fed and housed. While the man with the thousand may buy goods that allow the merchant to make a fat profit the margin is not great enough to equal the profits from a cheaper grade of goods which the other nine consume.

The big department stores of the country, it seems to me, refute the argument advanced by this gentleman. It will be difficult to find finer windows than those of these colossal institutions. It matters not how cheap the articles displayed, the decorator has always done his best to make them appear attractive to passers-by. It is not an uncommon thing to see a high grade article displayed in one window of a department store, while in the next is a pile of stuff that can only appeal to the shopper with limited means.

The person who argues that a fine window display is apt to repel, rather than attract, the person of limited means, is, I think, standing on a

foundation of shifting sand. Because a person is not rich is no reason that he or she must admire a slip shod showing of goods. In this country, where one man is supposed to be as good as another, the poor man has a faculty of mingling with his wealthy neighbor to an extent that is almost astonishing. This is a land where all classes of people elbow one another on the street and in public places generally. Long years of this kind of life has had a tendency to elevate the ideal of the laboring man to a higher plane than that of the man in like position in other countries. It is a natural result, then, that the merchant who wishes to appeal to nine out of ten people must put his goods in as inviting shape as possible.

Competition in the mercantile line is, like competition in everything else, growing keener as the years go by. The cheap newspaper of to-day is exerting an influence on the people that is astonishing. There is scarcely a family in the country that is not visited regularly by one or more newspapers in which the most enterprising dealers are heralding the value of their bargains far and wide. The magazine is now within the reach of the most humble inhabitant and the people, rich and poor alike, are reading more and more every day. We marvel at the great strides made by the papers and magazines, but the progress of the past will be overshadowed in the future.

As an illustration of how the people of the country are acquiring the reading habit we have only to look to one of the smaller cities of Indiana. Four years ago this town, which now has about 23,000 inhabitants, supported three daily newspapers of a mediocre class. Another was started and to-day it has a guaranteed circulation of over 27,000, or more than the entire population of the city. This shows how the people of the country are reading. There is not a town of 1,000 population in the country that does not have a newspaper of its own—some of them have two. People everywhere are reading, and the more they read the more they want to read. The quality of the papers of the country is improving; the people as they read more are thinking more, and so it comes about that they are demanding more and more of those who cater to their wants. This universal reading by the people is tending to make them more critical, and the merchant who thinks he can lure the poor man into his place of business by a slip shod display of goods in a third rate window will get left by the fellow who realizes that the world is moving and moving rapidly.

And another thing that should be taken into consideration is the fact that everybody in this country is prospering as never before. Mills and factories everywhere are running, so that although a majority of people are not rich they all have money to spend, and it can be set down as dead right that the store that puts up the best fight for this coin will get it. Just because a shopper wants

to buy a piece of tinware worth say only ten cents is no sign that he or she will not go into the finest looking place in town to get it. If a man wants a suit of clothes for \$6.85 he will go where the suit is displayed to the best advantage. The average American who gets \$8 a week will not be diffident about buying a pair of socks in a store patronized by all the bloods of the town, providing he sees them in the window marked at a figure within his reach.

Still another thing that must be considered is this: The average American is not proud over the fact that he is poor. It is seldom that we see people priding themselves on their poverty. On the contrary, it is human nature to endeavor to create an opposite impression. People won't patronize stores in which the goods are thrown together in any old way if they can get them at the same price in a store that looks modern in every detail. If you do not believe it take a stroll down town some afternoon and make it a point to see what store has the biggest crowd. It won't take you long to discover that the place that has the heaviest rush is the one that advertises best and most and puts its goods before the people in the best shape.

Moral—If you want to shine in the mercantile world you had better keep your lamps trimmed.

Raymond H. Merrill.

Overshoot the mark rather than fall short; and so prove that the fault is not in the ammunition.

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Grand Rapids, Mich.

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Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - - - JULY 1, 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 24, 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 twenty-seventh day of June, 1903.

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

#### THE DAY WE CELEBRATE.

While, for something over a quarter of a century, the Fourth of July has been ushered in with the roar of artillery, the ringing of bells and the overplus generally of all that pertains to noise and uproar, there is a growing conviction that the nation writing its name with a capital N should be above such childishness and should find ways and means for rejoicing more in harmony with the dignity of its hundred and twenty-seven years. There may be some truth in this. A government inclined to pride itself upon the novelty of its ideas as well as its methods; that many a time and oft insists that its foundation principles are the latest and the only ones that can stand the test of time; that in spite of an opposition before unknown to history has sealed with its blood its devotion to life, liberty and the pursuit of happiness and by its industry, its push, its pluck has made for itself a worthy and honored place at the council board of the nations; a government that has done all this in the confines of a hundred years ought not on this day of days, when the flags the world over are dipped in its honor, to find its greatest joy in a bunch of firecrackers in the National backyard!

It may be as well said here as anywhere that that which speaks best when words fail is never elaborate. It is timely and always to the point. The eye flashes the intelligence that the blundering, stuttering lips can not express and the shock of the cowboy's handclasp in the world of meaning outranks the tenderfoot's choicest phrase. So the heart in its

moments of wildest joy exults in shouts and so human nature wherever and whenever human arms and hands have done deeds worth commending proclaim the glory with the clash of swords and shields until later times and later civilization found ways and means of thundering forth approval from lungs of powder and through lips of brass. So along the centuries wherever valor has fought and won the praise has been sounded by the simplest methods at hand and the ringing of Liberty Bell in Philadelphia with the shot at Lexington heard round the world were fitting agents then as they are to-day to express best the unbounded joy of a nation whose existence is due, as our's is, to the sterling manhood that tyranny could not crush.

In spite, then, of the tiresome sameness that has been tiresomely repeated during all these wearisome years, the bells of the country will welcome the coming day with the same old joyful peels. At sunrise with cannon roaring and guns firing and crackers bursting, "Old Glory" will burst into bloom from flagstaff and pinnacle until the broad breast of the grandest nation on earth will be bright with the sweetest colors that liberty binding together has immortalized as her very own; and so until the footprints of the glorious day has faded in West there will be the ringing of bells and the firing of cannon and guns, great and small, while every back yard and front yard in the land of the free and the home of the brave, full of crackers and torpedos and boys to fire them will make next Saturday a day to be remembered for all coming time by all who love their native land and the transcendent thoughts it stands for!

It may be well for those, who for reason are inclined to frown upon the old-fashioned way of celebrating the Fourth, to consider whether they are willing to admit in all its directness what the power and the thought it stands for means. Patriotism holds no second place in any country-lovers heart. Its fire, like that of the Vestal virgins, never burns dim because it never lacks fuel. Where, then, it is plain that the flame is no longer aglow, the deadening is due to a simple cause—the patriotism once there is dying—the coming of "The Day" brings no pleasure with it. The old ardor that in earlier days took weeks to prepare for its coming is there no more. The midnight gun its hand used to fire some other hand has fired and the enthusiastic feet that all day long scorned heat and dust and at night reluctantly went to bed show now their reluctance with rigorous protests against early rising; and so from whatever point of view the day we celebrate is considered, it will be found that we no longer like it because—mark this—we no longer enter into the spirit of American citizenship as a genuine American citizen should!

It is time here to recall what Fourth of July-ism really means to this country. It is the costliest ash-heap upon the face of the earth. What cities suffered last year, what the year

before, and the year before that is a matter of record; all for the purpose of foolishly giving young America a chance to burn himself up together with that part of the world which he unfortunately lives in. Is it real patriotism to let the youth blind himself, maim himself for life, or burn himself to death for the sake of the day we celebrate? and yet the public press is beginning already to caution its readers against the misery in store for them; surgeons are setting their house in order for coming business and mothers are beginning to worry over the threatened disaster. All of which denotes a condition of things much to be deplored—every one of them in the past and in the prospective furnishing proof enough that every accident, severe or slight, is due, and will be, to the absence of the mature American citizen who, neglecting his duty, allows the inexperienced enthusiast, his own boy, at such fearful risk to make up for his father's lack of patriotism; a fact strengthened and sustained by another, that it was not until maturity ceased to celebrate that these dreadful fires and the shocking accidents now so common became a certainty.

Look at it as we may, the time has come for the first-class American citizen to understand that his country, to be and to remain a success, must be as much a part of him as his business is. Country nor business will run itself—except into the ground. Neither can be relegated to another without detriment to both and the business and country so neglected will soon show the lack from which it is suffering. None need ask which failure would be worse for the boy and the same thought settles the question of duty in regard to the day we celebrate. Let it come in, then, as it always has and always ought to come in, according to the original programme with bells and guns and firearms and flags and all the paraphernalia which love and make and pertain to making a noise. Let its coming and its going be attended by patriotism which recognizes no time signal and may maturity again look forward as eagerly for its coming as the child or the grandchild that clammers to his knee. Then again will the day we celebrate lose its terror. Reason will again restrain indiscretion and our country, "the common parent of us all," will move on with a surer tread to the proud destiny before her—a bright and shining light to a benighted world.

There are about as many reporters in Washington at present as there usually is when Congress is in session. The investigation of postoffice abuses keeps them there. Every section of the country is interested in the developments, for there is no telling where lightning will strike next. Intense anxiety prevails among all connected with the postal service. It is intimated that investigation of other Government departments will follow. President Roosevelt is said to be determined that the probe shall not be withdrawn until every possible place of corruption has been explored and exposed.

#### GENERAL TRADE REVIEW.

After a week of stock market dullness during which the record for small transactions was materially lowered for any time in recent years there is an upward start in both activity and prices to be met by another slight reaction at the last. That the period of excessive dullness should not have brought further depression in prices is considered reassuring as to future values. The season of the year and temporary conditions, such as the strike and the wet weather, are enough to give opportunity for the bear elements to quickly meet rising tendencies, but their efforts are futile in undertaking to bring a still lower level.

On account of the dullness and steadiness, or perhaps as one cause of it, the interest of speculation seems to be transferred to cereal and textile crop operations. This has been aided by a sharp rise in speculative values in these fields, for which it is difficult to account. It is to be deplored that grain values should be forced to levels to interfere with the active export demand, which was increasing. It is especially unfortunate that cotton should remain so long at a price which precludes profit in manufacture and gives away the worlds markets to other rapidly increasing fields of production.

In spite of the approach of hot weather and the local interruptions in the East and Southwest manufacturing industries continue busy. Textiles are suffering from abnormal cost of materials and labor troubles, but boots and shoes have no reason for complaint and Eastern shipments are still making new records. Iron and steel and building operations, where labor is quiet, are still active and encouraging as to the future.

The notorious Tucker, who has been repeatedly exposed by the Tradesman, received a jail sentence in the United States Court at Detroit yesterday which will place him in retirement for six months to come. The Tradesman has saved the retail merchants and produce shippers of Michigan thousands of dollars by its repeated exposure of this scoundrel and it is a matter of congratulation that he has finally met his just deserts.

"Every farm boy," says a North Missouri exchange, "wants to be a school teacher; every school teacher wants to be an editor as a rule; every editor would like to be a banker; every banker would like to be a trust magnate, and every trust magnate hopes some day to own a farm and have chickens, cows and pigs to look after. So, what's the use?"

It is announced that Madame Adeline Patti will make her "farewell" tour of America in a palace car built especially for her comfort at a cost of \$80,000. Perhaps the idea is that some multi-millionaire will buy the car as a souvenir when she has done with it.

The clerk who feels that he gives his employer more of his time than he is paid for is a chronic job hunter.



## INDUSTRIAL EDUCATION.

In recent years there has grown up an extraordinary demand for schools to give instruction in trades and industrial callings.

Formerly boys were apprenticed to be brought up in various trades, and after serving as apprentices they graduated as journeymen, qualified to work at the trades they had learned.

Two causes contributed to break up the old system of apprenticeship. One was the idea that it was a sort of slavery, the apprentice being bound to work for the same master four years. The other cause was in the arbitrary regulations adopted by the trades unions to limit the accessions to the unions. These regulations reduced the number of boys who were allowed to learn a trade to such a degree that there would not be men enough to meet the necessities of business.

Under these infamous rules fathers can not take their sons in to learn the business and to succeed them, as was the case in old times, and that is given as one reason for the growing numbers of loafers. Young men after quitting school know no trade, and not all being able to become professional persons, to obtain clerkships and the like, and being, with a few exceptions, shut out from their fathers' trades, grow up in idleness. Under these conditions there would be a great lack of recruits in the ranks of skilled labor but for the men who are constantly coming to the cities from the village shops and offices. In the numerous villages of the United States there are small shops of all sorts of mechanical trades, where too few persons are employed to be considered by the unions. In these shops, as in the country stores, young men are brought up to various branches of trade and business. But these do not supply the demand, and therefore comes the outcry for industrial and trade schools.

No schools of an industrial character, or even with instruction of an industrial tendency, other than the Massachusetts Institute of Technology, opened in 1865, and the Worcester Polytechnic Institute, opened in 1868, were in existence up to 1870. That year was notable as marking the introduction of industrial drawing into the schools of Massachusetts. The extension of drawing in the public schools has continued, so that now it is a required study. According to the law enacted in 1898, every town and city must give instruction in drawing in its public schools, and any town or city may, and every town or city of 10,000 or more inhabitants must, maintain evening schools for the instruction of persons over 14 years of age in industrial drawing.

Manual training followed close upon drawing in its extension in the public schools. As early as 1870 instruction in sewing was obligatory in every public girls' school in Boston. Massachusetts now requires that "every town and city of 20,000 or more inhabitants shall maintain

as part of both its elementary and its high school system the teaching of manual training."

At the same time with the movement for industrial drawing and manual training in the public schools, a desire arose for more adequate provision for training in industrial design. The Lowell School of Practical Design, as a result, was established in 1872 for instruction in textile design. In 1895 the textile interests of the State secured the passage of an act authorizing the establishment of textile schools in cities having in operation 450,000 spindles or over.

The first school created under this act was the Lowell Textile School, opened in January, 1897. New Bedford followed with a school devoted especially to cottons in October, 1899, and action was taken later for a school in Fall River.

The need of such schools was to letter the output of the mills in the North. The cotton mills of the South could produce cheap grades of cloth at less cost than those of the North, and the English mills could produce and sell in the United States higher grades cheaper than it could be done by the Northern mills. The English and other foreign mills could also make the finest grades of woolen and worsted goods cheaper than they could be produced here. In order to overcome this competition of the foreign mills, it was necessary to learn how to produce the higher grades of cottons and woollens, and to do it as cheaply, so far as the manipulation of the stock and the methods of production were concerned, as did the foreign mills.

A prime essential for the accomplishment of this end seemed to be to raise up and train in this country a corps of men with the highest technical knowledge. This was the real purpose of the textile schools in Massachusetts, but they also furnish a practical knowledge of the business to all who go through them. There are over twenty schools in that State in which not only the manufacture of textiles, such as the spinning, weaving and dyeing of cotton and wool, are taught practically, but there are also schools in which machinery, blacksmithing, iron and brass founding, plumbing and gasfitting and all the building trades are taught. Then there are schools for women, in which millinery, dressmaking and drawing for those trades are taught.

The Lowell School for Instruction in Textiles was the result of the necessity for using every means for meeting the serious competition in cotton manufactures of the Southern mills. The school was formally opened Jan. 30, 1897, and instruction began Feb. 1, 1897.

There are nineteen instructors in the school; the Principal, who acts as Professor of Mechanical Engineering; a professor of textile design and fabric structure; a professor of chemistry and dyeing; a head instructor in warp preparation and weaving; a professor of decorative art; a head instructor in woolen and worsted spinning; a head instructor

in cotton spinning; an instructor in mechanical engineering; two instructors in chemistry; an instructor in woolen and worsted spinning and finishing; an instructor in the handloom department; an instructor in textile designing; an assistant instructor in cotton spinning; an assistant instructor in free-hand drawing; an instructor in dyeing; an assistant instructor in power weaving; an instructor in electrical engineering; an instructor in charge of modern languages, and, in addition, there are several lecturers on mill engineering.

The equipment of the school consists of high-grade machinery, with all latest improvements, specially built to afford facilities for all kinds of experimental work, and of such variety as is never found in any one textile mill. With the machinery already installed, the school claims to have a more varied equipment than any other existing textile school, either in America or Europe.

The day classes are especially intended for the instruction of those whose intention it is to enter the business of textile manufacturing in any branch. The courses are sufficiently complete to enable a person to start without any previous acquaintance with textiles, but at the same time, those who have been engaged in such business and wish to improve their knowledge and opportunities can devote their entire time to study most profitably. The complete collection of machinery enables every process to be practically illustrated. The student has the option of selecting any one of five regular or several special courses. Each course is intended to cover three years. The five regular diploma courses are: Cotton manufacturing; wool manufacturing; designing, general course; chemistry and dyeing; and weaving.

Candidates for admission to the day classes are required to pass an examination in arithmetic, English, geography and algebra, or present evidence of proper qualification. The fee for the day course is \$100 per year for residents of Massachusetts; for non-residents it is \$150 per year.

At Waltham, Mass., are extensive manufactories of watches. There is maintained at that place a horological school. The need of better and more thoroughly equipped workmen in the trade of watchmaking and repairing led to the establishment of this school in 1870. Under modern conditions in the factories where watches are made, the workmen are kept on special branches of the work, and no one has the opportunity to practice or learn the whole of the trade. The same thing is true in the job shops, where most watch repairers are trained, and as a result, competent watchmakers who thoroughly understand the whole business and can make the complete watch, carrying it through all the different operations, are very few. When a student has finished his course in this school, he is able to make a complete watch, and is also a first-class repairer.

While he may, and probably will, after graduation, devote himself to some one or possibly two branches of the trade, yet because of his thorough ground work he will be the more competent.

The hours of work in the school are eight on every week day except one, when the number of hours is nine. Work is also required during such evenings as may be chosen by the manager. The charge for tuition is \$65 for the first three months, \$50 for the second three months, \$45 for the third three months, and \$40 for each three months thereafter, payable quarterly in advance.

Thus it is that schools have become necessary to furnish a sufficient supply of skilled labor, and wherever manufacturing is carried on they perform functions that are indispensable.

## WOMAN'S VERSATILITY.

Queen Draga was not the first peasant woman elevated to a throne, nor was she the first royal female of infamous memory. Such women have sat on every throne and ruled in every age. They commenced in Europe with being Roman Empresses, and no nation in Europe has escaped such royal scandals. But fortunately for the honor of the sex, they have been the exceptions in modern times, and some of the women of lowest degree have become the noblest queens. History is full of them.

The most astonishing thing about women is the wonderful capacity they possess for adaptation to the varied positions in which they may find themselves. Prof. Mantegazza, a writer on physiological sociology, remarks that "if the shepherdess can not in these days become a queen, as in the days of the old fables, yet the milliner, the ballet girl and the singer may become a countess, a marchioness, or the wife of a millionaire. Man is such a slave to lust in the matter of love that he is not ashamed to raise to the dignity of wife and mother of his children an ignorant, ill-educated girl, picked up, perhaps, from the dregs of prostitution. The celebrated anatomist, Caldain, during his long life married three dancers in succession, and declared that he was so happy that he counseled everyone to imitate him. More than one woman of light conduct causes a prince to forfeit his throne. In these sudden elevations to fortune women show great adaptability, and in a short time often acclimatize themselves so completely in their new surroundings that people forget their obscure and sometimes disgraceful origin."

The women at the head of society, whether in a kingdom or a republic, are responsible for the public standard of morals, and unfortunately those who are infamous attract no less attention than those who are models of virtue and purity.

The great thing in this world is not so much where we stand as in what direction we are moving.

You can not dream yourself into a character; you must hammer and forge yourself into one.

## Dry Goods

### Weekly Market Review of the Principal Staples.

**Staple Cottons**—Buyers of staple cottons have not been liberal in their requests of goods, yet there seems to be a growing feeling that the present prices are warranted and reasonable. It is undoubtedly true that the buying will be stretched over a considerable period, for few jobbers have purchased sufficient quantities to carry them any length of time. The high prices have had much to do with restricting the trade, but the weather conditions play the most important part just now. Brown sheetings and drills hold a very firm position, but there is practically no demand from the exporters. There is some enquiry made for four-yard sheetings, but it has not extended beyond that. Coarse colored cottons are all sold ahead, to such an extent that buyers are unable to secure satisfactory promises even where the question of raw material is not to be considered. This particularly applies to checks, plaids and stripes. Bleached cottons are firmer, with several prominent brands held at value.

**Prints**—Business in staple prints continues to show a very fair volume, both for home and foreign trade, and the export of staple prints has been particularly good. At first hands the stock is growing small, and the holders are showing no disposition to sell what is now on hand. Printers have not been active buyers in the print cloth market for some time, and do not want to risk going short of material for orders.

**Wool Dress Goods**—The dress goods market fails to reflect any substantial improvement in the duplicate demand. The cutter-up is the most prominent operator on fall fabrics at this time, but even here the buying is being conducted on a conservative basis. The jobber's operations do not indicate that he is very well satisfied at the result of his efforts to interest the retailer in fall fabrics. The truth of the matter is, the jobber is far from being clearly enlightened as regards his fall trade outlook, not alone as affecting aggregate business, but also in its relation to the status of various fabrics. While the fact is patent that some jobbers have gathered a fair amount of fall business, the rank and file of the jobbing fraternity have accomplished comparatively little in that direction. Retailers in many sections of the country desire to carry their spring retail trade farther along to completion before giving much consideration to their fall requirements. In many instances stocks of lightweights have not been cut down as quickly and thoroughly as has been expected and this fact has put something of a damper on retailer's spirits and made them difficult to interest on fall goods. Invariably jobbers report that their salesmen have met with the largest degree of success with their fall lines

in sections where the spring retailing has progressed with the least hitch. While initial dress goods factors are not altogether satisfied with the current throw of fall business, they have by no means lost confidence in the final showing that will be made. The labor disturbances, floods, etc., have naturally had more or less of an adverse influence on the retail trade in many important trade centers and have influenced the retailer toward conservatism in the placing of fall business.

**Underwear**—There has been some selling of lightweight lines for 1894, but in a very small way, and prices obtained, even where they are made public, are no indication as to what basis the market will settle on finally, and a statement of said prices would be misleading and worthless, even if the exact composition of the goods were known, for they bear no relation to what the final price basis is to be. A large portion of the mills report about the same amount of stock on hand, and will, therefore, begin on about an equal footing. The yarn market has been, and is, a difficult one in which to operate, but the fact that they have kept out and refused to buy has apparently had little, if any, effect on the spinners. Even the manufacturers who spin their own yarns are not much better off, for they have much difficulty in obtaining cotton.

**Hosiery**—Prices, prices, prices—what will they be for next spring's lines? That's all we hear in the hosiery end of the market to-day and the answer seems to be nearly as far away as ever. It is true that some lines have been shown on the road with prices, but the salesmen do not report any very great success. On the contrary, they say that buyers are even more at sea than the manufacturers, because they have read the various stories in the papers and listened to every rumor that came near them and now do not know what to believe. The styles for next spring, as far as the samples are concerned, show little that is new, but, on the contrary, follow closely the popular styles for the present season. Gauze lines, which have been good retail sellers, are being shown in some very cheap grades.

**Carpets**—Barring the mills in Philadelphia which are shut down, owing to the strike, practically every mill in the country is running up to its fullest capacity with plenty of orders in hand and plenty of orders in sight. In fact, to manufacturers who have not suffered from labor troubles, the season thus far has been unusually favorable as far as demands are concerned, and in a way as far as values are concerned. The advances obtained at the opening in May were pretty much offset by the higher prices paid for stock and wages, but nevertheless there has been no dissatisfaction shown, as a general thing. To the Philadelphia manufacturer who is not running to-day, and in particular the ingrain manufacturer of that city, the present season does not look to be

Should you ask me whence these wrappers,  
Whence these neat, good-fitting wrappers,  
Made from cloth the very finest,  
Trimmed to make them neat and tasty,  
Cut to fit the perfect figure,  
Cut with fullness not a little,  
Sold at prices that astonish  
Every merchant who beholds them:  
I should answer, I should tell you,  
That they bear the name of "LOWELL"  
And that they are manufactured  
In the city of Grand Rapids.

Our Fall Line of Wrappers, Dressing Sacques and Night Robes is now ready and you will do well to see our samples before placing your order elsewhere.

**Lowell Manufacturing Co.**

87, 89, 91 Campau Street, Grand Rapids, Mich.

## Hot Weather Goods



We have a good assortment of Challies, Organdies, Dimities and Lawns, ranging in price from 8c to 15c. We are closing these out at 7½c.

There will be a good demand for these goods for the next four weeks.

Write us for an assortment, and we will make a good selection for you.

**P. STEKETEE & SONS**

Wholesale Dry Goods

## Tents, Awnings, Flags, Seat Shades, Umbrellas And Lawn Swings



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11 and 9 Pearl Street

## 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.**

**H. M. R. BRAND**

**Asphalt Torpedo Granite**

READY ROOFING

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



very promising in a financial way just now. At the present time the carpet trade is right in the heat of the buying season. Generally at this time most of the heavy orders for fall needs have been placed, and in July the orders usually begin to be of a piecing-out character. A good deal of this business no doubt has gone to the Eastern mills, and unless the Philadelphia mills resume operations soon, there is no doubt that there will be little of the big business left when they get ready to start up again. On the other hand the carpet mills of the country can only turn out a certain number of rolls of goods in a season, and one mill can not very well take orders for more goods than it can produce. While the mills not affected can run at their fullest capacity during the entire season they can not turn out an amount of goods equal to their own usual productions and the productions of the mills closed down. Consequently, it is believed that when the present season comes to a close it will be found out that the amount of goods turned out this season will be found insufficient for all demands. In this way the market is likely to be left in a very strong condition at the beginning of the new season in November. The three-quarter goods mill won't lose by these labor disturbances because there are only four mills turning out that class of goods in Philadelphia. It is the ingrain manufacturers who will feel the loss in the end. Fully 75 per cent. of the ingrain mills of the country are in Philadelphia, and that means that there will be a big shortage in the supplies of ingrain if they are closed any length of time. Jobbers have practically cleaned up their spring business and are busy now making the initial deliveries on fall goods. The spring trade in every way was a success. Left-over stock amounts to a very small percentage of what is generally carried over, which is very encouraging to both the jobbers and the retailers. Fall business is coming in right along, demands running to no special lines. Practically all grades are receiving the same attention.

Rugs—Weavers, except those in Philadelphia who are shut down because of the labor disturbances, are very busy with orders away ahead of their productions. The better grades are in big demand, as well as the cheaper grades. Art squares are attracting only a small amount of attention.

#### Men Who Are Crushed by Detail.

There are those to-day at the helms of large business enterprises, men whose executive powers are materially weakened and lessened through an inordinate desire on their part to take charge of minor details of the business which they are endeavoring to pilot toward success. These men are, figuratively speaking, crushed by detail.

Detail is a necessary adjunct to every business, and in proportion as this business is large so is the amount of detail increased. It is a necessary evil and constitutes itself

the framework of business, and yet even this load itself is too large to be borne by any one man, even were he to give it his entire time and attention.

One man's mind is not capable, as a rule, of grasping detail and general management, while he may be perfectly capable to assume charge of either side of the business individually. A business is made or marred by the attention bestowed upon its different departments. There is always a master hand at the helm. There are always subordinates to take charge of the different sails and ropes of the craft. The captain on the bridge can not issue his orders and then descending to the deck, execute them, nor would he be so foolish as to try. The same applies directly to the conducting of a successful business, and yet there are men to-day, men of fertile resources, men who are masters of both management and detail, who endeavor to encompass both, with the inevitable result, namely, failure to handle either properly.

Perhaps one of the most potent influences actuating a general manager or a proprietor to delve into the minor departments of his business is due to the fact that his help is incompetent. A master of detail, although he may not be exercising his abilities in this direction, is quick to grasp the inefficiency of others, and in proportion to the extent of his inefficiency just in that proportion does he worry, and this consequent worry generally induces him to step off the bridge of management and descend among the crew in order to instruct them properly. At this point is demonstrated the importance of employing only competent help, a crew that is capable of taking charge and executing successfully the commands issued by the captain, a crew that is thoroughly familiar with the different details, applying to details as they occur in the different departments. A model establishment, with a model management and a model force to master detail, is a rare occurrence. There is usually a weakness in the one department or the other.

In many cases the master of detail is more competent to be the master of the situation than the man who holds that position, and vice versa. In such an establishment trouble is sure to multiply and increase. It is the old case of "the round peg in the square hole." It superinduces enmity, petty annoyances, and the gradual disintegration of business.

A properly ordered establishment will invariably be found where the proprietor or the manager thereof has sufficient confidence in his help to leave them alone, where his whole time and attention is devoted to superintending the general work of sending the business toward profit—an establishment where all subordinates are masters of separate detail and are fully competent to take charge of the different departments assigned to them without the necessity of instruction or advice as to small differences.—St. Paul Trade.

## 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



Get our prices and try our work when you need

**Rubber and Steel Stamps Seals, Etc.**

Send for Catalogue and see what we offer.

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

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Deposits exceed  
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3½% interest paid on Savings certificates of deposit.

The banking business of Merchants, Salesmen and Individuals solicited.

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## GOOD BARGAINS IN SECOND HAND AUTOMOBILES

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

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

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

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**MICHIGAN AUTOMOBILE CO.**  
GRAND RAPIDS, MICH.

## RUGS FROM OLD CARPETS THE SANITARY KIND

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

**Petoskey Rug Mfg. & Carpet Co. Ltd.**  
Petoskey, Mich.

## JULY THE FOURTH.

## Some Things That Ought Not to Happen.

Written for the Tradesman.

Next Saturday will be July Fourth if all goes well. The calendar day in itself means very little, but as the nation's birthday it means a great deal. Like every other special occasion, it presents its problems to the merchant. On this day a great deal of surplus patriotism will be let loose, and there is here and there a merchant who is wondering whether he ought to close his place of business on that day, or keep it open. There are people who will even argue that he should close on that day as a patriotic example, but these people, as a rule, are not people who are themselves called upon to set a patriotic example which will cost them money.

Whether or not the merchant closes July Fourth depends very largely on local conditions and the class of trade he is called upon to serve. If your competitors are not going to close on that day it is not to be presumed that you will; and if your stock is such a one as there is unusual demand for on a public holiday, it is not likely that you are going to let the opportunity go by. If you have a stock of hardware it is not going to make much difference whether you open or close, but if your stock in trade is fireworks and lemon phosphates, it would be a good idea for you to remain open. If you are the latter kind of merchant and feel that you are entitled to a day off, it will be better judgment to work July Fourth and take two days off some other day. This may sound like a Hibernianism, but it is fairly clear nevertheless.

If you are a dealer in fireworks you ought to encourage people to be as patriotic as possible. Let them believe the bigger the firecracker they use the more genuine the patriotism. Personally you may not be overly enthusiastic about the cannon cracker. The man with property of more or less inflammable nature ought to have a very great respect for this piece of pyrotechnics.

We all remember when the fake cannon cracker was originated; how crowds scattered when some man set one down in the street, lighted it and backed away. Of course there was no explosion because there was no powder, but it produced a panic nevertheless. I remember at a celebration a year or two ago seeing a wise young man who went about frightening people in this manner. Finally he devised a new means of amusement by which he assumed the role of a hero. He would place his harmless cannon cracker under a chair, light it and sit in the chair while hundreds of wondering spectators held their breath until the fuse had burned out. The young man had a splendid time until someone, while he was not looking, substituted the real thing for the fake cracker in his pocket and when the young man gave his next exhibition, he arose in some haste and surprise when

there was an actual explosion under his chair.

Sell the boys all the fireworks they want; tell them to keep it up. Assure them they are having a glorious time, but do not let them get patriotic in your store. If a lighted cigar should fall into your fireworks display and a few dozen sky-rockets should let loose it might soil the windows and destroy the prehistoric cobwebs, if there are any. Tell the boys to have a good time—but to have it as far away as possible.

You are going to be pretty tired on the night of July Fourth, and it will be wise for you to have a great deal of patience; the surgeons have at this time of year. This is a joke which may require analysis. When you close up that night, it may be wise to turn on the faucets in the top story and let them run all night to make sure there are no smoldering sparks of fire in the building. I have known a merchant to turn a traveling salesman away on July third without an order because he did not want anything and then on July fifth discover that he was in the market for a complete new stock.

There is more than one reason why you should keep a sharp lookout for fires. If you should go up in the balloon with the balloonist at the celebration and fall four or five thousand feet and get injured, an insurance company might show some reluctance in paying your claim for accident insurance. It would be somewhat apt to say that you had been guilty of contributory negligence. The fire insurance companies are apt to look the same way upon Fourth of July fires, so keep a sharp lookout for fires and pick-pockets.

It is a good plan to trust your fellow men—and keep your hand on your pocketbook. A minister who preached a very eloquent sermon upon the brotherhood of man, enquired of one of his parishioners what he thought of it and if the sermon was not good logic. "The very best of logic," replied the pa-

## BALLOU BASKETS ARE BEST



Let Us Whisper in Your Ear a Few Facts Regarding

## BALLOU BASKETS

The splint used is of Rock Elm than which there is nothing better known for such work. It is elastic and tough. The bottoms are cross braced besides regular shoes; the ends are well strapped. Rims and handles are rounded, all of which makes both a stronger and neater braided basket than the ordinary make. They COST NO MORE and will sell 100 per cent. better. TRY 'EM! Be sure to ask for BALLOU make.

Besides braided baskets we make common markets, stores, etc. WRITE.

BALLOU BASKET WORKS, BELDING, MICH.

## BALLOU BASKETS ARE BEST

## Are You Skeptical



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

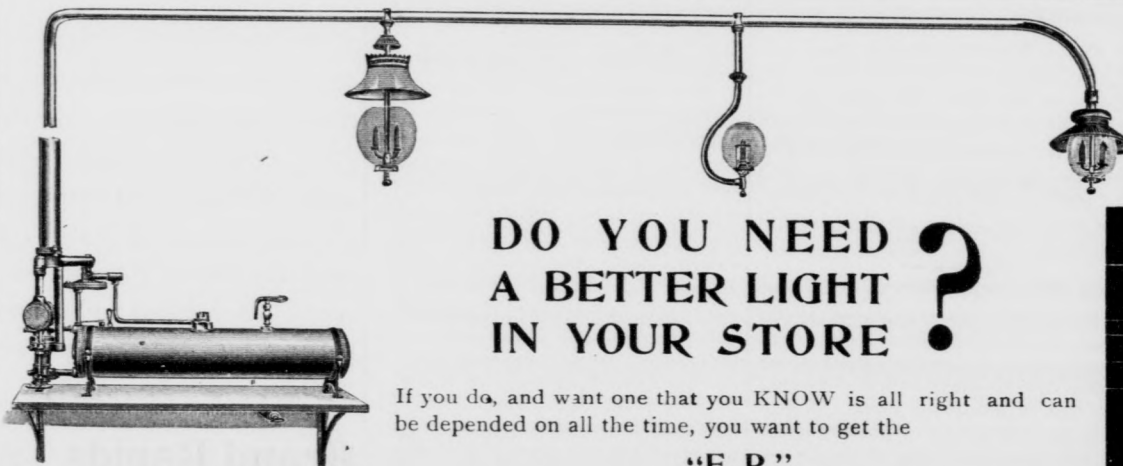
## Great Northern Oil Company

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

F. G. Friend

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

Citizens Telephone 1515



## 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.



rishioner. "What you said about one man trusting in another suited me to a T; but if you had included woman, I would have had to disagree with you." This parishioner was probably the man who was greeted by the question from his wife, "John, did you know there was a hole in your trousers pocket?" "Mary," he asked in reply, "how did you find it out?"

But this is wandering somewhat from the text. Have a good time yourself July fourth—as good as a merchant can under the circumstances. Take a few fireworks home to the children, quite a few. If other people's children can afford to be patriotic at retail, yours ought to be able to be patriotic at wholesale.

There are sure to be some funny incidents and there will be some at which you will be unable to laugh. If a cannon cracker breaks your window, it will probably produce a smile; but you can guard against these pieces of humor if you will.

Do not leave your delivery horse standing around on the street too much on July Fourth. The horse is the most unpatriotic animal in the world when it comes to a case of cannon firecrackers. It is said that Shakespeare began life by holding horses in front of the tavern at Stratford-on-Avon while their owners were within taking a drink. Sometimes he was paid as much as a shilling for this little service; but, if he had to hold the horse on July Fourth, it was worth the money. Many men have too much confidence in a horse and July Fourth they are apt to find that this confidence is misplaced, and also many of the articles which were left in the delivery wagon. It is discouraging when you have goods in the wagon intended for the first ward to find them down down in the eighth.

In conclusion I would say to the merchant as a friend said on initiation night to the man who had been admitted to membership in the lodge:

"I congratulate you," he said, "and I hope you will live through it."  
Charles Frederick.

#### Plain Facts Told Plainly.

If you are in pursuit of unhappiness, worry about the other fellow's prosperity. Think about those who have made more money or risen higher in the scale of life than yourself.

Two business men standing on a corner in St. Paul the other day were discussing their personal affairs. Both were dissatisfied with what they had accomplished. "Why look here," said one. "I came to St. Paul twenty years ago and went into manufacturing. There is not a large profit in the business, and although I have done fairly well, I have seen a hundred men pass me in that time and make more money than I ever dreamed of making. It makes me disgusted with myself to think I have not properly used my opportunities."

The other had much the same story to tell. He had turned down

several deals which later developed into big money makers. As he put it, he had to ride in the street cars while the men who went into those deals were riding in their private carriages. Suddenly the conversation changed.

"Ever hear what became of Robinson?"

"Yes, he died of consumption in Colorado. I understand his family is in poor circumstances."

"Too bad. Ten years ago Robinson had great prospects. He had a good business, and while it was nothing immense, he was doing well and happy in his home. Quite a change for his family."

Just then there waddled across the street an unfortunate whose legs had been amputated to his hips. But with a cheerful face he worked his way toward them and asked to be helped onto a coming car.

They looked at him and looked at each other. Finally one of them said:

"You're in pretty bad shape, my friend."

"Yes," said the cripple, "but when they found me they were afraid my arms would have to go. I feel more than thankful that I have them left."

There was a sermon in this for the two prosperous business men and for every other person who with good health and a fair prospect is complaining of his condition in life.

There are millions who are much better than we are, but there are more millions who look upon us as favorably situated individuals, and this applies to you.

Remember that you could be worse off. Look down the line as well as up the line. You may think you have been unfortunate. It could be a lot worse. Life is brief. Be as contented as possible while you are here.—Eli in Commercial Bulletin.

The story is told that Clark, the copper king, refused the sale of his copper mines to an English syndicate for \$80,000,000. When asked why he did so he said: "Not that the offer was not a good one. Perhaps it was. But, then, that is such a great amount of money that I did not know how I should invest it if I had it in my hands. I am too old now to face such a task. And for that reason I rejected the offer. I considered it immeasurably easier to sit quiet and take my income from copper as the metal comes out of the ground than to have such a mountain of money suddenly thrown upon my hands and be compelled to find ways of investing it so that it would be safe."

Get to the point. Directness of purpose is the secret of all success in business as well as in professional life. An advertisement that is not pointed, and pointed sharp, too, fails of its object.

Manager Wanted—by New Era Association. It gives fraternal insurance without the lodge. Read advertisement in Want Column.

# Grocers

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

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

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

## The Purest of Pure Foods The Healthiest of Health Foods

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

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

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

## Plymouth Food Co., Limited

Detroit, Michigan

Place Your Order For

# Cera Nut Flakes

## The Good Food

People don't seem to know when they have enough of them. We are making them as fast as we can; can't make enough. Are going to make them faster; providing additional facilities for doing so. Can't lose by stocking up on Cera Nut Flakes, the Good Food.

Order from your jobber.

## National Pure Food Co., Limited

Grand Rapids, Mich.

# Telephone or Telegraph

But tell us quick what you want for

July 4th

FIREWORKS CANDY PEANUTS

## Putnam Factory

National Candy Company

Grand Rapids, Mich.

### The Grocer Who Went in a Texas Oil Scheme.

In the minds of some men there seems to be a discontent with even a first-class thing and a greedy reaching out after what appeals to us as a better thing.

And in reaching for the bigger apple we drop the small one nine times out of ten.

These conclusions are the result of musing regretfully over the fate of a grocer who has been a friend and acquaintance of mine for possibly fifteen years. He has a store in a New Jersey town of some 8,000 people, up toward the northern part of the State. Only the other day he told me he had been in business there in the one spot for twenty odd years.

I have no idea what amount of business this man did, but it was good for his size town, I know that, because he could not have lived the way he did if it had not been. He had a fine house on the outskirts of the town and kept a rather large family looking as well as anybody in the place.

This grocer is between 45 and 50 years old—a very critical age, by the way. From 45 to 50 come the longings to do some plunging and make money quick. Old age is approaching. We get a twinge of rheumatiz in our knee and want to take a snooze after dinner. We begin to realize for the first time that our earning powers are soon going to wane, and the dazzling thought comes to us that if we could only make a strike we would come down to a green and leisurely old age.

The men who have plodded along up to that time, making a good living but never a fortune, are the ones who usually get this fever the worst.

My friend, the New Jersey grocer, had it badly.

He had a cousin in Texas. He had lived there six years. Two or three years ago he wrote the grocer that an oil boom was coming and said he had control of a fine tract of ground on which there was already one well with a fine flow. He wrote to tell his grocer-cousin that he would let him and few friends in on the deal as a personal favor. He also observed, nonchalantly, that there was going to be a million in it at least.

The grocer went around the store the day he got that letter with his head in the clouds.

Well, the oil boom came, just as prophesied. The papers were full of big advertisements for oil companies, offering stock at all sorts of ridiculous prices—a cent a share, some of them. Millions of profits were prophesied and many the poor devil who put all the savings of a toilsome lifetime into a Texas mudhole.

I remember counting the oil-scheme advertisements one day in a New York paper, when the craze was at its height. There were 38. And probably all fakes.

Every day or two another bright and enthusiastic letter came to the grocer from his Texas cousin, telling of the wonderful progress of the

scheme and the amount of oil the single well had yielded and so on.

Up to this time the grocer's business had been at the top of his mind all the time. I believe he even put it above his family.

The Texas oil scheme began slowly to supplant it. The dream of sudden wealth—riches gotten without working for them—what an entrancing vision it is!

The first thing the grocer did was to send on \$2,000 of his own. That represented about all the ready money he had. That was bad enough, but he did worse. Out of the kindness of his heart, he wanted to let his friends share in this great good thing. So he began to go among his customers, urging them to put money in the scheme.

The man was really crazy on the subject of Texas oil. He would get at the women who came to the store and dazzle them with stories of the scheme he was in and the money he expected to make. The wives would go home and work on their husbands, and as no sum was too small to be accepted, a great lot of the man's customers got a little money together and turned it over with a hopeful heart.

The grocer had had no experience with speculative schemes and he told all the people who gave him money that there was absolutely no doubt that the thing would pay, and pay big.

One poor cobbler sold an old grandfather's clock, about the most valuable thing he had, for \$25 and put the whole thing in Texas oil.

Altogether, counting his own \$2,000, the grocer sent out to his Texas cousin something like \$3,400, every dollar contributed by working people who could not afford to lose a cent.

The letters from Texas continued to come forward, ever hopeful, ever promising, telling of new plans, new wells, new works, new golden prospects.

These letters the grocer would read to everybody who cared to hear them, and nearly everybody with money out there did care to.

One day there came a letter that breathed just a suspicion of doubt. The one well on the tract had stopped flowing, but they thought it was only temporary—something the matter with the machinery, perhaps. They had been drilling or boring for other wells, but up to the present time had not been able to find any. But they were all sure that some new oil would develop in a day or two, etc., etc., etc.

This only daunted the hopeful hearts in New Jersey for a little. They could not see how it could possibly fail, for had not the grocer, their friend, assured them, beyond any question of doubt, that there were millions in it?

From that time on the letters came further apart and shorter. They were all alike in substance—"nothing yet." Soon came a long wait—no letters at all. The grocer, prodded by his fellow-victims, wrote

and telegraphed, and telegraphed and wrote.

By and by he got an answer. The cousin said he deeply regretted to have to inform his cousin that the project, "which promised so much at the start," had proven a failure. The supply of oil had died out, and they had cut up the ground into building lots. He personally had lost heavily by the venture, but he would honorably protect the interests of all subscribers, and if there were ever any profits he would see that they got their share.

The night the grocer got this letter he did not close his eyes in sleep. He could stand losing his own \$2,000, but the others—the dressmakers and the cobbler and the poor book-keepers.

The next day he went about it like a man—called on all the people he had induced to go in and read them his cousin's letter. There was great weeping, wailing and gnashing of teeth. They all had depended on the grocer and they all held him responsible for the failure. There was a measure of justice in this, even although the grocer himself had not been responsible. None of these poor people knew anything about Texas oil, and none of them would have invested any money in it if it had not been for the grocer's promises and persuasions.

So they all lifted up their voices in grievous lamentations, the subject of which was the unfortunate grocer, himself with an empty pocket.

The effect of this upon the grocer's business was immediate and disastrous. His trade fell off at once. Only a bare handful of the people who had lost their money continued to patronize him, and besides this the story got abroad and did his reputation harm among the people who had not put any money into the scheme.

The grocer's trade fell off to such a point that he actually had to dispense with his horse and wagon.

Well, to shorten an already long story, this grocer has advertised his house and business for sale and will remove from the town just as soon as he can. He told me only a short time ago, with tears in his eyes, that

### National Fire Insurance Co. of Hartford.

W. Fred McBain,

The Leading Agency.

Grand Rapids, Mich.

### QUICK MEAL

Gas, Gasoline, Wickless Stove And Steel Ranges

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

D. E. VANDERVEEN, Jobber

Phone 1350

Grand Rapids, Mich.

### Everybody Enjoys Eating Mother's Bread



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Made at the

### Hill Domestic Bakery

249-251 S. Division St.,

Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

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

A. B. Wilmink

# VOIGT CREAM FLAKES



Try  
Them  
For  
Breakfast

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

VOIGT CEREAL FOOD CO., LTD.

Grand Rapids, Mich.

A1



nobody seemed to have any respect for him any more, although his only sin had been overconfidence.

What fools some mortals be!—Stroller in Grocery World.

### Booming Trade a Hard Task in Summer.

Schemes for promoting trade are not as varied and numerous as could be wished.

Every now and then some bright retailer makes an addition to the list by an original idea which he puts into practice himself.

This is the time of year when trade in many lines drags. How to put life into it is a question, a big problem for the dealer.

The dealer in the districts where long credit is the rule says he can sell plenty of goods if he is willing to "trust them out," but he has reached his limit of credit customers.

Some merchants work their advertising harder than ever at this time of year, making cash the inducement. That is all right if the credit customers do not kick.

One of the best methods is in the hour sale at certain days of the week in which goods are sold at bargain prices for cash during certain hours, say from nine until ten in the morning and from two until three in the afternoon.

There are any merchants who have made a success of the 5 per cent. rebate for cash. They say it has increased their cash sales wonderfully. Others have failed to make the plan go.

Different conditions in every community give different results on these various plans. An ideal condition is impossible. There will be some flaws.

Chinaware as premiums with purchases is a plan used in attracting cash trade. This will do for a store whose business is mostly cash. The credit customers in some stores would be offended because not allowed to participate.

The circus will soon be here. In some towns merchants give tickets to the circus as an inducement, along with railroad fare if the circus does not show in that particular town.

Others qualify this by offering two tickets each to the persons making the five largest total purchases of dry goods in any one month. Such plan must be well advertised, as it is along the lines of a contest.

One retailer begins on the first of June to publish interesting articles on things in his stock in the local papers. These are written in story form and discuss many of the interesting items which the public frequently overlooks.

An original scheme which worked well with one merchant was to put packages containing five, ten, twenty-five and fifty cents' worth of merchandise in a barrel, and on each morning allow purchasers to select one free. This prompted morning buying. Such a scheme can be easily handled, is economical, and creates a great deal of talk in the community, which is good advertising for the store.

Special Tuesday sales work well

in many places. To keep these going right the merchant must buy low priced goods in remnants or ends to advertise. It can be done, especially at this time of year.

### Bobby's Composition on Parents.

Parents are things most boys have to look after them. Most girls also have parents. Parents consist of Pas and Mas. Pas talk a good deal about what they are going to do, but mostly its Mas that make you mind.

Sometimes it is different though. Once there was a boy came home from college on vacation. His parents lived on a farm. There was work to be done on the farm. Work on a farm always has to be done early in the morning. This boy didn't get up. His sister goes to the stairway and calls:

"Willie, 'tis a beautiful morning. Rise and list to the lark."

The boy didn't say anything. Then Ma calls:

"William, it is time to get up. Your breakfast is growing cold."

The boy kept right on, not saying anything. Then his Pa puts his head in the stairway, and says he:

"Bill!"

"Coming, sir!" says the boy.

I know a boy that hasn't got any parents. He goes in swimming whenever he pleases. But I'm going to stick to my parents. However, I don't tell them so, 'cause they might get it into their heads that I couldn't get along without them. Says this boy to me:

"Parents are a nuisance; they ain't what they're cracked up to be."

"Says I to him:

"Just the same, I find 'em handy to have. Parents have their failings, of course, like all of us, but on the whole I approve of 'em."

"Once a man says to me:

"Bobby, do you love your parents?"

"Well," says I, "I'm not quarreling with 'em."

### Too Great a Risk.

An insurance agent called at the house of a newly married couple and urged the husband to take out a policy, but when he heard the fair young wife say to her husband, "Yes, do so, Charlie, and I'll bake you some nice pastry for your supper," he stood a moment, as if considering the risks, and then he closed his book and fled.

### Introducing a New Food.

Bings—How do you cook that new breakfast food you manufacture?

Bangs—Just add hot water and serve.

Bings—But how do you manage to place it before the public?

Bangs—Just add hot air and nerve.

### Amenable to Reason.

"What, sir! You have \$75,000 debts and dare to seek my daughter's hand?"

"Well, maybe you can suggest some other way out of it for me."

Combination stiff bosom shirts that have the body in one material and the bosom and cuffs in another are still featured by prominent retailers.

## Gold Dollars for 100

Michigan people have secured 355 acres of the best dredging ground in the west, containing over \$5,000,000 in gold. A gold dredge will recover these immense values from the moment of starting.

### The Scientific American

estimates the monthly profit of a dredger to be \$12,000. We have sufficient ground to last

### Forty Years

We are receiving subscriptions from some of the best Michigan merchants to pay for the dredge. Full particulars of this rare opportunity will be furnished on application to

## Pocatello Gold Dredging Co.

Peninsular Band Bldg.,  
Detroit, Mich.

A few local agents wanted

# Wake Up

Mr. Merchant, to the fact that if you sell a first-class article your present customers will be better satisfied and you will get many new ones on the strength of selling superior goods

## Standard D Crackers

are the best manufactured and have a reputation for even quality. We will tell you all about them and send you price list if you will ask us to. We do not belong to the trust.

**E. J. Kruce & Co.,**  
Detroit, Mich.

## CHURCHES SCHOOL HOUSES and HOMES



## PREPARED MUSTARD WITH HORSE RADISH

Just What the People Want.  
Good Profit; Quick Sales

THOS. S. BEAUDOIN, Manufacturer

Write for prices

518-24 18th St., Detroit, Mich.

## Automobiles

Price \$500

We can satisfy the most exacting as to price, quality and perfection of machinery. Will practically demonstrate to buyers that we have the best machine adapted to this section and the work required. Discount to the trade.

## Sherwood Hall Co.,

(Limited)

Grand Rapids, Mich.

WE CALL ATTENTION TO OUR  
SPLENDID LINE OF

## LIGHT AND HEAVY

# HARNESS

OUR OWN MAKE

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

## BROWN & SEHLER

Grand Rapids, Mich.

## 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.

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."

## Alabastine Company

Grand Rapids, Mich.

and 105 Water Street, New York City

## Clothing

### Style Tendencies In Little Folks' Wearables.

The fall season advancing business takes on more earnestness. Buyers begin to display more interest in new merchandise. Western merchants and buyers are coming to New York and as a result some house trade is being done. Buying in the salesrooms, however, does not begin to assume seasonable proportions until the men on the road come in from their initial trips.

Orders as they are sent in from the road show that business is about equal in volume to that of last June, although retailers are conservative in their purchases. In fabrics no change is reported.

Norfolk suits are selling better than three-piece suits. In fact, the three-piece suit, like the sailor blouse, is at the foot of the list. In sizes from 2½ to 8 years the Russian blouse suit leads, and in sizes from 7 to 17 years the Norfolk blouse is gaining, being about equally divided with the two-piece double-breasted suit. Buyers say that the three-piece suit in juvenile and boys' sizes has been on the wane for the past three years and that it will be least conspicuous next season. They do not imply that there will be no three-piece and sailor blouse suits sold, but that they will not be as popular as the Russian blouse, Norfolks and double-breasted styles. The fine trade takes very readily to knickers, and it is believed that they will be the most popular next season. During the year they have sold best with the fine trade, and are now the most popular in wash and strictly summer suits.

Although long overcoats sell in lengths the same as last year, there is an undercurrent of demand for shorter coats. The Chesterfield long, full and swagger, Russian style and cape overcoats are all being included in retail purchases. Retailers are also taking some belted backs or tourist coats for little fellows, although those who tried them last year say they were not very successful with them. They went fairly well with the fine trade.

There is considerable talk on the part of buyers about the reefer, or short English overcoat, coming in again next fall for juvenile and boys' wear. Retailers say that their experience last year with long coats for youngsters was not all that it might have been. Boys complained to their parents that they "couldn't play in a long coat," and if they had had their way about it would have preferred the short reefer.

New York retailers declare that they always did a good business in overcoats when the reefer was most popular, and they would welcome its return to favor. They say that they see indications of its returning to popularity. Some of the buyers in the best department stores, where the business in this line caters to the best trade, inform us that they are going to order reefers made up for stock when they enter the mar-

ket to place orders. Those who started out to place their fall orders say that they have ordered a fair quantity of reefers in sizes from 3 to 12 years. They are to be made up with both styles of collars, storm and sailor, with chevrons on sleeve and front.

Retail business in juvenile and boys' and youths' clothing has been backward throughout the present month. The stores in New York have made efforts to awaken interest in serges, homespun and washable suits, but with unsatisfactory results. The business that has been done has been mostly on homespun, serges and wool goods. Wools are better sellers than worsteds. Sales of washable suits have been rather fitful. The advertising of bargains at from 95 cents to \$1.95 the suit did not bring the returns looked for. During the dull spell which struck retail trade during the second and third week of the month one of the high-class department stores advertised a sale of washable suits for boys and youths in duck and all-wool fabrics at \$2.85, with extra trousers. As the weather was stormy and very cool there was nothing doing, although the values were somewhat extraordinary. Yet this store has the largest carriage trade in the metropolis, and its boys' department is the largest in New York.

In New York the best sellers in boys' hats are straws in wide-brim sailor and in yacht shapes. Next to these are the washable hats in duck, pique and chambray at from 50 cents to a dollar. Yacht and automobile caps with leather peaks made of blue yacht cloth, and also in sheer fabrics of linen and silk and crash, as well as duck, sell with popular and fine trade. The best of this line is the linen and silk yacht caps at 45 cents.

The high price of American cotton is likely to stimulate efforts to cultivate cotton on a larger scale in other countries, the climate of which is adapted to the crop. It is by no means certain that the United States will continue to be the chief source of the world's cotton supply. It will not do so if prices are maintained at present figures. If the movement which has advanced quotations beyond all previous records is purely a speculative one, as it is claimed to be, the speculators are enriching themselves at the expense of the country's present and future commerce.

The number of lives lost in disasters on land and water in the United States during less than six months of the present year aggregates nearly a thousand. The elements have been responsible for a large part. In addition to the loss of life there has been a tremendous loss of property incident to the floods and forest fires. The year will present a terrible record, if the coming six months bring as many casualties as the past six months have done.

If you loaf the men about you catch the habit very soon.

## "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

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.

## 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.

### Overhead Show Case and Counter Fixture

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

WESTERN MANUFACTURING CO., Milwaukee, Wis.  
Patent applied for

306-308 Broadway.





### Status of the Hat Trade in New York.

The matter of greatest interest in the fur hat trade is the progress and work of the traveling salesmen who are now out on the road. Little else has attracted attention in the circles where the greatest activity is usually found.

The travelers are meeting with no small measure of success in securing orders for next season, and in the more Northerly sections of the country the "filling in" orders for immediate delivery have formed a considerable part of the salesman's business.

Just at this particular season of the year the fur hat business takes a rest, so far as the retailer is concerned, although the fur hat manufacturers do not lose hope or interest at any time of the year. With the retailer it is now straw hats or nothing. It would indeed be hard for retailers in many places to even dispose of fur hats at the present time by giving them away.

The sales in soft and stiff fur hats have been steadily diminishing for several weeks past, and there is little or no demand for them at present, all eyes and minds being turned on straw hats.

It is a foregone conclusion that the straw hats for which there will be the greatest demand this summer will be the split braid and sennit yacht hats. For neatness and style nothing can equal these staple hats. However, there are other shapes and styles of straw hats that will be very much worn this season, and for which a widespread popularity is predicted which will extend to another season. Reference is made to the flexible straw hats made of Japanese and Milan braids.

The flexible straw hats were not placed in the sample lines until late last fall, at a time when the traveling straw hat salesmen were nearly finished with their road trips. The retailers to whom the hats in question were shown, purchased them readily and others bought the flexible styles when in the market early this year. In New York City several prominent retailers will feature these hats, and there is little doubt that the hats will become immensely popular, particularly among the younger men.

One of the chief claims which the flexible straw hats have for popularity is that they are in every way a common sense hat. There is an absence of the rigidity which causes so much discomfort to the wearers of the yacht shape. As the hats conform instantly to the head and fit snugly, the liability to blow off at unexpected moments is reduced to a minimum.

The flexible straw hats have in them quite as much style and nattiness as have the yacht hats, although they are not yet held in equal favor with yacht hats for formal wear, nor does the style particularly appeal to elderly persons. Nevertheless, the style is in the hats just the same, and a continued popularity for them is anticipated. The proper shape has a sailor crown  $2\frac{3}{4}$  to 3

inches high, and a brim of equal width. To suit the various tastes several different brim effects are to be had. A perfectly flat-set brim curled at the edge; a Panama-rolled brim; and a brim set up at the sides with a pitch in front and rear; and the regulation flange brim, make up the variety.

In every large city the prominent retail hatters have been selling Panama hats for a month or more, the sales on them are increasing daily. There is every indication that this summer will be a record-breaker in the number of Panamas sold. The number of these hats that will be worn this summer will be far in excess of any season to date, as is evidenced by the number of last season's hats that have been sent to straw hat manufacturers and other concerns to be cleaned, reblocked and retrimmed. The number of last season's hats alone which will be worn this summer number thousands. Add to the number the new Panamas which have been sold and it will readily be seen that the Panama hat will be in evidence everywhere.

The sale of Panama hats in this city is exceeding the anticipations of those who were most optimistic on the subject, while those who figured that Panamas would not sell this year are nonplussed. Many retailers bought lightly of these hats and are now filled with regrets at their lack of foresight or thoughtfulness. The importers and dealers are unable to meet the demands of their customers throughout the country, and hundreds of retailers will this season "go begging" for this popular article of headwear.

Dealers, and consumers as well, are cautioned against the use of oxalic acid for the cleaning of Panama hats. Oxalic acid causes the hat to become discolored when exposed to the sun after cleaning; but, worst of all, it rots the fiber, causing it to become brittle.—Clothier and Furnisher.

### Stole and Other Collars.

There seems to be an increasing demand for stole collars, and they promise to be more popular than ever for the summer. The plain white ideas edged with some light color have met with the greatest sale. Ecru effects, however, are seen. But the ecru color is not nearly the style favorite it was a year or so ago. These collars are now being shown cut low to display the neck of the wearer and naturally they are worn with a low-necked gown. The regular low-necked collar continues to improve in demand. Tucked lawns, fancy lace and Mexican drawnwork inserted effects and a variety of other styles continue to sell very freely.

A farmer of South Dakota has discovered that a sprinkling of hops in the brine, when bacon and hams are put to pickle, adds greatly to the flavor of both, and enables them to be kept longer.

Real ability is always accompanied by a consciousness of its power.

This cut represents our

## Dickey Kersey Coat

of which we are large manufacturers



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

### Coming Styles in Shirts, Collars and Cuffs.

Considerable shirt stock has been transferred from the wholesalers to the retailers during the past two months, and the jobs in both low and medium priced goods so plentiful formerly are not so numerous. Knowing that wholesalers seemed well supplied retailers were constantly on the lookout for bargains, and much of this bargain stuff has already gone into consumption. A little more cleaning up of the market in this way will bring about a much desired condition and clear decks for the future, imparting a healthy tone to the market and giving the new styles coming in a better chance, allowing everybody to make money. The market once cleared of the accumulations of several seasons past, fresh goods would give greater impetus to business and render conditions more wholesome all around.

Although staples in shirts for fall have not been neglected, there is an increasing business in colors. Grays, slates, blues and greens have been ordered by retail buyers who have already placed a portion of the season's business. Wholesalers report that in college towns color grounds are selling much more readily than white grounds and neat effects, and they express their confidence in colors for fall. Color grounds in gray, slate, blue, green and corn, with stiff bosoms in light colors, with stripes and figures as well, are also taking well for next season. Pleated fronts and winter negligees in dark and staple grounds are likewise meeting with a good reception from the retail trade.

There is a large demand for low turn-over collars coming from the retail trade, and sellers find that the new, as well as the early styles in this shape which they brought out, are doing very well.

Pretty much everything that is shown in shirts is selling at retail. Staples in white stiff bosoms, pleated fronts, and prints in neat stripes and figures on white grounds, as well as solid color novelties, new this season, are being sold. Up to a few weeks ago it appeared as if the pinks, reds and greens were being confined to the cut-price sales put out by the department stores, the lots offered being jobs in regular 75-cent and dollar goods, which were pushed out at 50, 55 and 65 cents. They were the broad red, pink and green striped madras stock of last summer. The way they went surprised those who said that pinks and reds were out of it. Now pinks, reds and greens are no longer confined to the "special" sales any more than are grays. They are now to be found in the smart stores on Fifth Avenue, the fine shops on Broadway and the best dry goods stores—solid ground pinks, reds, greens, heliotropes and corn yellows. They are selling, too, in shirts retailing at from \$1.50 to \$5. The latter price includes the fine imported madras and silk and linen novelties made up by the swell custom shirt makers. Retailers are of the opinion that, inasmuch as color grounds are thought most of for fall, pinks, greens, helios

and corns should be smartest for next season, as they are now being picked out by smart dressers as brighter than the more somber colors introduced early in the season. The newest shades in soft laundried, pleated-front negligees, that are shown by the best furnishers, are heliotrope, corn yellow, rose pink and light pink, and very dark black and white combinations, which are called slate, but are really more of a lead gray. These are only shown in madras and silk and linen. Some are made up with white cuffs attached, others show them made up with turn-over cuffs of the same material, soft laundried.—Apparel Gazette.

### The Blinker Episode.

Mrs. Blinker was shopping, and had dropped into Mr. Blinker's office. He was out, and while she was waiting at his desk a boy came in with a package neatly tied up in pink paper.

"Are you Mr. Blinker's typewriter?" he asked.

Mrs. Blinker glanced at the package, and a Sherlock Holmes idea popped into her head.

"Yes," she said.

"Here's that ribbon Mr. Blinker ordered for you," the boy said, and disappeared.

Mrs. Blinker reddened to the rims of her ears and then paled to the roots of her hair.

"How can I believe it?" she gasped. "John Blinker, this is too much!"

She gritted her teeth and smote the office rug with her foot.

"There she sits!" looking toward the next room, where a pretty brunette was tickling the keys of a typewriter. "I'll go right in while I'm in the humor and discharge her."

She had risen to execute her threat when Blinker returned. She snatched up the package and thrust it toward him.

"John Blinker," she said in trembling, tragic tones; "what have you to say to that?"

"That? Why—"

"Don't give me any whys!" hissed Mrs. Blinker.

"My dear—"

"Don't dear me! Explain about this ribbon at once!"

"Why—er—certainly," stammered the thoroughly dismayed Blinker, as with shaking hands he untied the package and revealed a tin box labeled "Typewriter ribbon, non-filling, etc." "The ribbon on my machine is worn out, indeed it is," he declared, "and I ordered a new—"

"Oh, John!" shrieked Mrs. Blinker.

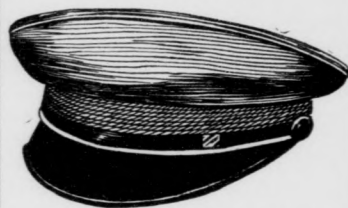
And she fell upon his neck and mangled one side of his collar with her tears.

There is nothing like beginning life with settled economical principles. Extravagance is a habit easily contracted, and goes on increasing in volume as a snowball does when rolling down hill.

The needs of business and the wants of society raise thousands to distinction who are not possessed of uncommon endowments.

## DONKER BROS.

Manufacturers of



## DUCK HATS

For Men and Boys

Also Duck Yacht and Flannel Golf Caps in all colors. White Pique Tams for resort trade; also novelties in Children's Tams for the millinery trade, in prices to suit. Price List sent on application.

29 and 31 Canal Street,  
Grand Rapids, Mich.

Citizens Telephone 2440.

Ellsworth & Thayer Mfg. Co.  
MILWAUKEE, WIS.



MANUFACTURERS OF  
Great Western Fur and Fur Lined  
Cloth Coats

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

B. B. DOWNARD, General Salesman

BUY OF YOUR JOBBER

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS BY 1/2 OZS

**"IMPERIAL" COMPUTING SCALE**

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB.

BEAUTIFULLY NICELY PLATED THROUGHOUT

**PELOUZE SCALE & MFG. CO.**

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES



## PAN-AMERICAN GUARANTEED CLOTHING

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

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

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



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

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

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

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

FIELD OFFICE OF A.D.V. N.Y.



### Cardinal Principles Which Underlie Mercantile Success.

While there are many necessary things to do in the incipency when one starts to establish himself in a large city, the main requisites I take it, are the determination quickly to convince the public that your business will be conducted on thoroughly honest principles, and if the employees in your establishment soon realize that you mean exactly what you say in regard to never deceiving the public, they will quickly follow your lead. I mention this because many years ago I secured a very excellent salesman, who is still with us; he had been used to doing business in a house where they stated one thing as a matter of fact, but did not carry it out—in other words, they did not object to allowing their salesmen slightly to misrepresent facts to effect quick sales. When I told this gentleman that I would not permit anything of that character to be done in my establishment, he smiled and said he understood fully what I meant, but he kept on repeating the slight misrepresentations to other customers on several occasions. It was necessary for me to tell him again that I had meant exactly what I stated, and that if he could not follow my orders in regard to never misrepresenting at all, I would be obliged reluctantly to discharge him.

I am, and always have been, a great believer in advertising, but I always believe that it is better to underestimate, if anything, than to over exaggerate values in advertisements. In other words, I think that honesty is decidedly the best policy in conducting any character of business and that the public soon learn as to these facts. I believe where goods do not give the satisfaction to customers that they expect for the amount of money paid, in invariably pleasing them in some manner if they complain, so that they may leave the establishment well satisfied with our manner of treating them. In that way, they advertise us even more effectually than any newspaper.

One of the causes of failures that generally occur among retailers is the habit of carrying too much stock, and especially the carrying of too many goods over to another season. I invariably tell my buyers, if they find they have made a mistake in their selection of certain goods that do not seem to sell well, that they should not make another mistake by continuing to keep the goods in their stock at such prices that will not readily dispose of them. They must reduce the prices until those apparently undesirable goods are disposed of. I doubt if any house in the United States in my line of business turns its stock over as frequently as we do. If a buyer fills himself up with such a very large amount of stock that he is unable to take advantage of the opportunities that may present themselves during the latter part of the season to purchase goods at much reduced prices, he is not likely to make as large sales nor as much money in his depart-

ment as he would, were he able to profit by these chances to secure goods at much less prices than his competitors have paid for them.

I understand, of course, that the question of old, carried-over stock is a much more serious problem with the small retail merchant in the country than it is with us. His trade is naturally somewhat limited in a small town as compared with a large city like Chicago where we have an enormous population to draw upon.

The small retailer can not always move off old stock as promptly as we can; and if he takes an actual loss on such goods, as we often do in order to move them quickly, it affects his trade and profits more than it does ours. But accumulations of old stock are certainly fatal; the surplus should be disposed of quickly, at as good a price as possible, but at a price which will do the work.

The best cure for such a condition is careful buying; to keep as clean a stock as possible; order frequently and keep the goods moving. At the first sign of a congestion of any line, put the "screws" on to move it out; either cut the price, or advertise that particular line in such a way that interest will be gained for it. But at all costs get rid of slow goods before they have a chance to get old.

To be concise in my ideas of how to conduct a business, I should say: Be honest with your customers, be economical and very watchful as to expenses, advertise judiciously and liberally and have confidence that energy, close application and the above rules will, nay must, eventually win success.

Henry C. Lytton.

There are hundreds of men who need incitement to frugality and thrift where there is one who needs to be checked in the pursuit of riches.

Very ordinary abilities will suffice to make a man eminently useful, if they are backed by courage and perseverance.

### Michigan



Summer

### 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

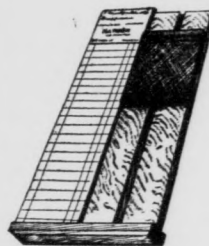
Send 2c. to cover postage, mention this magazine, and we will send you this 52-page book, colored cover, 200 pictures, list and rates of all hotels, new 1903 maps, and information about the train service on the

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.



## A BUSINESS SYSTEM ESPECIALLY FOR YOU SENT FREE



If you will give us a little information about the nature of the work you want the system to cover, we will draw up for you, without charge, a special business system, consisting of cards, guides, plans for filing, ready references, etc.

It will be especially adapted to YOUR business and will contain the many fresh and bright ideas that have made our work so valuable to office men.

Our new catalogue No. 10 will be

sent free on request. It is worth its weight in gold for the time saving suggestions it contains, regarding accurate methods and economical outfits.



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

## 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.

## 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  
**McCORMICK MFG. CO.**  
DETROIT, MICH.  
U.S.A.

### "Search"

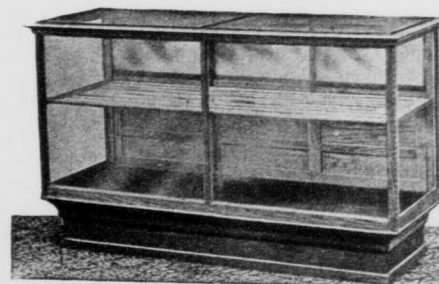
The Metal Polish that cleans and polishes. Does not injure the hands. Liquid, paste or powder. Our new bar polish (powder) in the sifter can is a wonder. Investigate. Send for free sample. See column 8 price current. Order direct or through your jobber.

McCormick  
Manufacturing Co.

Chamber of Commerce,  
Detroit, Mich.

## Grand Rapids Fixtures Co.

A  
new  
elegant  
design  
in  
a  
combination  
Cigar  
Case



Shipped  
knocked  
down.  
Takes  
first  
class  
freight  
rate.

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

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

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

## Shoes and Rubbers

### Increasing Profits and Increasing Satisfaction of Customers.

I have heard it remarked that there is more than one way of skinning a cat. I never skinned a cat, but I believe it. And there is more than one way of giving value to a customer. It might also be said that there is more than one way of skinning a customer. I have given good value to more customers than I have skinned. I have given good value to some that I wanted to skin and could not and I have given good value to plenty I could have skinned but did not want to.

I remember one man I used to wait on that for a long time always insisted that I skinned him. I did my best to give him good value. I sold him \$2 shoes that cost us \$1.60, and \$2.50 shoes that cost us \$1.90, and \$3 shoes that cost us \$2.25, and \$3.50 shoes that cost us \$2.75, and \$4 shoes that cost us \$3 and \$5 shoes that cost us \$3.75. And anyone who sells shoes at closer margins than that "is foolish, and not wise."

Some of them wore him two months, and some only one month. They were all good makes and it was not the fault of the shoes they gave out. They would simply wear out all over. We could not make a claim on them—they had no weak spot; but just collapsed everywhere.

One day he came in and said: "Ham, I'll give you one more chance. If you skin me this time I'll quit you sure. I won't say anything about this pair I've got on I paid you four dollars for a month ago. Now go ahead and do your wiener-wurst."

"All right, Henry, I'll see how much I can do you for," I said and I made up my mind I would skin him this time with deliberation and without a chance for a mistake. I said to myself, "This is his last trip here anyway, it doesn't matter what I give him, I might as well make a good profit on him now, I'll never see him again."

So I brought out a pair of kangaroo welts that in those days cost \$2. They looked just like the ones that cost \$2.25. With the discount (5 per cent.) those shoes cost us \$1.90. They were a nice, light, fine shoe, all right for men who were easy on their shoes, but never intended for rough wear. I can see them now—the shape of the toe, the sheep top facing, the drill lining, the backstay—all are as plain as if I had the shoes in my hand.

Well, I pulled them out of the box, and decided I could skin him deeper and higher, on them, than on anything else in the shop. Here I had been selling him good strong shoes at almost no profit—now I would sell him an inferior kangaroo, with a cheap sole, and at a long price. It was all very plain that after that some other shoeman could do the worrying about whether Henry's shoes wore well or not.

He looked at it closely, trying to solve the riddle as to whether it would wear or not, and pulled it on. I laced it up.

"Well, Ham, I suppose that ought to last a week or so, hadn't it?"

"Just about that long, Henry. I'm not going to say anything about it. I can't tell."

"It looks good, how much be they?"

I had intended to ask him \$3 or possibly \$3.50. They had just come in and were not marked yet. But seeing he liked them so well I stiffened my lip and said "Four big, round, silver cart wheels."

He looked at me and I could see he had a great lot of respect for that shoe. He thought I was sure it would give him good wear. He could see I was sure of something, because I could not help smiling a great, big, confident smile. He never suspected I was confident I was skinning him, and skinning him so bad he would never come in again.

"I'll give you three-fifty," he said.

"No you won't unless you give me fifty more. Think we're in business for fun?"

He pulled off the shoe and handed it to me, then said "Do 'em up."

I did, thinking as I tied the string that I had done him up, as well as the shoes.

I dropped four dollars of his money in the drawer, and just two-ten of it was profit. I shook hands with him and "Good bye, Henry, I don't suppose I'll ever see you again." He laughed. That made him sure those shoes would wear. And I laughed, because I was sure he was sure the shoes would wear, and he was sure I was sure the shoes would wear; and I was sure he was sure I was sure he was sure the shoes would wear, and he was sure I was sure I was sure the shoes would wear.

And so we parted, both as happy as possible under such circumstances.

A month went by, and no Henry. I was sure his shoes were worn out, and had decided that if he came back I would give him a new pair free, as even then we would be twenty cents ahead of the deal, and then I could sell him half a dozen pair more in as many months. Two months went by, and no Henry, and I decided he had kept his threat to quit us entirely if they did not give good wear. Three months, and no Henry, and I was sure of it. Four months and no Henry, and I was glad I skinned him proper my last chance. Five months, and no Henry, but I did not think to miss him. Six months and—

Henry walked in, with a regular "smile that won't come off." I thought he had found some shoes that wore well, and had come in to taunt me about it.

"What do you want in here, you yellow dog," I yelled at him. I wanted to abuse him as much as he did me, so I took an early start.

"A pair o' leather shoe strings for them shoes you sold me six months ago. I've worn 'em every day since and there ain't a break in 'em. You can pick out shoes that wear all right when you want to, gol ding it." And then he went on to tell how good those shoes were. It made my head swim to hear him.



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.



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.



When I came to and could think again I said, "Henry, that factory's failed, and we're closing out those shoes for three-fifty. How many pairs do you want?"

"No wonder they failed, they put too good stuff into their shoes," said Henry, the wiseman. "How many pair of sevens you got?"

I looked. "Four, but I can't let you have 'em all," I said. I knew he would not want 'em all unless I said he couldn't have 'em.

"Why can't you let me have 'em all? Ain't my money as good as any one's else's? I've been a good customer here, and now that you find one kind of shoes that wear me you better sell me all I want of 'em while you've got 'em."

"I hadn't ought to do it, Henry, but as you say, your money's as good as any one's else. I'll let you have 'em," and I wrapped 'em up, and took \$14 of his money for what cost us \$7.60. Four pairs sold without a try-on, and at a profit of 84 per cent. If we could only do that all day long.

I tell this little tale to illustrate the fact that giving good values does not necessarily mean nothing else but selling at small margins.

It is not what you pay for a shoe that should guide you entirely in deciding what to sell it for. What the customer is going to get out of it is equally important. If you can give a customer the shoes particularly suited to his tastes or to his needs you can get 75 to 100 per cent. profit, and his thanks in addition; while, if you sell him what does not please his fancy, or does not prove good for the wear intended, even at 10 per cent. profit, he will abuse you, and think you flim-flammed him.

There is more to successful shoe selling than merely selling at small profits. Judicious buying, and judicious selection of shoes for different customers make a better profit possible, and increased satisfaction of the trade sure.

It takes study to do this and that is why more of it is not done and that is also why it pays better even than you would expect for those who do it.—Brother Ham in Shoe and Leather Gazette.

#### Experience of an Observing Shoe Salesman.

While my sympathies are with the exclusive man I must acknowledge that as a rule he is a little slow. He's "sot" in his ways and sticks too closely to custom.

He is on his dignity and does not believe in adopting new methods to draw trade.

Now in the matter of advertising alone he is apt to be way behind. If he advertises at all, which very often he does not, it is the same old style of announcement he has been using for the past ten years.

If you say anything to him about new advertising schemes or a different style of getting up his advertisements, he says: "Advertising does not do me any good. I have been here for ten years and every man, woman and child in the county knows me and knows the class of goods I handle. If they do not want

to patronize me, all the 'hifalutin' advertising I could do would not make any difference."

You point out that the department store across the way is doing a good shoe business and is handling some nice up-to-date shoes, and call attention to their advertising, and he says, "Well, the kind of trade that is attracted by such lying advertising as that I do not want, anyway. If I can not sell shoes on their merits I will quit." He is not willing to fight the enemy with his own weapons. He wants to do things his own way or not at all.

I am beginning to notice that exclusive shoe stores are not so thick in my territory as I had supposed, also that on Saturdays when most of the stores are very busy the exclusive man has long spells to rest in, and it puts him in a bad humor.

I notice when I go in and find him resting with no customers in sight, although the town is full of people and other stores are busy, he begins to make apologies.

He says, "I do not know what is the matter with trade to-day, it comes in spurts. An hour ago we could hardly wait on them."

Of course there are localities in my territory where the exclusive shoe stores seem to be doing fairly well, but mostly it is the other way.

In one of the towns I have been visiting for some time there is a couple of concerns that can be taken as a very good illustration of the way the department store gets the upper hand of the exclusive man.

Two years ago a couple of young fellows started an exclusive shoe store under very favorable auspices. They had experience, a good acquaintance with the whole community, had good backing and are sober, industrious and hustlers. Everybody predicted for them a great success.

Only a few doors from their place was a firm about a year old at the time the others started. Their capital was limited and they were doing business in rather a small way.

They carried in addition to a line of shoes a small stock of clothing and gentlemen's furnishings.

When I visited that town recently I could not help but notice the changed conditions. The exclusive shoe store men had dissolved partnership. They told me they found there was not enough in it for two, and the remaining member of the firm was plugging along doing the best he could. His windows were nicely dressed and his shelves and the store looked pretty well, yet I noticed that very few customers came in while I was there.

On calling on the other folks I found they had moved into a double store, had enlarged the stock several times and altogether looked very prosperous and they certainly were busy all the time I was there.

If a man came in to look at a hat he did not get out without being shown some shoes, some shirts, and the latest neckwear.

If they did not sell him one thing they did another. I made several trips back and forth, the department

## 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.

## Our STAR LINE SHOES FOR BOYS



STAR LINE

are well fitting and stoutly made of the best leather. They wear unusually well and will give your trade better satisfaction as school shoes than most anything else you can buy. . . . .

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

Grand Rapids, Michigan



*Mayer's*

**Shoes**



Mayer's Shoes for the

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

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

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

store was always busy and although the day was Saturday I do not think I saw three customers in the exclusive place all the afternoon.

Now I can not help but believe, knowing all the parties as I do, that had the boys who started the shoe store adopted the plan of the others they would have been equally successful if not more so.

I believe that a "waking up" all along the line would not hurt the merchants any. For instance, if they could get together and devise some plan to make it a little harder for the fakirs, scheme goods fellows, and mail order houses to do business out through the country. It seems as though one scheme is hardly out of the way and the victims becoming reconciled until another one is sprung and very often it catches the same people.

The shoe business has not been affected like some other lines, but it is only a question of time until the mail order houses will find a way.

The hardware people seem to be the latest sufferers. Parties go through the country selling steel ranges at \$65 that could be bought for \$40 of any hardware man. The farmer pays a few dollars down and signs some sort of a contract which he thinks calls for balance of payment in a year's time. In less than thirty days the bank is after him with his note and he can do nothing but "cough up" and look pleasant.

Cloth, groceries and other goods are being sold much in the same way and it behooves merchants to wake up and do something about it, for apparently the old saying that "a burnt child dreads the fire" does not hold good in this case.

I saw a clever advertising scheme the other day which may interest readers. The merchant using it bought 50 dolls, ranging in size from a large one three feet tall down to one a foot long. The largest ones were nicely dressed and the whole lot put in one show window.

The scheme is to give a vote for every 50c of all purchases. If a party buys a \$3 pair of shoes he has six votes, which he can deposit for any little girl in town.

The girl getting the most votes gets the first biggest doll (they are numbered), and so on until the fifty dolls have been disposed of. The time is set at three months.

The merchant tells me it is surprising to see the interest being taken in the voting. Every little girl in town has her eyes on those dolls and any relative or friend is importuned to make their purchases at that store so they can get the votes. It looks like a great scheme and not an expensive one.—Shoe and Leather Gazette.

#### Good Advertising Phrases.

Let every day be a bargain day.

Quality, style and low prices are inseparably linked here.

Honesty is always the best policy, even in advertising.

June displays should have their accompaniment of roses.

We count the man with the modest purse our star customer.

We know just about what boys want—got some ourselves.

Our stock is fresh and unbroken; come in and help break it.

Correct styles cost no more than past ideas in many other stores.

One of the necessary equipments for window trimming is the window.

It is the cautious people we are after; those who know a big dollar's worth.

Do not get the idea that you can build up a future business by past advertising.

Be true to yourself in all you do, and you will be surprised at your own success.

He who is faithful in little things is the one generally called on to do great things.

To the merchant who does not advertise: The mail-order house "will get ye if ye don't look out."

The successful man is the one who attends to his own business, and allows other people the same privilege.

The man who thinks more of his own ease than of his employer's interests wonders why others are promoted over him.

It is not the man who always buys the cheapest who shows the better judgment. Very often the best is the cheapest.

If the man who "knows it all" in any line of work would sell himself for what he thinks he is worth; buy himself back for people's opinion of him; and then sell himself for his real worth, he would make a grand speculation.

#### Good Styles As Necessary As Low Prices.

The day has gone by when people in the smaller towns are satisfied with any old kind of a shoe. There has been a considerable increase in the prosperity of the country and people everywhere are demanding better goods. The retail shoe merchant who is alive to modern conditions finds it necessary to clean out the slow sellers and have new up-to-date goods to offer his customers.

In these days, style cuts as important a figure as price. The appearance of the shoe is of paramount importance. In view of these facts, the retail merchant if he desires to prosper should purchase his goods from firms of known reputation who are at all times in a position to make quick deliveries of up-to-date goods.

Jobbers and manufacturers quite naturally are anxious to get large orders, but, after all, it is better policy for the retailer to purchase carefully and sparingly, but frequently. Some of the more enterprising jobbing houses have in recent years scored a great success by dealing along these lines with large numbers of retail dealers. Their customers, as it were, put themselves in the hands of a good wholesale house and place moderate preliminary orders and follow these up by frequent duplicate and sizing up orders. In this way, they keep their stocks clean and fresh. They carry no undesirable surplus and have no capital locked up in antiquated shelf warmers.

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

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

GOODYEAR RUBBER CO., Milwaukee, Wis.

W. W. Wallis, Manager.

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

If so, order sample dozens of following:

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



Hirth, Krause & Co., Grand Rapids, Michigan

## A FEW POINTERS

Showing the benefits the merchant receives by using the

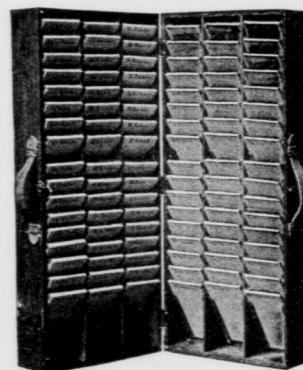
### Kirkwood Short Credit System of Accounts

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

A. H. Morrill, Agent

105 Ottawa St., Grand Rapids, Mich.

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



**Cadillac** } Fine Cut and Plug  
THE BEST.  
Ask for it.

MADE BY THE NEW SCOTTEN TOBACCO CO. (Independent Factory)

AGAINST THE TRUST. See Quotations in Price Current.



### Objects To Too Much of a Good Thing.

A retail shoe merchant in an Illinois town writes the Shoe and Leather Gazette as follows

Within a week after the clerks organized a union in this town, they issued an edict, declaring that all work in the stores must cease at 6 o'clock and, rather than have a row with the whole mess of unionites, the merchants agreed to grant the demand. But nine-tenths of our customers work themselves until 6 o'clock and also go to work at 7 in the morning, the hour when we are graciously permitted to open our own stores and sweep out while the clerks read the morning papers and make pools on the ball games.

It makes trouble for us. Our customers growl, and the non-union portion of them, especially country trade, do not appreciate the arrangement a little bit. Country trade has already been diverted to other towns, where hours are different.

The too early closing gives a lot of people an opportunity to run in credit on us. The woman of the house rushes in late in the day, and "I'd like to get some things, and my husband will be in and pay for them. He can not get off this evening in time."

It seems to me that it would be no more than a common sense idea to have working hours and store hours arranged differently. The clerks could stay until 7 o'clock, and take their hour off the middle of the day, without straining themselves, and it seems to me without disrupting the holy fabric of unionism.

Is there anything sacred about the 7 to 6 schedule, that it must be adhered to in spite of all inconvenience to everybody? Why can not union store hours be 6 to 5 or 8 to 7?

I may mention, in passing, that the clerks, having secured the concession of 6 o'clock closing, are now asking for 5 o'clock closing.

For my part, I would be willing to let the clerks off at 6 if they would even let me stay myself until a later hour, to accommodate the trade. I suppose other proprietors would do the same. But no, we can not stay. We must shut the door and get out. I suppose next if this tyrannical mob of meddlers hear of a man writing a business letter after 6 o'clock or even talking about his business or thinking about it, he will be put on the black books. If some of the clerks were to think more about business before 6 o'clock, the boss would not have to think so much about it after 6 o'clock.

The whole idea of the scheme of unionism, as it appears to be worked here, is to do as little as possible for the money and to keep cutting down the hours of work, lessening the time and making no better use of what time they do put in.

I am as anxious as anybody to be reasonable and fair. I do not want two dollars' worth of work for every dollar I pay out in wages. I am willing to agree to reasonable hours, but it seems to me that the matter is being overworked—worked to death.

It is no consolation to me to reflect that a clerk who falls in with the idea of doing as little as possible and of shutting off short just the moment the whistle blows will always remain a clerk. He will never be master of a business of his own until he has rid his system of those ideas and got it into his skull that he must work the full twenty-four hours a day in emergencies. I would sooner have around me young fellows that were comers, that I could see would have to be taken into the business some day, if I did not want them as competitors. They are the fellows I like to encourage. I do not expect to be in business always; in fact, I am so fixed that I would gladly give some competent first mate a good thing of it, to take the heavy end of the job and let me down easy. But this crowd of clock watchers will not meet the requirements at all.

I would not feel so hot about the existing state of things either if the people who get the chance to shut off all work at 6 got any real good out of it, if they rested or studied or improved their time in any way, but all the most of them do is to occupy the extra time with dissipation. I fail to see what good it does a young fellow to get loose an hour or two earlier and then make a bee line for some saloon to worse than waste his time and money. Then is when I feel that "that is my money they are wasting." I do not ordinarily care what they do with their coin, except when they "blow" it for an unnecessary amount of liquid stimulants.

Now, I have written as I think about this matter, without trying to be extra smart or interesting, and perhaps it may be prosy reading. You are welcome to do what you like with it, but I happen to know there are a lot of merchants who feel as I do, that they are getting the worst of it in running up against closing regulations by a lot of little tin horn unions, made up of people who do not know what they want or why they want it.

## Retailers

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

### Merchants' Quick Price and Sign Marker

Made and sold by

**DAVID FORBES**

"The Rubber Stamp Man"

34 Canal Street,  
Grand Rapids, Michigan

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

## 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.

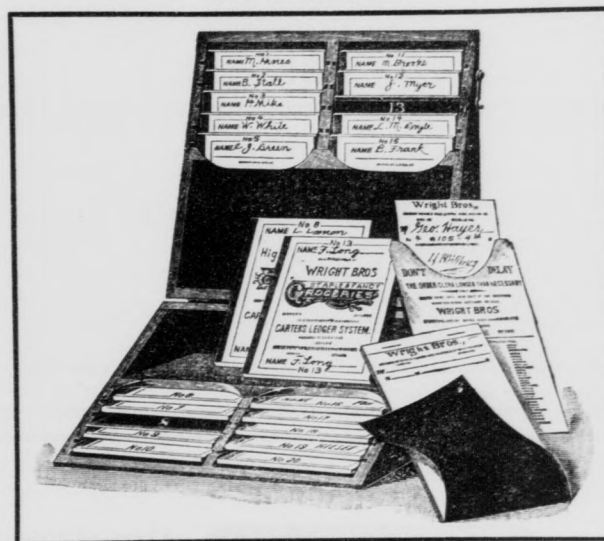
**Fleischmann & Co.,**

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.

## "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.

## Woman's World

### Time Required To Teach a Child Good Manners.

A case was tried in the courts of a Southern city last week involving the custody of a little girl of 9 years of age. The judge awarded the child to the foster mother, who had reared her since she was a babe, and in a decision that was luminous with justice and good, hard sense, after calling attention to the manifest affection that existed between the woman and the little girl and the child's appearance of being well cared for, he gave as one of the principal reasons for remanding her to the same guardianship that the little one had been taught such beautiful manners—that she stood up when addressed and answered every question put to her in such a sweet, polite, modest manner.

Oh, wist judge! A second Daniel come to judgment!

If he had searched through all the category of human reasons for an infallible proof that the child was being improperly reared and was in the hands of a woman who had intelligence, kindness and refinement, he could have found nothing so convincing as the fact that she was teaching the little one committed to her care good manners. She was giving her a dowry that nothing could take away from her, she was putting into her possession the magic key that unlocks every door in life and makes every man and woman her friend,

and the wonder of the thing is that she is doing so much better part by the child than so many real mothers are doing by their own children.

No human being can calculate the value of good manners. They are a draft upon our hearts, our pocket-books and our homes that we honor at sight, and without question. When we see a child that is rude and noisy we avoid it as we would the plague. When we meet a woman who is aggressive and ungracious we give her scant civility in return. When we have dealings with a man who is boorish and rough and unpleasant we drop the acquaintance as soon as possible, but we are the slaves of the child who is deferential and polite, while the woman who charms us with her graciousness and the man who is always suave and courteous and agreeable has the world in a sling. Everybody likes them and every hand gives them a boost up the ladder of success.

Of course, the ill-mannered people may be, and often are, models of all the virtues. They may be brilliant and talented and have the noblest and tenderest of hearts, but this is a busy world and very few of us are going to take the trouble to pry off a rough and prickly rind on the chance of finding something sound and sweet below it. I know a woman, a gifted musician, who should have made a fortune out of her splendid voice, who has almost starved, simply because of her bad manners. I know more than one industrious and capable merchant who

has failed for no other reason than that his aggressive manners drove away customers instead of drawing them to him. Now and then, it is true, a man like Carlyle or Matthew Arnold succeeds in spite of his manners, but until we are dead sure that we are transcendent geniuses it is a pretty big risk to take to do without good manners.

These are mere truisms that everybody knows, and yet the marvel of marvels is that parents do not think it worth their while to teach their children good manners. Politeness among children has as much gone out of fashion as pantelettes, while deference to elders is a back number theory of which young America has never even heard.

A great deal has been said lately about the prejudice against children and the heartlessness of landlords who refuse to rent to people with children. The whole explanation of this extraordinary condition of affairs lies in the fact that people no longer teach their children good manners and, in consequence, landlords will not rent to people who are going to turn a lot of little vandals loose to deface and destroy, nor will other people go to live in a house where children are permitted to yell and whoop through the corridor like a gang of Comanche Indians on the warpath.

So far as the children themselves are concerned, they are more sinned against than sinning, for they are being handicapped for life—they are making enemies where they should

make friends and acquiring faults it will take years for them to overcome, if they ever do.

That this lack of good manners is almost universal among the children of the present day, nobody will dispute for a moment. Even other parents, with a purblind folly that would be amusing if it were not so tragic, will descant to you about the rudeness of the children next door or across the street, but when their own young ones come tearing in the house, stepping on people's feet and tearing their clothes, they only smile and say, "Jack is so impetuous," as if it were an actual treat to be trampled on by Jack.

The old idea that children should be seen and not heard is as extinct as the Dodo. So are the respectful, deferential little gentlemen and ladies that theory produced. Indeed, so far from the youngsters occupying a back seat and listening to the discourse of their elders, they take the center of the stage and monopolize the conversation, while their enraptured parents egg them on. There is not a child of 7 who would hesitate to interrupt the most learned and distinguished person in the community, nor a father and mother who would not think how delighted everybody must be at the privilege of hearing little Johnny speak. In one family that I know, when the oracle, a little girl of 7, opens her mouth, a tense whisper runs around the room, "Sh-sh-sssh, Mable is going to speak," and everybody "Sh-sh-ssshes."



More than a million dollars were made out of shoe hooks by the owner of the patent. The inventor got a paltry \$250 for his rights and is now dying in the poorhouse.

"If I had only known," says the unfortunate inventor.

Many a storekeeper in reviewing the causes of his failure will say the same thing, "If I had only known"—known of the unrecorded credit sales, the mistakes in change, the price-cutting and the other daily leaks.

The time to know is now—not when it is too late.

You know when you use a National Cash Register; you can trace every business transaction. You stop all the leaks and get your rightful profit.

Let us try to prove that you need a National. Detach the coupon, fill it out and mail to us now—today.

**NATIONAL CASH REGISTER CO., Dayton, O.**

#### "Now I Know"

Our register is in splendid working order. The first sixteen years of my business life were largely guesswork. I never knew at night whether my cash was long or short, or whether some person had paid money on account and not received the proper credit, or if money had been paid out and not properly accounted for. Now I know, and if errors occur, I know who made them.

Maryville, Mo.

AIRY & ROSEBERRY.



**Only \$25** for this thoroughly practical National Cash Register.

392 styles at higher prices.

\*Fully guaranteed second-hand registers for sale.

A  
Fine  
Booklet  
Posted  
Free

NATIONAL CASH  
REGISTER CO.  
DAYTON, OHIO.

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

Name \_\_\_\_\_

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

CUT OUT HERE



Every day I see well-dressed children mocking and taunting helpless age on the streets; I see children keep their seats while feeble, old women stand; I hear them speak to their mothers with insulting insolence; I see them brutish as pigs, selfishly gobbling the best of everything, without even manners enough to say "I thank you," and I wonder what is to become of the race of hoodlums that respectable people are rearing.

I go to houses where the children are nothing more than professional beggars, who demand money and sweets as soon as you get in the doorway. Their mothers hear them, and make only a perfunctory protest. I speak to children who do not even give me a courteous "good day" or trouble to answer my question. Every one of us have visits from women with children who break and destroy our furniture, until, when they leave, the house looks as if it had been through a cyclone, yet these children's mothers never make the slightest effort to make them behave! Who is to blame? The parents, every time. The human race starts out with aboriginal savagery in every child that is born and it is the parents' place to civilize the little bit of barbarism they brought into the world.

The passing of the old-fashioned select school, taught by ladies and gentlemen, where manners were as much a part of the curriculum as arithmetic, and where the teachers supplied the training omitted by careless or overadmiring parents, is largely responsible for this increase in bad manners among children. In these schools boys and girls were taught how to sit, to stand, to eat, to enter a room, to approach a stranger, to hand a chair to a lady, to stand while an older person entered the room. Invaluable knowledge this. Worth tons and tons of book education. I still know of one such school—would that I had the money to endow a million scholarships in it—of which the head master says: "We may not be able to turn out every boy a scholar who comes here, but we teach him to be a gentleman."

Of course parents are not cultivating bad manners in their children with malice aforethought. On the contrary, they believe that some miraculous intervention of Providence is going to take place that will change the ill-mannered and surly girl and the boorish boy into a polished and elegant lady and gentleman. Besides, when their Mary eats with her knife it does not seem disgusting. It is merely a pleasing eccentricity that they think she will outgrow. Same way when Johnny refuses to speak when he is spoken to, or won't give his old grandmother a chair. He is just merely heedless. Parental folly and infatuation can go no farther, and it is time that mothers and fathers waked up to their duty to their children in this respect, even if they feel they owe no consideration to the community.

It has been said that it takes two generations to make a gentleman.

If it does, it certainly takes as much as twenty years to teach any girl and boy good manners, and with their very birth is none too soon to begin the lesson. Great shall be the reward of such parents, for the whole world is ready to rise up and call them blessed who raise up a well-mannered child.

Dorothy Dix.

Marion Harland.

A very interesting feature of the Sunday edition of The Chicago Record-Herald, and one looked for by every woman reader of that paper, is the page devoted to Marion Harland. Under the heading "The Housewives' Exchange" queries and answers appear on subjects which conscientious housewives enjoy discussing. Wholesome advice is given about the care of children and how to make a home beautiful and attractive.

On the same page are also to be found some of Marion Harland's famous recipes. She is considered an authority on this subject, many people making it a practice to preserve her recipes whenever they are published.

A word about Marion Harland herself. Thousands of people who have read her articles are desirous of knowing more about her. Her real name is Mary Virginia Terhune. She was born in Amalia county, Virginia, Dec. 21, 1831; received a good education; began to write for the press at 14, and in 1856 married Rev. Edward Payson Terhune. Besides writing for the press, she is the author of a large number of books. She has a summer home called Sunnybank at Pompton, N. J., but at present is living in New York City.

#### "What Shall We Eat?"

Every day the same old question, what shall we eat for breakfast, for luncheon, for dinner? assails with monotonous regularity the patient housewife who seeks to provide good living for the family in agreeable variety at a moderate cost. There is a daily department in the Chicago Record-Herald which is intended to answer this question satisfactorily every day in the year. It is entitled "Meals for a Day," and provides menus for the three meals every day, with the necessary recipes. These menus and recipes are carefully selected by The Record-Herald's household editor, and cash prizes are awarded to the best that are received. Housewives everywhere are invited to participate in the competition. For full particulars see the "Meals for a Day" department in The Chicago Record-Herald.

#### Proof Of It.

"Do you believe in luck?"

"Sometimes. See that fat woman, with the red hat, over there?"

"Yes."

"Twenty-two years ago she refused to marry me."

Put backbone into your business methods and your advertisements will show the benefit. No advertising man can be strenuous if the management behind him is of the milk and water sort.

## Facts in a Nutshell

# BOUR'S

## COFFEES

### MAKE BUSINESS

### WHY?

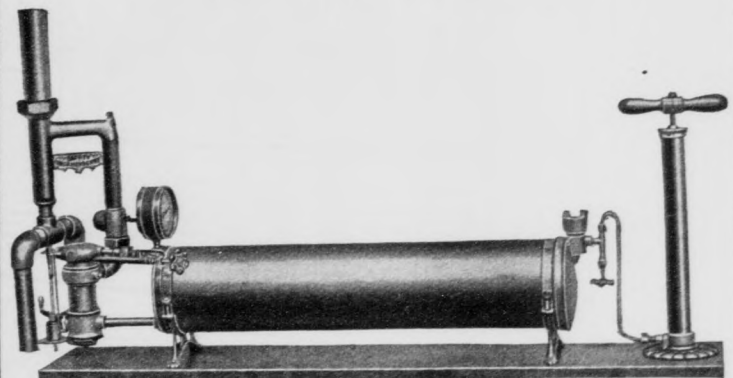
They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

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

## Safety Incandescent Gas Machine



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

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

Good agents and salesmen wanted. Extra fine proposition.

### Small Profits Frequently Due To Overbuying.

A little capital, plus a great deal of applied ability, has been the foundation of the majority of our largest and most successful enterprises. But the daily sacrifices, the steady, plodding, the resolute will and the conservatism of such successful men are too prosaic for emulation by those whose ambition outfoots their good judgment.

It is the anxiety to do business beyond the volume that can be safely supported by the capital that leads to overtrading in some of its various forms.

The running of several stores, the multiplying of departments, excessive buying, scattering capital in speculative investments and crediting excessively are phases of overtrading that are directly responsible for the vast majority of slow accounts, that form the basis for nearly every offer of compromise, and are the most prominent feature in the greater number of insolvent estates.

If one has successfully conducted one store it does not follow that he can divide his attention and his capital and run two or more stores with equal success. More merchants fail because of the ownership of branch stores than succeed with them.

To delegate authority and responsibility, which must in a measure attend the running of separate establishment, is to assume a great risk, for while many have the ability to execute well for themselves, few have the ability to direct.

Adding a new department to an established business calls for the exercise of almost the same degree of caution as should attend the opening of an additional store. There should be sufficient capital placed at the disposal of the new department to support it independently of the rest of the business.

As previously carried on the business needed a certain amount of money to properly conduct it, and the new department will require its full share.

If new capital is not added, either from accumulated profits or from outside sources, the maturity of new obligations makes too heavy a draft on the original investment and the entire institution suffers, frequently with disastrous results.

An ever present evil and one with which credit men, especially those representing seasonable lines of merchandise, have to cope, is overbuying.

Anticipation of an increased demand the belief that a larger stock will attract a correspondingly larger business, ignorance of the amount of combined purchases, the desire to fill up the shelves and thus give a more prosperous appearance, and the reliance upon the judgment of salesmen, are some of the reasons given for this failing; but there are buyers whose purchases seem to be made for the purpose of satisfying a mania for buying, while not a few are so flattered by a large or unrestricted credit that they cannot resist

the temptation to buy to the limit without rhyme or reason.

It would be well for every retail merchant to remember that when stocks are too heavy profits go glimmering, and that the most money is made and retained during the years that stocks are lightest.

In the business of every merchant there should be drawn a danger line in relation to both his capital and his stock, above which his liabilities should not be permitted to rise. If his indebtedness is kept within that limit he will not buy in excess of his ability to pay.

What I have said on this subject is predicted upon the honest intentions of men, and would be simply so much verbiage as relating to those who buy heavily in anticipation of failure.

In the order of responsibility for failures, incompetence quite naturally follows lack of capital, for the latter is but a specific kind of incompetence, and both relate to the personal qualifications of men.

Now, every business needs to be conducted upon some clearly defined plan and should not be allowed to run hap-hazard. Successful merchandising demands that the expenses be less than the profits, and manufacturing requires that the cost of manufacture and distribution be less than the market value of the product, while every business enterprise should be so financed that obligations can be promptly met and its credit maintained.

These necessities suggest method not alone in the matter of records,

but in regard to all that pertains to the business, whether it be goods or machinery, labor or capital."

F. W. Yale.

### Friendship.

Do not flatter yourself that friendship authorizes you to say disagreeable things to your intimates.

On the contrary the nearer you come into relation with a person the more necessary tact and courtesy become.

Except in cases of necessity, which are rare, leave your friend to learn unpleasant truths from his enemies. They are ready enough to tell him. Good breeding never forgets that amour propre is universal.—Wendell Holmes.

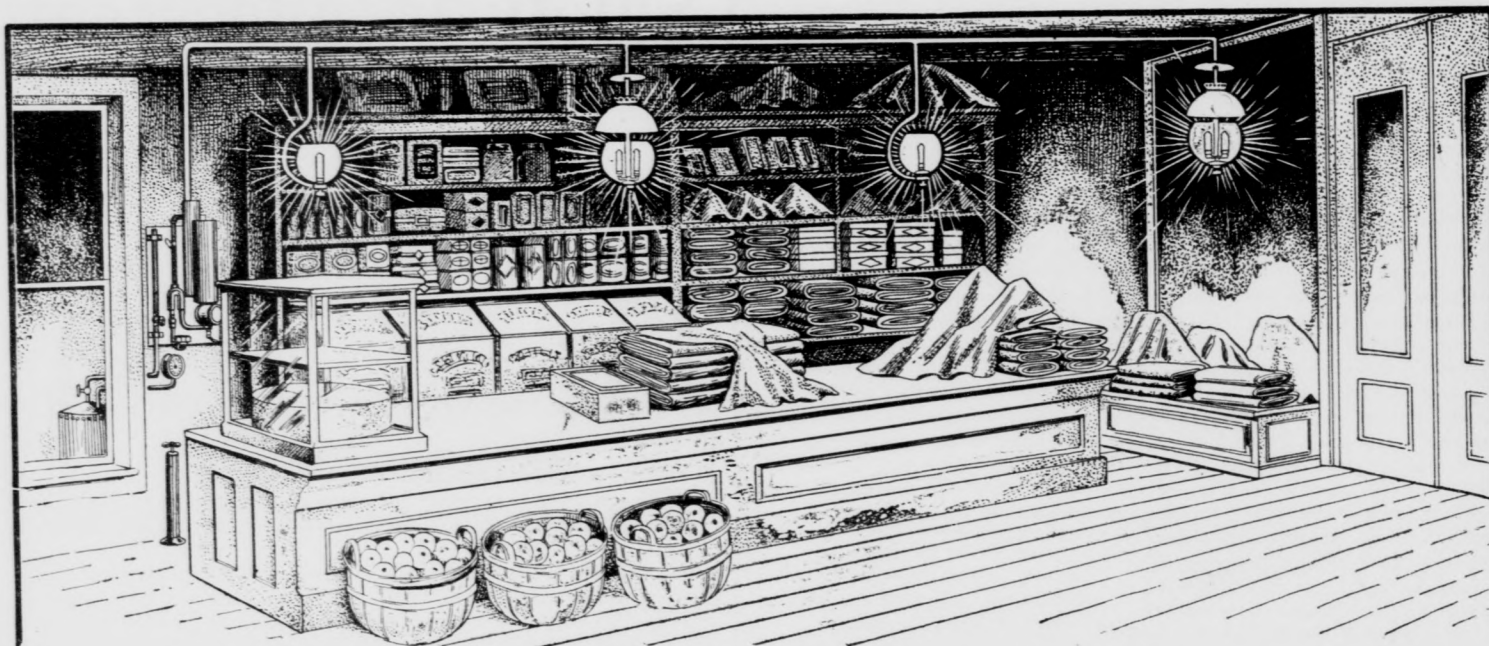
### Steady Linen Demand.

No radical change has taken place in the linen market during the past week. Business is quiet as is natural at stock taking time. Retailers throughout the country have, however, been gradually filling in stock in order to replenish holes made by "white sales." They had been holding off the market to some degree, but have finally been forced to replenish their stocks. This and the belief that prices will advance have resulted in a quiet, although steady demand of the filling-in order.

Some very ordinary men would be heroes if they would learn to hold their tongues.

Making a man buy what he does not want is not making a customer.

# 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.



**BUSINESS LETTERS.**

**An Art in Which There Are Few Masters.**

Writing business letters is a fine art, an art in which, notwithstanding, there are few masters. It would be mere pedantry to lay down a hard and fast set of rules for writing successful business letters. The "Ready Letter Writers" and "Business Men's Compendiums" do that, and the business man who is content to copy their forms is to-day a back number. It is, however, worth while to consider some of the elements that contribute to the production of letters that will bring business.

In the first place the letter writer must be interested in his subject, not only know it thoroughly, but feel its importance. His must, in its way, be as burning a message as poets write, or prophets proclaim. Without this vital personal element, a letter, however neatly turned its phrases, is cold and unconvincing. Then, the letter writer must know the class of people whom he is addressing. Both men and women are not reached by the same kind of an appeal, neither are the educated and the ignorant; city people and farmers; professional men and laboring classes. Sectional differences, too, must be taken into account. A letter that will be very effective in Arkansas may fall flat in Michigan.

Letters to business men should be short, interesting and pertinent—such men have little time to waste on formalities or elaborate details.

The letter should start in such a way that it will attract a busy man's attention. A crisp, business-like sentence, a new way of putting an old truth, a very brief and very pointed anecdote—these are suggestions for an opening. The body of the business letter sent to business men should be a clear and logical presentation of the subject in hand—in the fewest possible words. Leave out unimportant details; make the essential points prominent. Do not begin with the end of your story and work back—lead up to something so that when the reader finishes, the last and most vivid impression on his mind will be a virtual summing up of what you have been writing. Make your last sentence a distinct, definite, forceful conclusion of the whole matter. Do not be too funny.

A certain class of advertising men a few years ago started a facetious sort of advertising, in which everything was written in the "slap him on the back," "poke him in the ribs," "jolly him along" vein. The letters of these self-styled experts read like a cheap vaudeville sketch, and are about as effective in bringing business. While it is not necessary to keep business correspondence on a level of icy dignity, still, practical business men are disgusted by too great familiarity in a letter from a stranger. Finally, do not be too inconsistent.

Remember that a letter may have force, and lack strength. Do not try to convince a man against his will, or you may make yourself obnoxious. A few years ago a tailor began

sending literature on his dress suits, every one accompanied by a letter and every letter after the first alluding to the fact that its recipient had not ordered yet. In his fourth letter, this zealous writer prefaced a special offer by a declaration that he was going to force the reader into taking advantage of a good thing. After that declaration he could not have made the sale if he had offered his suits for \$5 and had written daily follow-up letters for fifteen years.—Printers' Ink.

**Clothes Count.**

Of course, clothes do not make the man, but they make all of him except his hands and face during business hours, and that is a pretty considerable area of the human animal. A dirty shirt may hide a pure heart, but it seldom covers a clean skin. If you look as if you had slept in your clothes, most people will jump to the conclusion that you have, and you will never get to know them well enough to explain that your head is so full of noble thoughts that you have not time to bother with the dandruff on your shoulders. And if you wear blue and white striped pants and a red necktie, you will find it difficult to get close enough to a deacon to be invited to say grace at his table, even if you never play for anything except coffee and beans.

Geo. H. Lorimer.

Some advertisements shout and clang in unmelodious discord in our ears. Some purr and evidence their feline insincerity. Some coo and are too dove-like and take not our hand to our pocket save in charity. Some bray and we detect the ass. He thinks us his brother and we will have none of him. But some speak! Words that ring true! And we read, mark, learn and inwardly digest.

**GOOD MERCHANTS**

Can recommend to their customers and friends

**MEYER'S**

**Red Seal Luncheon Cheese**

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

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

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



**J. W. MEYER,**

127 E. Indiana St.

CHICAGO

Manufacturer of  
Red Seal Brand Saratoga Potato Chips



**Ready to Serve**

**Nutro-Crisp**

**The Ready Cooked Granular Wheat Food**

**A Delightful Cereal Surprise**

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

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



# You have had calls for HAND SAPOLIO

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

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

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

## Hardware

### Properties, Possibilities, Limitations and Value of Radium.

Nothing is receiving so much attention at the present time in scientific circles as what are known as the radio-active substances in nature, the chief of which are the metals uranium, polonium and radium. The later is not only the last of this trinity of phosphorescent, fluorescent or self-luminous metals to be discovered, but, owing to some of the peculiar properties which it possesses, it is also the most important of them all. Not only is radium self-luminous, but it is also a heat-giving substance whose energy never ceases and whose volume shows no perceptible sign of diminution or exhaustion. It thus constitutes at once the most wonderful and the most mysterious of all of the substances entering into the composition of the earth.

In 1896 M. Henry Becquerel, a French chemist, who took up the study of that field of physics opened by the discovery of the Roentgen ray, detected the remarkable radiations emanating from uranium, a metal discovered by the German chemist Klaproth in 1879. Becquerel's discovery formed the foundation for a new line of chemical investigation of those elements in nature possessing fluorescent properties. It resulted in the discovery in 1898 by a Parisian chemist, Professor Pierre Curie, and his wife and co-worker, Mme. Sklodowski Curie, a Polish lady, of the metals polonium and radium, and in the following year of a third substance possessing the chemical and other properties of thorium, which was named actinium. Like uranium, all of these metals discovered by the Curies were obtained from pitchblende, a compound oxide containing uranium, lead, iron, oxygen and water and sometimes magnesia, manganese or silicon in unequal quantities. The pitchblende which contains the largest percentage of radio-active material so far discovered is obtained from Bohemia. Small pockets have been found in Saxony, and a distinct vein exists in Cornwall, England. Professor Curie has also secured some excellent samples of pitch-blende from Colorado. According to William J. Hammer, a member of the American Electro-Chemical Society who recently delivered an address on the subject of radio-active substances before the American Institute of Electrical Engineers held in New York, the ore mined in Cornwall yields from 18 to 20 per cent. of the metal and is the most important source of production at the present time. It is marketed as uranium sesquioxide and is used for giving to porcelain a velvetyblack when heated in the annealing furnace, and for imparting a greenish-yellow fluorescence to glass. It was during the study of the radiations of uranium that the Curies found a specimen of pitch-blende which seemed

to be more active than the amount of uranium contained within seemed to warrant. This aroused their scientific instinct to search for the cause and the resultant discovery of polonium, radium and actinium in the order named.

The peculiar properties which radium possesses of continuously throwing off heat and energy without diminishing its own power or volume makes it one of the most interesting and marvelous substances known to science. Nothing else in existence, so far as known, embodies these properties inexhaustibly as it does. The possession of these qualities has suggested that it contains within itself the elements of perpetual motion. Science has not yet revealed the source of its activity, but the atmosphere is suspected. Sir William Crookes, the inventor of the Crookes tubes used for the development and application of the Roentgen ray, is of the opinion that radium would cease to show its peculiar properties in a perfect vacuum. But a perfect vacuum is impossible. For the accomplishment of certain purposes what is called by common consent a vacuum is created, but says Crookes, "what we call a 'high vacuum' is only a vacuum by courtesy." He adds that "most of the experiments in so-called high vacua have been performed at an exhaustion of about a millionth of an atmosphere. \* \* But what does an exhaustion to the millionth of an atmosphere mean? Practically nothing! \* \* A glass bulb similar to those used in high-vacuum experiments, five inches in diameter, contains more than a quadrillion molecules. Now, when the bulb is exhausted to the millionth of an atmosphere, it still contains more than a trillion molecules—quite enough matter to produce all the effects demanded by my hypothesis." So the reduction of radium to an absolutely quiescent state, if it can be done in a perfect vacuum, is surrounded with insurmountable difficulties. It resolves itself, therefore, into an agent which is perpetually active and indestructible.

However Crookes testifies that "the phenomena of radium require us to recast many of our ideas of matter, electricity and energy, and its discovery promises to realize what for the last hundred years have been but day dreams of philosophy." So far-reaching is the suggested influence of radium that if it is ever found in available commercial quantities it will revolutionize our present methods of producing light, power and heat, besides facilitating the development of results which can not now be obtained by any known chemical or mechanical agent. The London Electrician cites experiments made to test its heat-producing powers. "These experiments indicated that one gramme of radium disengages an amount of heat which is of the order of 100 grammes calories per hour; one gramme atom of radium (225 grammes) would disengage during every hour 22,500 calories, a number which is comparable

## Buckeye Paint & Varnish Co.

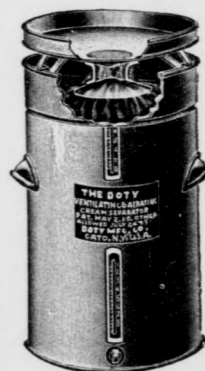
### Paint, Color and Varnish Makers

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



## The "DOTY"

Ventilating  
and Aerating

### Cream Separator

ANTI-WHIRLPOOL BOTTOM  
REVERSIBLE COVER

THIS COVER strains the milk and aerates it by striking on a disk below, whereby the milk is spread out into a sheet as thin as tissue paper, as shown in figure. This cover can be reversed on the can, thus avoiding the use of a cloth cover. When the cover is reversed on the top of the can it gives a scientific process of ventilation for the milk, because it draws the foul air from the milk, instead of blowing it toward the milk, as by other processes, and thereby keeps your cream from drying out.

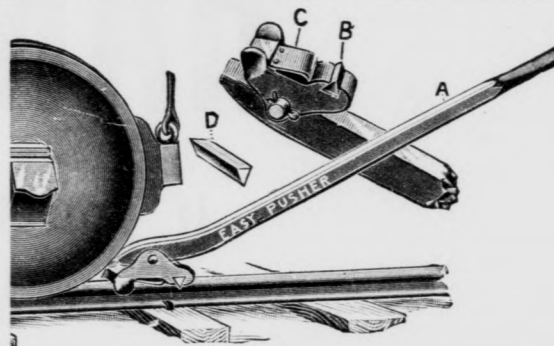
No. 0	8 Gallons, 1 to 2 cows.....	Each, \$4 00
No. 1	10 Gallons, 2 to 3 cows.....	Each, 5 00
No. 2	15 Gallons, 3 to 4 cows.....	Each, 6 00
No. 3	22 Gallons, 4 to 7 cows.....	Each, 7 00
No. 4	29 Gallons, 7 to 10 cows.....	Each, 8 00

Write for catalogues and discounts.

## FLETCHER HARDWARE CO.

DETROIT, MICH.

## The Easy Car Pusher



Everybody who loads or unloads cars NEEDS one.

Price, \$5.00 Each.

Foster, Stevens & Co. Grand Rapids,  
MICHIGAN



to the heat produced by the combustion in oxygen of one gramme of hydrogen. The continuous development of such an amount of heat," adds the Electrician, "can not be explained by an ordinary chemical transformation." The heat and actinic action thrown off by radium have, furthermore, the peculiar property belonging to the Roentgen ray of penetrating opaque substances. A piece of pitch-blende has sufficient radio activity to photograph itself on a sensitive plate on exposure in the dark. Mr. Hammer proved by experiments that its rays of light penetrated a thick lead box and a large steel magnet three-eighths of an inch thick, photographing the result on prepared paper placed underneath the magnet after twenty-two hours of exposure. Prof Crookes once carried an infinitesimal piece of radium in his waistcoat pocket to a meeting of the Royal Society, and "on reaching home" he says, I found I had a nasty blister in my side. The blisters from radium may take months to get well, as the injurious effects go so deep." He now carries for his personal protection what he calls "the little tawny crystalline patch" in a thick lead box enclosed in a little brass case.

But there are limitations to the utility of radium because of its extreme rarity, so far as known. Professor J. J. Thompson says there is far more gold in sea water than there is radium, polonium and actinium, the three associates of uranium, in pitchblende. But there are different degrees in the enrichment of pitchblende with radium, as has already been stated, and no one can foresee at present what may be the results to the scientific and industrial world if a deposit of pitchblende highly charged with this strange material is ever discovered. Crookes explains the rarity of the metal by saying: "Radium is sold in Germany at 8 shillings a milligramme. At this rate," he adds, "one pound, if it could be had, would cost over £180,000." Mr. Hammer informed the American Institute of Electrical Engineers that the Societe Centrale of Paris recently notified him that they will shortly put on the market a preparation of radium, chemically pure or nearly so, at a cost of 30,000 francs per gramme or about \$2,721,555.90 per pound. Professor Curie says that "all the work done in Germany and France in the past three years had only resulted in the securing of about one pound of radium, including all degrees of quality." It takes 5,000 tons of uranium residues to produce, according to Hammer, one kilo (2.2 pounds) of radium, and the cost of handling these residues is \$2,000 per ton. So, with all its rare virtues and powers, the cost of extracting radium from its natural mineral associations puts it outside of the pale of practical utility at the present time and restricts its value and uses to those engaged in scientific research for the solution of the mysteries of nature.

If you ever go into a thing be sure you carry no doubts into it.

#### Never Give Up.

Some young men and old ones, too, for that matter, who are inclined to discouragement because things do not move as rapidly as they ought, or do not move at all, can see the results of intelligent aggressiveness any day by taking a ride with the motorman down Broadway. The only cry one hears on the trip is "Go ahead!" The motorman inches his car along through the jam of trucks, carriages, automobiles and pedestrians, all the time yelling "Go ahead!" If he stopped to wait for the other fellow to clear the track completely, or if he hesitated, or showed that he was timid or vacillating, not knowing whether to go ahead or stop or back up, he would not make the trip in a week. The truckman, cabman, cab-driver, push-cart man, everybody cries "Go ahead!" Nobody backs up if he can help it. It is push, crowd, crawl, sneak in, any way to get ahead, but always getting ahead. The man who hesitates is lost on Broadway as well as in business. It is the pusher on correct and experienced lines, who always and forever cries "Go ahead" who is the one to arrive on time.

#### Sought to Mortify Rich Man.

James Whitcomb Riley went to Philadelphia recently to sit to John S. Sargent for his portrait. The sittings were in John Lambert's studio in South Seventh street. Mr. Riley, during one of them, said:

"Bill Nye and I once played a good trick on a New York man of wealth. He was an insufferable snob—insufferable. All over his house hung family trees, ancestral portraits, crests and coats-of-arms. You'd have thought him descended in a direct line from at least a hundred earls.

"It happened in New York one day that Nye was upset by a dray and rolled about in the mud. When he got up he was a sight. His clothes were in rags, his shirt and face black, and his hat without a rim.

"'Let's go and see—,' he said, suddenly. 'Think how disgusted he'll be to see me in this rig.'

"We went to—'s house, and a flunky in knee breeches answered our ring.

"'Mr. — is not at home,' he said.

"'Oh, very well,' said Nye. 'Just tell him that his uncle from the workhouse called.'

#### Easily Explained.

"Well, then, what is your idea of the difference between a 'fiddler' and a 'violinist?'"

"A fiddler is one who plays the fiddle; a violinist is one who knows how to play the fiddle."

#### Appropriately Named.

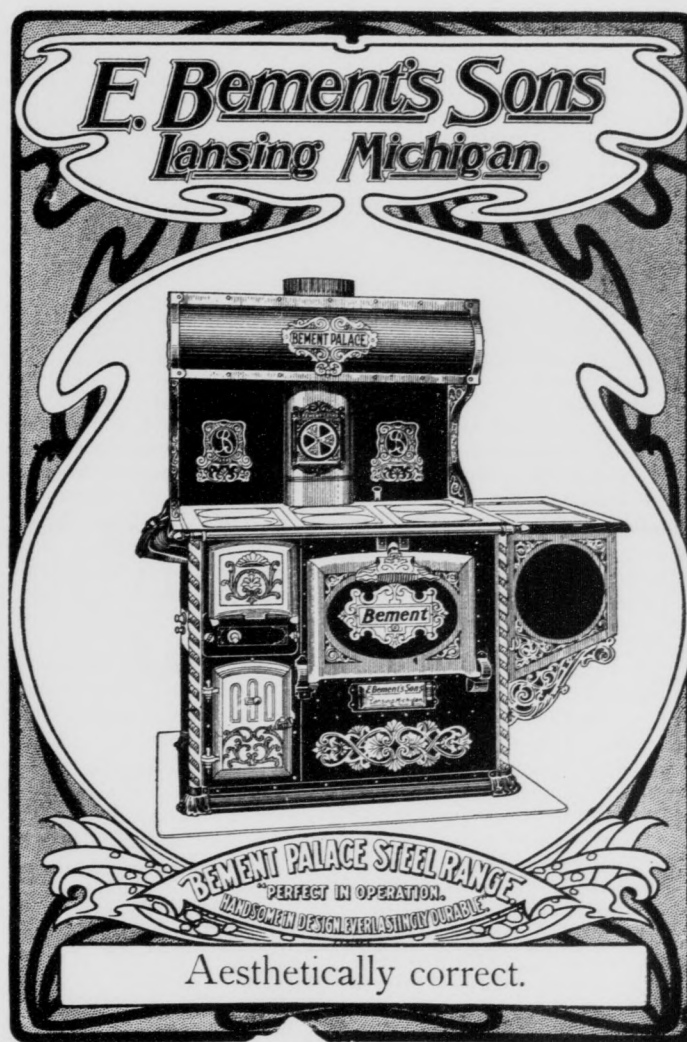
Winton—You call his wife Auto?

Hinton—Yes; she's always running down people.

Flannel shirts are made with double or fold back cuffs which are closed with mother-of-pearl buttons sewed on in link form.

Jos. P. Angell, jeweler, Pine Bluff, Ark.: I would not do without the Tradesman.

# 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.**

## HOW IT HAPPENED.

## Romance of Retail Clerk in Far Off Vermont.

My Uncle Jerry hasn't always been as rich as he is now. Neither he nor father had much to start on, excepting good big hearts and sturdy common sense, but they made the most of that capital and they have both done well—Uncle Jerry, very well indeed.

He has a great deal of money, Uncle Jerry has, and a beautiful home, and Aunt Lois—well, Aunt Lois is too lovely to have come from any place more prosaic than a fairy book.

She has corn-colored hair—loads of it—and her complexion is just peaches and cream. She is rather tall, and as straight as I ought to be, and am not, and she dresses like a Paris fashion plate, but the prettiest thing about her is her eyes. They are blue, dark, with long black lashes and big black pupils, and they flash and glow with every thought that passes through her brain, and Aunt Lois entertains a good many such visitors in the course of a day.

Uncle Jerry treats her as if she were a queen, and once when we were talking, and I happened to say so to him, he said, "But she is a queen, Lucy—all the queen I ever expect to have with this republican form of Government," and then he blushed, and pointed out how well the ivy is beginning to cover the south side of the house.

That is the nicest thing about Uncle Jerry to me—he is so boyish. He hates to talk, and especially to say things that matter very much, but Aunt Lois and I both think that one of his awkward school-boy compliments is twice as nice as a better-turned phrase from a person more accustomed to dealing in such wares.

It was funny how he and Aunt Lois happened to know each other. Auntie was a rich society girl, and Uncle only a clerk at that time, and one would not think that they ever could have come to care for each other. But I guess they could not help it, they are both so charming.

They have each told me about it, but somehow, I like Uncle's version best, it is so exactly like him.

It was when we were going through the conservatory one day, and we had just found a new rose on the Marechal Niel bush by the west door. Uncle stopped and lifted its beautiful head and looked down into its face. Flowers always seem so human to me—I can't help speaking of them as if they were real people.

"These roses always make me think of your Aunt Lois, Lucy," he said.

"They do look something like her," I answered, "she has cheeks just that shade."

"No, it isn't that exactly," said Uncle Jerry, letting the head of the rose swing back into place, and resuming his pipe, "although she is a perfect rose, and no mistake. But she happened to be wearing one the first time I ever saw her."

Uncle Jerry looked reminiscent, and as I have learned that if you want people to tell you things, you

must give them a chance. I said nothing, but looked expectant and interested.

"It was when I was clerking for Miller & Rose, up in West Appleby Junction, Vermont, the winter after my miserable first venture when I lost everything I had, and your father had to help me scramble to my feet again in West Appleby Junction.

"It was a general store—everything on earth that you didn't want and a very few things that you did. I worked as hard as I could, though, for I wanted to show Bob his kindness and confidence hadn't been misplaced, and besides that, I had to work to keep from going crazy, it was so dull.

"One horrible winter afternoon, wet and cold and dark, when I was about as sick of my job as a fellow can very well be and hold on to it, I was trying to keep an old woman from jewing me down on a five cent spool of thread. She wasn't a nice old woman, and her chatter, mingled with asthmatic wheezes, was most trying. Just as she was turning to go, the door opened, and in walked Aunt Lois.

"Pretty? Well, I guess she was! Had on a short walking skirt, dark blue, I think, and a sealskin jacket that nestled up against her rosy cheeks as if it loved the contact. Some sort of a blue hat concern on her bonny head, with her hair blown about her face, and a Marechal Niel rose pinned to the lapel of her jacket. Old Mother Stimpson dropped her jaw and stared, and I wouldn't wonder if Jerrold Densmore Forbes did the same thing. Anyhow, it struck her as funny, and she laughed the prettiest little rippling laugh and then blushed and grew dignified, and her bright eyes grew sober and dark, and her pretty mouth drew down disdainfully at the corners, as she picked her way across the dirty floor to the counter.

"I'd like a package of oatmeal," she said, "and a pound and a half of crackers, and a gallon of oil. Will you be so kind as to send them up to Mrs. Orlando Mitchell's at once?"

"So this was Mrs. Mitchell's niece. What was she doing in this little out-of-the-way hamlet in the depth of winter?

"Pardon me," I said with a start, "we only deliver once a day."

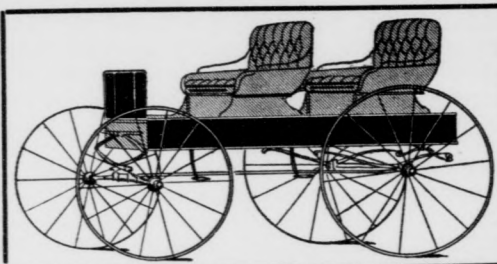
"She looked rather annoyed at first, but then her blue eyes got big and pathetic, as she looked out of the window. It had begun to snow, and the widow Mitchell lived two miles the other side of town.

"What shall I do?" she said, "we must have the things tonight."

"A gallon of oil," I thought, "poor little soul—she may get lost," for it was growing dark, and she was a stranger.

"Never mind," I said, "I'll leave 'em here to close the store, and I'll take your things for you. I'm going up that way myself."

"Oh, how good of you," she said, the dimples—did you ever see such dimples as your Aunt Lois's, my dear?—her dimples came flashing



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.

## WHEN IN NEED OF VEHICLES

OF ANY KIND

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



## 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

## 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



White Seal Lead

and

Warren Mixed Paints

Full Line at Factory Prices

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

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.



out again. "If you only would! I only walked to town for fun, Aunt Essie didn't want me to, but I would go, and I never dreamed a gallon was so big. It's very kind of you. But tell me what your name is—mine is Lois Galt, and I'm here visiting my aunt because she is ill, and none of the rest of us could be spared."

"I told her my name—she was such a kind little lady, she had set me perfectly at my ease, and then, some way or other, she coaxed out of me why I was ornamenting West Appleby Junction, and all about my troubles and ambitions, until, by the time we had reached the widow Mitchell's I felt as if I had found a real friend.

"Thank you so much," she said, as we reached the gate, "I'd ask you in, but Auntie isn't quite so well tonight. I wish you would come and see me some other time, though. I like you, somehow, and it's awfully lonely here away from everybody."

"Well, I went to see her, and she was just the same, only prettier than ever in her dainty house gown. The widow Mitchell and I had gotten to be pretty good friends before Miss Lois came down, so I went oftener than ever as the spring drew on and she got better.

"One night, Lois and I were sitting out on the veranda, chatting as usual, when, all of a sudden, she looked up at me and said, "Jerry, I'm going home to-morrow." My heart gave a sort of leap within me, and I almost gasped, "Home!" as if it were the most unheard-of place for a girl to go.

"Yes, home," she said, pulling a pink rose bud off the lattice at the side of the porch, and looking up into my eyes—"home."

"Don't look at me like that, dear," I said, "I can't stand it—I—I—can't stand it!" but she never moved her eyes, only they grew big and soft.

"Lois, darling," I cried, "don't go! You'll take my whole heart and life with you if you do, I love you so—I love you—there! I've said it, oh! what shall I do? Don't notice it, please, Miss Lois—I didn't mean it—I am ashamed of myself—I never meant to say it—I—" and I stalked up and down the little porch wringing my hands and carrying on like a perfect loon.

"When I dared to look at her again she was still toying with the rosebud, her cheeks were glowing and her eyes cast down.

"Why, Jerry," she said, in such a weak, timid little voice, "I hoped you meant a little of it!"

"Why Jerry Forbes! You dreadful man, to go and make up such stories about your poor wife! Lucy, child, what nonsense has he been telling you," and Aunt Lois stood in the door laughing and sparkling as she always was.

"It wasn't at all like that, I assure you. As if I ever threw myself at a man's head like that—to say nothing of forgetting my filial duty. What I really said, was, sir, your sentiments do you honor, but this is so sudden—you must speak to Papa, and he said, madam, yours to command. I

will confer with your respected parent."

"But men are such story tellers, aren't they, Jerry?" and the audacity of her smile from the conservatory door was something beautiful to see.

Helen Streeter.

### One Man's Ideas of Credit.

In a word, business means buying and selling, and there are in use at the present day, two great methods, the one being "For Cash" and the other "On Credit." We are concerned almost entirely with the latter. Here we reach another question, a greater question, to which the answer, if the correct one, will show a motive worthy of the men who are influenced by it. This question is: What is Credit?

The simplest, and at the same time perhaps the most satisfactory, definition of credit is confidence. When we sell goods on credit, we rely upon another's implied promise to pay for the goods when due—he has our confidence. This confidence or credit is given on one of two bases, either on account of the financial condition of the purchaser, showing that he can not avoid payment, or else on account of his moral character, showing that he will not do aught, but pay. If the dispensing of credit were done solely upon property statements and exhibitions of financial strength, the credit man would not be needed, or would be at best but a ministerial officer, whose duties could be performed by the veriest tyro.

But modern business is not conducted upon this plan. It is confidence in the character and in the ability of the buyer which causes a credit man to say: "We will be glad to sell goods to you," which confidence is, of course, founded on various underlying causes. Confidence is that makes the world go 'round, nor do I cavil at the old saw, for confidence is the very groundwork of love, as it is of every other human relation.

Every act of our daily life implies confidence in someone. We believe that our food will nourish our bodies, that our houses will shelter us, and that they will stand upright in spite of storms. This implies confidence in the organism of our bodies and in the stability of the earth itself, and in the skill of the man who planned and put together the framework of our buildings. There is not a relation in life that is not founded on confidence—that of man and wife, of parent and child, of master and servant, of employer and employee. In each instance the one trusts the other and believes that he will do certain things and will not do certain other things.

One could easily show that a higher form of civilization involves chiefly an increase of confidence between nature and man, and between man and man. If love is the greatest thing in the world, confidence is her handmaiden. Let us rejoice and be glad that modern business is founded on this great thing, and proud that it is, with this very thing itself,

that we, as credit men, are solely concerned.

We believe that our calling is a high one, and it should be our duty and our pleasure to keep it on a high plane, and we must remember that we ourselves, at the same time the servants and the arbiters of our profession, are responsible for its position in the eyes of the world.

Not so very many years ago the business man, as such, was ranked far below the professional man—the student—the scientist. Thank God, those days are past—but, remember, that this is so chiefly because many wise men of affairs have brought into their offices, their factories and their stores bodies, healthy and well trained, intellects keen and far seeing, and hearts great enough to em-

brace persons and objects outside of self, and because they have with heart and brain and soul met and solved the problems and faced and conquered the adverse conditions which beset them.

Geo. Thurston Macauley.

Quickness to detect and expose the weakness and frailties of a fellow man, harshness in condemning them, merciless in punishing them, are not the characteristics which experience would lead us to expect in a very high and noble nature.

When you make a customer feel that you are doing him a favor you are making the kind of trade that lasts.



### 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.

## 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.

## BILL BLACK'S ERRAND.

A Tragic Romance of Frontier Store-keeping.  
(Concluded.)

At the words the ranchman stepped by the storekeeper and opened the door leading into the stable. He brushed the other man as he passed and Black grasped his pistol. Before he could make another move North stumbled back upon him with a cry of dismay. "Great God," he whispered hoarsely, "the big door is open!"

At the same instant there came a crash of wood giving way beneath a heavy weight hurled against it. The two men could see nothing, but they stumbled forward toward the point of attack. North was ahead and hoped he might draw the big door shut before the Indians had gained entrance to the shed and made such a thing impossible. If once he could get it closed he had little fear the foe could break it down.

The hope vanished with another crash, for the wall, unable to longer withstand the assaults, was broken in by the weight of a man's body thrown against it. The aperture was not large, but it was sufficient to admit the redskin leading the attack. A stream of the uncertain moonlight came with him and revealed him to the two men as he plunged forward into the passageway. At the same instant he beheld North and Black and he hurled himself upon the young ranchman with savage fury. His face was livid with the passion of the fight and in the meager light he looked more like a demon than a man. Behind him another Indian was worming himself through the opening to aid his leader and the excited voices of others anxious to enter could be heard in subdued accents urging him onward.

North and the Indian who had broken through grappled in the semi-darkness and the white man with superhuman strength hurled his savage opponent backward. There was no room for gun-play, but suddenly the redskin wrested one arm free and seized a knife from his belt. The storekeeper saw it flash in the feeble moonlight.

North threw up his arm to ward off the blow and at the same moment a pistol was discharged so close to his face the flash burned his cheek. The half-uplifted knife fell clattering upon the floor and his assailant sank downward, dragging the white man with him in his slowly-loosening embrace. The storekeeper sprang by them, feeling fruitlessly upon the floor for the Indian's lost weapon as he passed, and closed in with the second savage who had now succeeded in entering. A third member of the band was squirming through the opening.

"The door!" the storekeeper cried. "Shut the big door."

North had struggled to his feet, but he heard the other's words in wonder and irresolution. He knew that in a moment the whole attacking party would sweep in upon them through that steadily widening open-

ing and that they were two men almost unarmed against ten. If that door could be closed the ranch would be saved, but it must be barred from the other side and one might check the assault until this had been accomplished; but it was death.

Black had pressed his foe backward as he bade the other close the door and save himself and the ranch. "Man, you don't know," North cried as he attempted to come to his assistance.

"God help me," cried the storekeeper, breathing hard, "I do know—it's for her."

At the mention of Rose, North turned with a strange sensation of cowardice and, feeling along the wall, found the door. He stepped through the open doorway and drew the barrier toward him with all his strength. It shut firmly and he dropped the great bar into place. He heard the sound of many rifles and much shouting as he ran blindly toward the main building. Behind him the great door shook as the form of a man was thrown back upon it in combat.

North stumbled through the house to find it deserted. He discovered to his alarm that even Rose had disappeared from the room in which he had placed her. The outer door was open and he rushed out to find the woman he loved looking with tense excitement out upon the plain.

There was enough light to see indistinctly and he beheld a dozen black forms leaping into the saddle. But some of the Indian horses were riderless and were running with the others. It was a stampede and above the thunder of flying hoofs the voice of old man Lawton could be heard in victorious shout, punctuated now and then by a flash and a report as a white man's rifle spoke in the gloom.

When the shadow that had swept up from the river a quarter of an hour before with the war-cry of the Sioux had disappeared in a panic of defeat, the defending party returned to the house. North waited for no explanation, but bidding two of his men follow him retraced his steps to the passageway.

They forced the great door open with some difficulty for there was a weight against it. The storekeeper lay nearest it and was still breathing. Across him lay one of the redskins in the embrace of death. Near the opening in the wall might be discerned in the moonlight that fell upon him the Indian whom Black had shot. One of the men picked up Black's gun. He was surprised to find five chambers empty.

As gently as possible they bore the storekeeper into the great front room and laid him upon a couch. There were wounds upon his body that caused Lawton to shake his head. Suddenly the old man raised his hand for silence. He saw a movement of returning consciousness, the flicker of the dying candle.

The storekeeper turned his head and his eyes opened and gazed upon the group standing in awe-struck silence about him. Rose had shrunk



## A Peep into the Future

We cannot tell your fortune,  
but we can help you make it.

Our plan is very simple. You will be surprised at what a change a Dayton Moneyweight Scale, with the new invention, the Nearweight Detector, will make in your monthly profits.

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

We believe this system will do as much for you.

Now here's what we want you to do: Spend one cent for a post card, address it to us, and ask for our 1903 catalog. Not much, is it? This book will help you

*Save three Pennies.* Do it today.

Ask Department "K" for Catalog.

THE COMPUTING SCALE COMPANY

MAKERS DAYTON, OHIO

THE MONEYWEIGHT SCALE COMPANY

DISTRIBUTORS CHICAGO, ILL.



Dayton  
Moneyweight





away at sight of his injuries, but he seemed to see her first of all.

"Rose," he called. The others drew a little away as she knelt beside him.

"Rose," he said, "it was for you. Say you love me."

Then she knew. She placed her hand on his. "I love you," she said in a low voice.

As she spoke a change came over the man's face. It seemed to be bathed in a supernatural radiance. It may have been a moment of that earthly joy he had lost; it may have been the coming of that heavenly peace he had gained. His eyes closed and with a sigh he fell into the dreamless sleep.

The woman rose and first of all her glance went to North. He stood like a statue with wonder and pain and pity on his countenance. He could not hate this man who had died for him; but her three words had stunned him.

With a shudder for the man she had left and with a new light in her face for the man to whom she turned, Rose stepped to the young ranchman's side. She took his hand.

"Don't you understand?" she cried. "It was a lie." Douglas Malloch.

#### Does It Pay to Buy "Futures?"

Does it pay to buy canned goods for future delivery?

Such is the question frequently put to the store administration editor of this paper.

If the editor were back in business again he would not buy canned goods for future delivery. Some merchants hold different opinions, and as this is a free country they can act on those opinions.

Selling canned vegetables, for instance, for future delivery, begins early in the spring before the seed is planted.

The jobber makes his contract with the packer and in turn lets his trade in on the deal.

It is no fine thing for the jobber with the exception that by selling goods on that plan he is able to get a better line on the needs of his trade than he could otherwise.

The jobber must guarantee the price to the retailer in order to make the retailer feel secure.

If the price goes up the jobber fills the order at the prices named and the retailer wins the difference. If the price goes lower than that at first named the retailer is made whole.

On the other hand if the pack runs short and the packer is unable to fill his orders, he crawls out without making the jobber good and the latter must hustle for his supply elsewhere. The retailer of course demands the goods and the jobber must fill his orders to keep his trade feeling right toward him.

On the surface it looks like a cinch for the retailer and a chance for the jobber to get caught in the squeeze while trying to serve his trade and do all of the business he can.

Many a retailer reasons it this way: "I stand to win, if the market goes up."

I can not lose as the jobber will stand the loss.

Sounds fine.

How much money has the average retailer made on buying futures? That's the test.

Supposing the price went up five or ten cents per dozen, did he gain enough to pay him for carrying that big stock in his back room at his own expense?

Are there not many times before that stock is gone when he would rather have the money to use in discounting?

Is it not true that the merchant who keeps his investment in stock down to the lowest possible minimum consistent with demands of his trade, is the money maker nine times out of ten?

Is it not true that while credit men are urging the merchant to hold his stock down to decent figures, the traveling salesman is neutralizing that talk by urging the merchant to buy fifty cases of canned corn which will arrive in October and likely be carried until the next April?

Buying futures is a habit.

There are differences of opinion on the value or detriment of habits. —Commercial Bulletin.

#### Recent Business Changes Among Indiana Merchants.

Anderson—S. E. Ballew has purchased the grocery stock of Brown & Blue.

Cannelton—Cyrus Perkins, general merchandise dealer at this place, is dead.

Crawfordsville—F. C. Huber flouring mill operator, has sold out to D. Gratz & Son.

Elwood—R. B. Cawles & Co. succeed Guy Staggs & Co. in the confectionery business.

Evansville—A. Schmitt & Son have purchased the drug stock of Wm. Weber.

Fort Wayne—Pellens & Polster, druggists, have dissolved partnership. The business is continued by Pellens & Lewis.

Indianapolis—The Indianapolis Abattoir Co., beef and pork packers, have increased their capital stock to \$500,000.

Linton—Frank B. Winters, dealer in grains and seeds, has sold out to Pennington & Cullison.

Milroy—Bothoff & Anderson succeed Root & Green in the flouring mill business.

Seymour—W. C. Gilbert has engaged in the grocery business, having purchased the stock of J. M. Brown.

Whiteland—Sharp & Graham have purchased the general merchandise stock of H. E. Johnson.

Goshen—The Goshen Pharmacal Co., manufacturers of physicians' supplies, is in the hands of a receiver.

#### Industries Wanted.

Pentwater, Oceana county, Michigan, offers free sites and a liberal cash bonus to responsible manufacturing concerns. Both rail and water shipping facilities. Cash ready. For particulars address

W. B. Hart, Secretary,  
Pentwater, Mich.

## USE OUR BRILLIANT GAS LAMPS



Halo 500 Candle Power.

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

**Less than one-half a cent a day.**

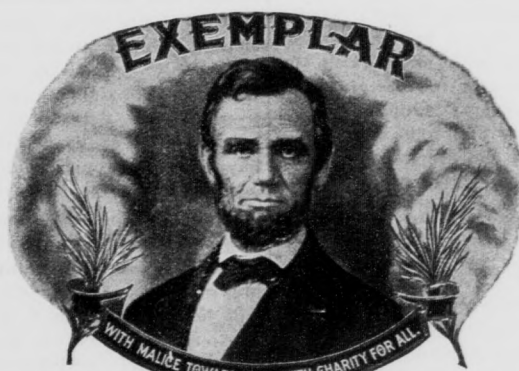
One quart gasoline will go farther than 9 quarts of kerosene; give more light than 8 or 10 ordinary lamps. Better than gas or electric light at  $\frac{1}{4}$  the cost. Anyone can use them. It is the one gasoline lamp that never fails to give satisfaction or to do as represented. **Every lamp guaranteed.**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

**BRILLIANT GAS LAMP CO.**

42 State St., CHICAGO.



100 Candle Power.



## THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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



## WE WANT YOU

to have the agency for the best line of mixed paints made.

#### 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.

**The FOREST CITY PAINT & VARNISH CO.**

Established 1865.

CLEVELAND, OHIO

## Only One Cent

If invested in a postal card

## May Make You Many Dollars

Address one to the

**TANNERS' SUPPLY CO., LTD.**

asking for prices on

## HEMLOCK BARK

Ten tanneries represented.

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

## The New York Market

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

Special Correspondence.

New York, June 26—Coffee has scored this week and we have to record a firmer feeling and on some sorts an advance. It is needless to say that when this slight advance took place those who had a lot of coffee to sell were not disposed to hang on and liquidation was the order of the day. Of course, an advance in coffee at this time is solely on paper, and with huge supplies coming for months ahead there is nothing on which to base any hopes of a material advance in quotations. The week, so far as actual transactions go, has been very quiet and neither roasters nor jobbers seemed to take any interest in the situation. No. 7 is presumably not here in any large amount and for this line the market is, perhaps, firmer than a month ago. It is not to be quoted any higher, but the feeling is rather stronger at 5½c. Of Brazil coffees there are in store and afloat, 2,405,188 bags, against 2,536,941 bags at the same time last year. Mild grades do not seem to sympathize in any upward tendency which Brazil sorts may exhibit and sales have been comparatively few and far between. Good Cucuta is worth 8c. Little, if anything, is doing in East India coffees beyond the small daily transactions.

The small lots of teas on offer are taken with a reasonable degree of avidity and, upon the whole, the general situation is, perhaps, better than last noted. Old teas, however, move very slowly and sales are of the smallest quantities. With freer receipts and an advancing season holders seem to feel encouraged and look for a good fall trade. It is to be hoped these aspirations will receive no setback. There is room for a whole lot of improvement in the tea market of this country.

A large share of the orders received for sugar have come from the West this week, as the weather in the East has been too cold and wet for much sugar trade until Friday. If we now have some summer weather we are very likely to see a rush for sugar at once. Most of the business now going forward consists of withdrawals under previous contracts.

The better feeling in rice continues and at the close the market is certainly very firm, especially for the better sorts. Orders have come in freely from almost all parts of the country and, while not for large lots, the aggregate is very respectable and the supply here must be pretty well reduced. Prices remain about as last week, although a tendency to a higher basis is to be noted.

There has been a fair distributing trade in spices and pepper leads all others. Business for this time of year is probably better than the average and, with supplies becoming smaller, the outlook is surely in favor of the seller.

Very few new orders for molasses have been received, the little business taking place consisting of withdrawals under old contracts. Prices are very firmly adhered to and sellers will make no concession. Nor do buyers ask any if they really want the goods. They realize that the stock now offered—desirable grocery grades—is worth the money and they are willing to pay it. Syrups are unchanged, with possibly a little better feeling.

In canned goods there is hardly any change, and at the moment neither buyer nor seller takes very much interest. With much better weather, the outlook for potatoes and corn will show improvement and crops may be fair after all. Prices are practically without change, but well sustained.

Dried fruits show little, if any, change. Large prunes are firm and the supply is running rather light, while demand is fairly active. Aside from this the demand is simply for supplies to keep up assortments and buyers are not purchasing for future wants.

No change in quotations of butter have been made, but with freer receipts here and on the way it is not improbable that some slight change will be made within a week. Best Western creamery has been in fair demand and perhaps some few choice lots have sold as high as 22c; but this is above the prevailing rate and not over 21½c can be fairly claimed as the market price. Western imitation creamery, 17@20c; Western factory, 15½@17c, latter for extra stock; renovated, from 14@18½c and in good request, while supply is rather limited.

The cheese market shows a little better feeling both with the home trade and exporters, the latter, however, still insisting that they can do better in Canada. Prices are practically without change, large size full cream fetching 10¾c.

The egg market is steady, demand and supply being pretty well balanced. Extra Western fresh-gathered stock will bring 18@18½c; seconds to firsts, 15@17c, and candled from 12@14c.

### The Hard Working Human Heart.

Some one with an aptitude for statistics has been doing a little calculating on the subject of the human heart and its activities. The normal heart, it appears, beats about seventy-five times in a minute, so that an hour's record would be something like 4,320 beats. Supposing that a man lived to be fifty, his heart would have beaten 1,892,160,000 times. If a son of this man, more robust than his father, should fill out the Scriptural allotment of three score years and ten, his heartbeats would number 2,649,024,000. It is easy to understand, after such a computation, why this hard working servant of the human body so frequently wears out.

It is good to have lived among mountains and climbed them when you were young. It gives you bigger ideas of things.

## 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.



## 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.

## 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

## 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

Printing for Produce Dealers



**Marshall Field's Retail Accounting System.**

To appreciate to the fullest extent the practical value of the loose-leaf idea one has only to take an occasional trip through the accounting department of our largest department stores, manufacturing concerns or well-known offices. For example, let us visit the accounting department of Marshall Field & Co.'s immense retail store in Chicago. Here it is that we really see "Detail" and see it handled as if by machinery. There are no questions asked as to how this shall be done and that shall be handled. Everything is automatic as far as it is able to make a smoothly running piece of machinery of over 200 clerks, stenographers and book-keepers.

In this department are handled between fifty and sixty thousand accounts, most of which change monthly. There is no noise nor confusion. Everything and everybody has its place and is in that place with a particular work to do.

Grouped on one side of the room are fifty young ladies operating as many billing machines. The small yellow sales tickets made at the time of the credit sales in the various departments throughout the store, are passed to the accounting department each day, where they are billed immediately. There being such a large number of accounts it is necessary to sub-divide the work alphabetically. As the clips come in they are classified, the alphabet being divided among the fifty clerks, the Aa to Ak going to one machine, the Ak to Az to another machine, etc.

Each operator is provided with a file in which are filed alphabetically the customers' statements. The dates and amounts shown on the yellow slips are transferred to the statements. The yellow slip is then stamped "billed." The statement is made in duplicate.

When the entry is made the bill is again inserted in the file for further entries if there be any, during that month. As some of the accounts are quite lengthy, occupying two or three pages, the sheets have repeatedly to be removed from and inserted again in the file. The advantage of the loose-leaf file in this connection is that a single sheet may be instantly inserted or removed from any part of the book in an instant without disturbing a single other sheet. The leaves are independent of one another. On pressing a thumb-spring the file may be opened at any point. On closing again it locks automatically, holding the sheets in perfect alignment and as securely as in a bound book.

At the end of the month the statements are totaled by adding machines and the totals audited with the totals of the sales tickets. If there be any balance for the previous months it is then inserted and the original bill torn from the duplicate and mailed to the customer. The duplicate is filed in the loose-leaf binder and constitutes an itemized journal of sales.

When the operator of the billing machine transfers the amount of the sales ticket to the statement, the same amount is extended to a long slip inserted separately in the machine. This slip forms a recapitulation of the sales to each customer. It is totaled on the adding machine and passed to the book-keeper for posting in the ledger. The file used by each operator has a corresponding loose-leaf ledger carrying the same accounts. Each book-keeper has charge of two ledgers. There are about thirty book-keepers.

This system eliminates the cash book, does away with the journal and makes it possible to mail out the monthly statement and bill combined, promptly on the first of the month.

**Age of College Graduates.**

The increase of age of college graduation, according to Professor Thomas, has been greatly exaggerated, and he says that at best it exists only for certain institutions, others showing even a decrease. As our school system is at present constituted, the normal age is between twenty-two and twenty-three, and the gradually organizing secondary education tends to make the percentage graduating within this age increasingly large. It was formerly possible, although not often happening, for a boy to graduate at sixteen; but this is not so now. The young man now leaves college but little older than did his father or grandfather, but, of course, with higher academic attainments. If entrance into professional life is later than formerly, the cause is not in the college or its preparatory school. The trend of opinion and of practice is in some way to drop a year of the college course, and to make the medical college course longer and more thorough-going.

**Her Objections.**

"My dear," whispered the husband who had accompanied his better half to the shop where she expected to purchase a spring gown, "I think that dress with the black lace fixings on it is nobby. Why don't you get it?"

"Oh, it would never do," answered the wife. "Everybody is wearing that style."

"Then here's another good looking one—this one with the separate jacket and the strap fixings on the skirt."

"Mercy, no! Why, nobody is wearing that!"

**While They Last.**

There was a sign in the window. It read: "These suspenders 19 cents while they last."

The sad faced man walked in and accosted a salesman: "You say these suspenders are 19 cents while they last?"

"Yes sir; yes, sir."

"And how long do you suppose that will be?"

"A very few days, I assure you, sir."

"Good day, sir. I wouldn't have a pair that wouldn't last longer than that."

**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

Watermelons, Pineapples, Oranges, Lemons, Cabbage,  
Southern Onions, New Potatoes

Our Weekly Price List is FREE

14-16 Ottawa Street, Grand Rapids, Michigan

When Huckleberries are ripe, remember we can handle your shipments to advantage.

SHIP YOUR

**BUTTER AND EGGS**

—TO—

**R. HIRT, JR., DETROIT, MICH.**

and be sure of getting the Highest Market Price.

**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.

**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.

**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.

## Butter and Eggs

### Plea for Subordination of Commercialism in Horticulture.\*

It is with some hesitations that I give utterance to the thoughts that occur to me in connection with this topic, because there is some danger of being interpreted as going back on the record of years during which a considerable portion of my time has been given up to the making of brochures and pamphlets and tracts upon the subject of thrift, in the interest of a banking institution with which I am connected; but, you know, a description of the same house given from different viewpoints may exhibit very different pictures and still be true in every respect. Thrifty habits have a great deal to do with the development of a high type of character, but I fear, in engendering these habits, we have reached a danger point in the excessive commercialism which characterizes this era in American life. The tendency to measure everything by the dollar or by the margin of gain is calculated to develop intensive life on too low a plane to evolve that which is noblest in it. This is specially true in horticulture. The records of this society show this strong tendency to measure success by the money standard. At Grand Rapids our Grand River Valley Horticultural Society was organized largely to awaken an interest in the art for what it will do in the moulding of character; still, we found the commercial idea came so strongly to the front that a second organization was developed, known as the Grand Rapids Fruitgrowers' Association, which should deal exclusively with commercial horticulture, thus giving our older society free swing in the broader field of influence which horticulture can exert in the evolution of character. We find, however, in almost every meeting and in almost every discussion the commercial idea insinuates itself so strongly as to guide the discussion. Someone has said that in the development of a horticultural society, if we center our efforts upon the amateur the professional will take care of himself. My experience corroborates this statement.

In reviewing the history of horticulture in our country we find that the men whose names are most highly respected as leaders in the movement are those who paid the least attention to the question of whether this fruit, or this movement, or this tendency would bring more dollars into the pocket than another. The main thought has always been with these leaders, "Will our art, developed in this way, reach a higher standard of influence for the betterment of mankind?" Note the names of the men who have built upon this foundation: Marshall P. Wilder, the family of Mannings, the two Downings, Warder, Thomas, Lyon, Hexamer, and the two Saunders of Washington and Ottawa, Furnas, Babcock, Tracy, Burbank.

\*Address by Hon. Charles W. Garfield before June meeting of the State Horticultural Society.

I could name many others, like Barry, Ellwanger and Meehan who have achieved commercial success, but their names are written with these others because of their influence in the realm which stands above commercialism.

We often exclaim against the policy of the men who selfishly stay out of horticultural societies, not giving of their money nor their time nor energy for the upbuilding of these valuable organizations, who express their pride in their own success by saying that they have worked out their own ideas and succeeded under them without wasting time in societies and organizations, when we know that the very ideas upon which their success is founded were wrought out through these organizations, and these men are successful

thought in its application to the woods and forest products as I would apply it to horticulture when he said: "If a man spends half his time in the woods, for the love of the woods he is in danger of being looked upon as a loafer; but if he spends all his time as a speculator, shearing off these woods and making earth bald before her time he is recorded as an upright and industrious citizen."

If I should ask you why you belong to this horticultural society each of you might give a different answer, but the purport would be identical, that you united with the society and attend its meetings for the purpose of acquiring information from others that will aid you to a more successful practice of horticulture; and I ask, "What for?" and you



with stolen goods. We become indignant in thinking of this habit of thievery; and still, too many of us are guilty of a like offense when we glory in what we call our original observations which have resulted in the bringing out of fresh ideas for which we take credit, when we are but putting ourselves in sympathy with God's processes and forgetting Him. I wish to plead for that appreciation of our art which will recognize in all our findings, and in all our successes the Creator's finger; and to magnify the life of him who sometimes forgets the question, "Will it pay?" when he observes in the creations developing under his hand the wonderful laws under which he is working and the master hand that guides all the processes that make for beautiful horticultural originators. Thoreau expressed my

answer, "So that I may get on better in my occupation." I again ask, "What for?" and you say, thinking I have gone about far enough. "So I can support my family properly and have something for a rainy day and fill my proper place in the world." Once more I ask, "What for?" and if you are thoughtful rather than petty you will say, "Because I am placed in this world without my volition, but to fulfill an obligation, and that obligation is to God, to develop and use the ability that I have for the highest purposes in life." I am willing to stop there, for that means character. Take any phase of life, the entrance upon any occupation in life, any purpose in life, and when it is brought up by the same course of questioning to an ultimatum the same result is reached.

You young men who are attending college give me another illustration. "Why do you come to college?" "To get an education." "Why to this college?" "To get the kind of education that is given at this institution." "Why do you want this kind of education?" "To help me get a living and succeed in life." "Why do you wish a living, and why do you desire to succeed in life?" You cannot avoid the answer, if you are thoughtful, "I am a child of God, with obligations placed upon me by my parent, and I am following this career to fulfill those obligations." Again we come to character.

I have but one thought to leave with you in connection with this brief address, and it is this: In the realm of horticulture we have wonderful opportunities for the development of character, and these opportunities come through the recognition of God's thought in every process that makes for our success. My plea is that people who take up horticulture for a livelihood should live up to their opportunities in getting out of their occupation a measure of satisfaction commensurate with the advantages offered. We are dealing with nature's processes, and we are acting directly under the authority which commands us to control and utilize. There is a keen satisfaction in following out some law governing plant or animal life and under it developing new and attractive forms which add to the valuable accompaniments of life in this world. It is through experience of this kind that we recognize ourselves as occupying a remarkable relationship to the Maker of all laws. If we put the right thought and the right spirit into the occupation of horticulture we shall develop within ourselves the knowledge and appreciation of our kinship to God which is a factor of greater moment in our lives than any commercial success we can nominate. I understand how important it is for us to hold ourselves down to the realities of living not to neglect to cultivate that side of our nature which enables us to develop habits of thrift, which are the basis of commercial and financial success. No meeting of this society is held without the making of these things very prominent. The question of whether this process or that process will enable us to secure the best returns, the interrogation, "Will this product or that product bring the most money, and how can we best handle this crop or this field so as to make the most money out of it?" are constantly iterated and reiterated in the proceedings of societies of this character. I simply appeal to you in this brief word to think of horticulture and its processes as affording opportunities for doing more than merely getting a living or succeeding (speaking after the manner of men) in life. All honor to the men who have been willing to make sacrifices personally and financially in the interests of bringing out some new production or some new method



which will be an advantage to a large number of people. These men are laughed at by the severe utilitarians. They are not accounted successful in ordinary parlance, but they are the men who really make horticulture a distinctive occupation, having greater attractions than that of ordinary farm husbandry.

In order to secure what I call the wider benefits of our vocation we must see through nature's processes which we are utilizing in making a living, to nature's controller, and feel that in studying the methods that shall add to our success we are studying Him who originated the methods. The higher thought connected with the business of horticulture is one which, if it is kept in mind, will find its fruition in the development of broader and more attractive attributes of character, which, because they are eternal, are not to be compared with the ordinary successes of this world which are measured in money or lands or position or influence. We are prone to think that the man who idealizes an occupation and represents that side of it which appeals to the aesthetic and spiritual nature of man, as somewhat unfitted for the successful prosecution of business enterprises; and we are likely to smile at the thought of mingling with the harder, severer processes of getting a living a thought of recognizing God's hand in the methods that enable us to succeed. This, to my apprehension, is all wrong and is a narrow vein of an occupation. I see no reason why a man to be successful must always measure an apple tree by the number of dollars that can be made out of it. I can see no reason why he can not, at the same time he is managing that apple tree so as to get the largest measure of money returns from it, recognize the possibilities of that tree as a beautiful accompaniment of his farm, and in its selection and management have this thought in mind. I can not see why it need take from a man's financial success in the selection and development of fruits for the market that he shall acknowledge to himself and his friends that he is simply taking advantage of God's wonderful laws in developing his success and showing his high thought in recognizing this dependence. In other words, why is not horticulture, because its commercial success depends upon utilizing to the utmost a knowledge in detail of God's laws and processes, an occupation delightfully suited to the development of man's religious nature?—perhaps inducing him to be a strict sabbatarian or emphasizing the importance of attending all the functions of some church, but with the right view not only enabling him, but commanding him, to a recognition of God's arm as his strongest ally and thus promoting in him a religious life that finds its surest development in the richer character of the man.

Do not turn my thought aside because its object is to induct into horticulture a religious thought and religious element. I would not mini-

## Hardware Price Current

Ammunition			
Caps			
7. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	80		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 40		
No. 2 Winchester, boxes 250, per m.	1 40		
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.	60		
Black edge, Nos. 9 and 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Gauge
120	4	1 1/2	10
129	4	1 1/4	9
128	4	1 1/8	8
126	4	1 1/2	10
135	4 1/4	1 1/2	5
154	4 1/4	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/2	6
285	3 1/4	1 1/2	5
284	3 1/4	1 1/2	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 90		
1/2 kegs, 12 1/2 lbs., per 1/2 keg.	2 40		
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 05		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 65		
Augurs and Bits			
Snell's.....	60		
Jennings genuine.....	25		
Jennings' imitation.....	50		
Axes			
First Quality, S. B. Bronze.....	6 50		
First Quality, D. B. Bronze.....	7 00		
First Quality, S. B. S. Steel.....	7 00		
First Quality, D. B. Steel.....	10 50		
Barrows			
Railroad.....	13 00		
Garden.....	29 00		
Bolts			
Stove.....	70		
Carriage, new list.....	60		
Plow.....	50		
Buckets			
Well, plain.....	24 00		
Butts, Cast			
Cast Loose Pin, figured.....	70		
Wrought Narrow.....	60		
Chain			
1/4 in. 5-16 in. 3/4 in. 1 in.			
Com. 7 c. 6 c. 5 c. 4 c.			
BB. 8 1/2 7 1/2 6 1/2 5 1/2			
BBB. 8 3/4 7 3/4 6 3/4 5 3/4			
Crowbars			
Cast Steel, per lb.....	5		
Chisels			
Socket Firmer.....	65		
Socket Framing.....	65		
Socket Corner.....	65		
Socket Slicks.....	65		
Elbows			
Com. 4 pieces, 6 in., per doz.....	75		
Corrugated, per doz.....	1 25		
Adjustable.....	40 10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American.....	70 10		
Nicholson's.....	70		
Heller's Horse Raps.....	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 26 and 28; 27, List 12 13 14 15 16 17	28		
Discount, 70	17		
Gauges			
Stanley Rule and Level Co.'s.....	60 10		
Glass			
Single Strength, by box.....	90		
Double Strength, by box.....	90		
By the Light.....	90		
Hammers			
Maydole & Co.'s, new list.....	33 1/2		
Verkes & Plumb's.....	40 10		
Mason's Solid Cast Steel.....	300 list		
Hinges			
Gate, Clark's 1, 2, 3.....	60 10		
Hollow Ware			
Pots.....	50 10		
Kettles.....	50 10		
Spiders.....	50 10		
Horse Nails			
Au Sable.....	40 10		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japaned Tinware.....	20 10		
Iron			
Bar Iron.....	2 25		
Light Band.....	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	75		
Door, porcelain, jap. trimmings.....	85		
Lanterns			
Regular 7 Tubular, Doz.....	5 00		
Warren, Galvanized Fount.....	50		

## Crockery and Glassware

Levels	
Stanley Rule and Level Co.'s.....	71
Mattocks	
Adze Eye.....	\$17 00..dis 60
Metals—Zinc	
600 pound casks.....	7 1/2
Per pound.....	8
Miscellaneous	
Bird Cages.....	40
Pumps, Clstern.....	75
Screws, New List.....	85
Casters, Bed and Plate.....	50 10 10
Dampers, American.....	50
Molasses Gates	
Stebbins' Pattern.....	60 10
Enterprise, self-measuring.....	80
Pans	
Fry, Acme.....	60 10 10
Common, polished.....	70 10
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 80
"B" Wood's patent planished, Nos. 25 to 27	9 80
Broken packages 1/4 c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy.....	40
Scotia Bench.....	50
Sandusky Tool Co.'s, fancy.....	40
Bench, first quality.....	45
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	2 75
Wire nails, base.....	2 25
20 to 60 advance.....	Base
10 to 16 advance.....	5
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
1 advance.....	100
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
Rivets	
Iron and Tinned.....	50
Copper Rivets and Burs.....	47
Roofing Plates	
14x20 IC, Charcoal, Dean.....	7 50
14x20 IX, Charcoal, Dean.....	9 00
20x28 IC, Charcoal, Dean.....	15 00
14x20 IC, Charcoal, Allaway Grade.....	7 50
14x20 IX, Charcoal, Allaway Grade.....	9 00
20x28 IC, Charcoal, Allaway Grade.....	15 00
20x28 IX, Charcoal, Allaway Grade.....	18 00
Ropes	
Sisal, 1/4 inch and larger.....	8 1/2
Manilla.....	13
Sand Paper	
List acct. 19, '88.....	dis 57
Sash Weights	
Solid Eyes, per ton.....	36 00
Sheet Iron	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 97
Nos. 18 to 21.....	3 75
Nos. 22 to 24.....	4 10
Nos. 25 to 28.....	4 20
Nos. 27.....	4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10
Shovels and Spades	
First Grade, Doz.....	6 00
Second Grade, Doz.....	5 50
Soldier	
1/2 c.....	19
The price of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.....	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal.....	\$10 50
14x20 IC, Charcoal.....	10 50
20x14 IX, Charcoal.....	12 60
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal.....	9 00
14x20 IC, Charcoal.....	9 00
10x14 IX, Charcoal.....	10 50
14x20 IX, Charcoal.....	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	13
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.....	75
Onelda Community, Newhouse's.....	40 10
Onelda Community, Hawley & Norton's.....	65
Mouse, choker, per doz.....	15
Mouse, delusion, per doz.....	1 25
Wire	
Bright Market.....	60
Annealed Market.....	50
Coppered Market.....	50 10
Tinned Market.....	50 10
Coppered Spring Steel.....	40
Barbed Fence, Galvanized.....	3 16
Barbed Fence, Painted.....	2 80
Wire Goods	
Bright.....	80
Screw Eyes.....	80
Hooks.....	80
Gate Hooks and Eyes.....	80
Wrenches	
Baxter's Adjustable, Nickel.....	30
Coe's Genuine.....	30
Coe's Patent Agricultural, Wrought.....	70 10

## STONEWARE

## Butters

1 to 6 gal., per doz.....	48
1 to 6 gal., per gal.....	6
8 gal. each.....	52
10 gal. each.....	66
12 gal. each.....	78
15 gal. meat-tubs, each.....	1 20
20 gal. meat-tubs, each.....	1 60
25 gal. meat-tubs, each.....	2 25
30 gal. meat-tubs, each.....	2 70
Churns	
2 to 6 gal., per gal.....	6 1/2
Churn Dashers, per doz.....	84
Milkpans	
1/4 gal. flat or rd. bot., per doz.....	48
1 gal. flat or rd. bot., each.....	6
Fine Glazed Milkpans	
1/4 gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6
Stewpans	
1/4 gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
Jugs	
1/4 gal. per doz.....	60
1 gal. per doz.....	45
1 to 5 gal., per gal.....	7 1/2
Sealing Wax	
5 lbs. in package, per lb.....	2
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	48
No. 3 Sun.....	55
Tubular.....	50
Nutmeg.....	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints.....	4 25 per gross
Quarts.....	4 50 per gross
1/2 Gallon.....	6 50 per gross
Fruit Jars packed 1 dozen in box	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.....	1 74
No. 1 Sun.....	1 96
No. 2 Sun.....	2 92
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.....	1 86
No. 1 Crimp.....	2 08
No. 2 Crimp.....	3 01
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 18
No. 2 Sun, crimp top, wrapped & lab.	3 08
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.....	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.....	4 60
No. 2 Sun, wrapped and labeled.....	5 30
No. 2 hinge, wrapped and labeled.....	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80
La Bastie	
No. 1 Sun, plain bulb, per doz.....	1 00
No. 2 Sun, plain bulb, per doz.....	1 25
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.....	1 60
Rochester	
No. 1 Lime (65c doz).....	3 50
No. 2 Lime (75c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
Electric	
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 60
OIL CANS	
1 gal. tin cans with spout, per doz....	1 30
1 gal. galv. iron with spout, per doz....	1 50
2 gal. galv. iron with spout, per doz....	2 50
3 gal. galv. iron with spout, per doz....	3 50
5 gal. galv. iron with spout, per doz....	4 50
3 gal. galv. iron with faucet, per doz....	3 75
5 gal. galv. iron with faucet, per doz....	5 00
5 gal. tilting cans.....	7 00
5 gal. galv. iron Nacefas.....	9 00
LANTERNS	
No. 0 Tubular, slide lift.....	4 75
No. 1 B Tubular.....	7 25
No. 15 Tubular, dash.....	7 25
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, slide lamp.....	13 50
No. 3 Street lamp, each.....	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	45
No. 0 Tub., cases 2 doz. each, box, 15c	45
No. 0 Tub., bbls 5 doz. each, per bbl.....	1 10
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/4-inch wide, per gross or roll.....	18
No. 1, 1-inch wide, per gross or roll.....	24
No. 2, 1 1/4 inch wide, per gross or roll.....	34
No. 3, 1 1/2 inch wide, per gross or roll.....	53
COUPON BOOKS	
50 books, any denomination.....	1 50
100 books, any denomination.....	2 50
500 books, any denomination.....	11 50
1,000 books, any denomination.....	20 00
Above quotations are for either Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.....	1 50
100 books.....	2 50
500 books.....	11 50
1,000 books.....	20 00
Credit Checks	
500, any one denomination.....	2 00
1,000, any one denomination.....	3 00
2,000, any one denomination.....	5 00
Steel punch.....	5 00

mize the importance of getting a living and the gathering of a competence as a result of thrift in the occupation of horticulture, but for this hour I would have you recognize, what I believe to be a wholesome fact, that without the religious element we lose the vital thing in following our occupation.

Koland Morrill has the reputation of placing, one year after another, the most attractive peaches upon the Chicago market. In talking about this success the newspaper press and the platform speakers measure it by the financial record of sales, giving the prices per basket realized upon the market and multiplying this by the number of baskets produced per acre, making him a successful horticulturist because he gets a large amount of money out of a piece of ground in the successful growing of peaches. Mr. Morrill's own delight is not measured in this way. When he discovered the mouths of his peach trees and where they were situated with reference to the surface of the ground; when he learned by observation and experiment the kind of food to place in these mouths that would give the high color, the rich pulp, and the delicate aroma that characterized his final product, his largest measure of joy came in what many people called his discovery, but which he recognized as simply learning how to utilize successfully some of nature's most delicate processes.

In bringing out some of the new carnations our Grand Haven friend, Mr. Hancock, who has just passed away, found his keenest satisfaction not in the money produced from his new creations, but in his ability to interpret nature's processes clearly and utilize them in bringing out his beautiful creations.

Those who have had the pleasure of a visit to Luther Burbank's home at Santa Rosa always speak of him in the same way, as one who has learned something more of God's laws than the rest of us know, and utilizes them in bringing out valuable and beautiful things for us all to enjoy. In the various sections of horticulture we might find other striking illustrations of this truth, but this will suffice.

Some one has said that the average horticultural society is different from most organizations developed in the interests of some specialty, because the members seem to be so willing to let their fellows not only know of their success, but of the processes which are responsible for that success. I hope this is true, and believe that it is true generally, and because of this belief I range the occupation of horticulture upon a higher level than any business which leads its devotees to believe that their success depends upon the closeness with which they keep the knowledge of their methods.

When very near the end of his life, Mr. Lyon, the man whom we all recognize as the father of Michigan horticulture, said that his greatest anxiety with reference to the Michigan Horticultural Society was that

it might perhaps drop from its high standard of horticultural discussion into a mere purveyor of such information as would help men to make more money; and as his last request he desired me to stand for the higher thought in horticulture, that thought which recognizes character as the most important thing in the world, and in its highest development never loses sight of the great fact that success depends upon our accord with the laws of God. Until we recognize God's hand in all these methods and processes and successes we are not bringing to our occupation the habit of mind which will lead to the largest measure of fruition. This is my excuse for giving you a thought concerning horticulture from a view point rarely taken in the discussions of this society.

#### New Phase of Competition Which Must Be Watched.

Merchants differ in opinion on the effect of the rural delivery service on the local merchant.

Whatever may be the effect in any one locality there is no doubt that the rural free delivery carrier is a force in trade to be reckoned with and the local merchant must keep track of his work.

Catalogue houses realize that the rural delivery carrier can be of use to them and are endeavoring to educate him thoroughly on their system.

The investigation of the Postoffice Department now in progress has brought out several points of interest to the local merchant in his relation to the rural carrier, all of which have been touched on in previous issues of this paper.

The merchant must recognize that one of his hardest problems is to fight the catalogue house with its illustrated price lists and hustling methods.

It has been a difficult problem before. The rural free delivery makes it even more so.

The local merchant has a better opportunity to get next to the rural carrier than the catalogue house. He is on the ground.

He need not ask the assistance of the rural delivery carrier, but he can ask him to be neutral and insist that he be so. If he is not neutral the thing will out very soon, and in that instance the merchants of the town should look after Mr. Carrier.

With the carrier receiving the catalogues of the big mail order houses and hundreds of other concerns, it is natural that he should talk to the farmers about what he reads in them.

That is all that the catalogue houses want. He is a walking advertisement for them. But that does the local merchant no good.

Right here is where an organization of merchants will be of big help to all.

As an organization the carrier will have more respect for their dictum. As no one merchant is expecting any special favor from the carrier they can make it a common cause.

In some towns this may not be a very immediate problem as there are

many localities where the free rural delivery service is yet to be installed.

But after July 1 this work will be taken up and a large number of new routes laid out in the West.

The merchant who has not rural delivery to contend with to-day may be in a brown study over it and its effects before winter.

Of course one of the principal solutions for this problem is enterprising merchants, but there are some things in which all merchants can accomplish more than the enterprise of any one man.

The catalogue house is here to stay, is growing stronger every year and the merchant must be wide awake when contending with such competition.

Every year sees some new problem confronting the retail merchant the result of the evolution of the time and the progress of the country.

This is a big one, and will grow in importance every year.

Rural free delivery carries even to the farmers' door all of the advertising matter of the hundreds of concerns seeking to win his trade from the general merchant.

The general merchant can do as well and better for the farmer than the catalogue house.—Commercial Bulletin.

Character is made as coral reefs are built by a multitude of tiny creatures, whose united labors are strong enough to breast the ocean.

## Fresh Eggs

SHIP TO

**LAMSON & CO., BOSTON**

Ask the Tradesman about us.

Buyers and Shippers of

**POTATOES**

in carlots. Write or telephone us.

**H. ELMER MOSELEY & CO.**

GRAND RAPIDS, MICH.

**THE OLDSMOBILE**

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

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

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

**ADAMS & HART**

12 West Bridge Street, Grand Rapids, Mich.

**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

## 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.



# Evils Which Result From Eating Oysters.

Oyster eaters, beware! According to an exhaustive investigation made at the instance of the German government by Professor Anton Siegafritz, of Gorlitz, those addicted to the inordinate use of the succulent bivalve are subject to violent fits of insanity. This scientific expert declares that many cases of suicide can be traced to the habit of eating oysters. He holds oysters responsible for violent fits of temper and habitual bad language in those to whom they form a staple food, and cites the current dictum as to the uses of a fish diet, which became a reiterated vexation to its reputed author during his lifetime. The professor, in his report submitted to the German National Bureau of Public Economies, writes in part as follows:

"Louis Agassiz, an American of German descent, first promulgated the fact that a fish diet contributed more phosphorus to the system than any other, and hence was to be recommended to brain workers, who consume their phosphorus more rapidly than any other classes. A larger proportion of phosphorus is eliminated by the system from oysters than from any other inhabitants of the sea. But I have discovered that indulgence in oysters is by no means safe. Their least injurious effect is on brain workers who, by reason of their greater combustion of phosphorus, seem capable of assimilating many oysters without evil consequences.

"But in the case of all those who do more bodily than mental labor, and in proportion as their physical exceeds the mental exercise, I have observed a distinct and positive tendency in the oyster, when eaten, to produce emotional insanity, or, at least, a transitory, unheralded species of frenzy.

"While investigating the cultivation of the oyster and its effects in the physical and mental system in all parts of the world, it was among the fishermen of Ostend that I first suspected a peculiar action of the cerebellum might be induced by the intemperate use of this article of diet. It occurred to me that fishwives, the world over, especially those who eat many oysters, have a peculiar irascibility of temper, a strange disposition to quarrel, and a singular readiness and fluency in the use of foul language. But to be just to the fishmongers, it is not they alone who bristle with abuse and bad temper. I have noticed it among all sorts of outdoor workers who eat oysters. The phosphorus, perhaps needed by brain workers and extracted from the bivalves, in the case of toilers who live by the exercise of their brawn and muscles, seems to set their brains on fire. I have seen stokers, coal heavers and stevedores in England, after eating a dozen or two of oysters, suddenly transformed from men into wild beasts. I have seen peaceful Normandy peasants, after but a score of oysters, shake off their native lethar-

gy and become infuriated ruffians.

"The American oyster, not having been trained by centuries of civilization, like the European variety, is still more violent in its effect. In New York, pursuing my studies upon the wharves and markets, I had frequent occasions to note that violent accession of frenzy followed large consumption of the bivalves. The increasing frequency of suicides in the United States is an established fact. During my investigations there I was able to trace the act of *felo de se*, in many instances, to emotional insanity induced by excessive oyster eating. I have given much thought and research to this subject, and I am strongly disposed to attribute the great excess of madness which prevailed in the first centuries of the Roman Empire, and manifested itself in the wildest extravagances of luxury and the elevation of suicide to a heroic act, to the great passion for oysters which then seized upon that people.

"While in Philadelphia I was furnished with a theory by a famous medical professor to the effect that the absolutely fresh oyster was not injurious. But he also admitted that those usually on the market are not direct from the sea. He pointed out that the oyster is a gross feeder, omnivorous and voracious. Deprived of water, it begins to assimilate air. But this induces a new activity in the phosphorus it secretes. A process of slow combustion begins in it, and this increases with each day the oyster is kept. It is to this condition of phosphorus, combusted in the stale oyster, that the origin of emotional insanity, which so often follows its consumption, is probably due."

## Some Proverbs of the Iroquois Indians.

Womanhood is man's salvation.  
Women and hens are alike when jealous.

Womanhood and earth are both mothers.

Lovesick woman scorns a feast.

Woman on evil bent owns feet, not wings.

Woman without shame is an impossibility.

Woman is not revengeful; she is the law of self-preservation.

A woman if no account is a family misfortune.

A woman who is fond of finery seldom knows the beauty of nature.

Woman and ribbons flutter in their own atmosphere.

A love-sick woman knows best her complaint, although she sighs to mystify her relations.

Girls should have sweethearts before they marry, for love-making follows to the end of our existence.

A lovable woman is her own guardian warrior.

A woman's conduct based upon man's desire and behavior is contemptible both to mankind and nature.

The man who draws more salary than he is worth works for a fool and is one himself if he thinks it will last.

*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

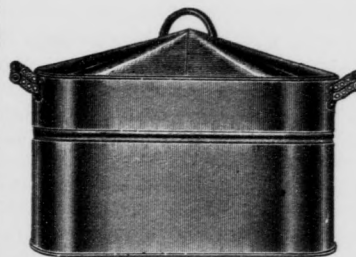
D. McLACHLAN CO.

19.25 S. Division St.

GRAND RAPIDS.

WM. BRUMMELER & SONS

Makers of



Good Tinware

Grand Rapids, Mich.

Send For Catalogue.

## Little Gem Peanut Roaster



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

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

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

## COUPON BOOKS

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

TRADESMAN  
COMPANY  
GRAND RAPIDS, MICH.

## Commercial Travelers

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

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

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

### SUCCESSFUL SALESMEN.

**C. P. Mitchell, Representing Fletcher Hardware Co.**

C. P. Mitchell was born in Plainfield, Waushara county, Wisconsin, of Scotch parentage. His father and grandfather were millers by profession. His first mercantile experience was with the Ross Lumber Co., of Arbor Vitae, a lumber town in Northern Wisconsin, leaving after three years' service to accept the management of W. J. Walsh's general store at Eagle River.

Mr. Mitchell was married in 1896 to Jessie B. Lieber, of Antigo, Wis. The same year an opportunity offered to embark in the hardware business, where he remained for two



years, disposing of his interest. He then removed to Wittenberg and again engaged in the hardware business. As his capital was limited and as he had for some time cherished the idea that he could sell hardware on the road, he entered into correspondence with a number of houses, but the fact that he had had no traveling experience was greatly to his disadvantage. He was by no means discouraged, however, and concluded to accept a subordinate position and work up. The opportunity came from the Fletcher Hardware Co. in the shape of a position on the floor waiting on city trade, with the provision that if he proved to possess ability in that line he would be given a position on the road. He thereupon disposed of his interests in Wittenberg and removed to Detroit during the month of September. On January 1 of the following year he was tendered the coveted position and is now endeavoring to fill it to the best interests of his employers. His territory lies mainly in the Thumb and he resides in Saginaw.

Mr. Mitchell attributes his success

to the fact that he is representing the best wholesale hardware house in Michigan. His house, on being asked to give some reasons for Mr. Mitchell's success, replied: "Mr. Mitchell may attribute his popularity and success, in possessing to a marked degree, the following requisites for a salesman: Pleasant address, loyalty to his employers, confidence in his prices, knowledge of the goods he sells, tireless energy and a determination to make a success of his business."

### Where Sisal Fibre Comes From.

Everybody has heard of sisal grass, sisal hemp and sisal fibre. No person who uses a rope fails to use the word "sisal" frequently. Yet few persons know why the particular kind of rope known as "sisal" is so named.

As a matter of fact the term is very misleading, for sisal is neither a hemp nor a grass, and it is not produced to any extent in the city of Sisal, to which it owes the name.

Sisal is a port of Yucatan in Central America. Until thirty years ago it was the only port of entry on the peninsula, and so it became the place through which all the fibre reached the outer world. Hence it was not long before the name "sisal" was applied to the stuff that came from Sisal.

To-day Sisal is a dead town. The port of Progreso has taken away all its trade and it is through Progreso that the sisal fibre reaches the world.

Sisal fibre comes from a plant known as the agave. It grows in great palm-like clusters, the leaves springing directly from the ground. Each leaf is shaped like a sword and is as keen and murderous as a bayonet. The fibre is obtained by scraping the pulp from the leaf until the stringy component parts of it are left. This stuff is dried in great strings until it looks like hanks of fine twine. It makes tough and durable rope and exceedingly cheap cord.

Much of this work is done by the natives with instruments that are exactly like those used for the same purpose in prehistoric times by the ancient inhabitants of Central America.

A strong man can produce from six to nine pounds of sisal fibre a day with these crude tools.

When cutting times comes, the natives go into the plantations armed with keen machetes and slice the leaves off close to the plant. These men become wonderfully expert and can cut as quickly as the eye can follow them, yet never injure the stalk or even scratch it.

### How to Copy Mission Furniture.

A clever imitation of the popular Mission furniture designs may be obtained by a dull green stain applied carefully to old splint-bottomed chairs and settles. Any person who is skilled with the saw and hammer can easily produce odd little tables or book stands, their square shaping being very easy of execution. Oxidized gilt or silver nails give the necessary finishing touch.

THE WORD "Steinway" on a piano, "Tiffany" on a piece of jewelry, the Grand Rapids Trade Mark on a piece of furniture, are all guarantees of the BEST in their line. Not only lives, but generations of lives, have been devoted to perfect these different lines; money, time and brains have been used liberally, and the goods command the highest price in consequence. It's just the same with CERESOTA FLOUR exactly, and it is quoted in all the markets of the world higher than any other flour. We sell it in this market and once a dealer starts in on it, it is impossible to satisfy him with something "just as good." There is no "just as good."

### Judson Grocer Company

Wholesale Agents  
Grand Rapids, Mich.



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

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

## Housecleaning

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

## 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.



**Gripsack Brigade.**

Emmet S. Wiseman (Hazeltime & Perkins Drug Co.) had the pleasure of entertaining his friend and customer, J. W. Bullock, the Fenwick druggist, from Friday until Monday.

B. D. Palmer, who has been connected with J. W. Fales & Co., Detroit, for twenty years, has been granted a five weeks' vacation and will improve the opportunity to take a trip to the Pacific Coast. Mrs. Palmer will accompany him and will remain with friends in California until fall.

John L. Watson (Fletcher Hardware Co.) is taking a fortnight's respite from road work, putting in one week in Grand Rapids and one week in Grand Haven and Holland. John carries a North Channel Minnow as a pocket piece nowadays and from present indications he will soon be known as North Channel John.

The annual picnic of the U. C. T. was so enjoyable that the members of the order are considering the idea of holding three picnics a year, one each in June, July and August, instead of one picnic, as heretofore. The matter will probably come up for discussion and action at the next meeting of Grand Rapids Council.

An interesting question as to the liability of innkeepers for loss of property of guests was passed upon in the case of Baehr, et al. vs. Downey et al., recently decided by the Supreme Court of Michigan. It appeared in this case that one of the plaintiffs was a guest at defendant's hotel, and at the time he left requested the clerk to forward any letters or packages that might come after his departure. The day after he left a package was delivered at the hotel addressed to the plaintiff, and receipted for by an employe of the defendant. The plaintiffs were co-partners, and the package was sent by one partner to the other partner, who was the traveling salesman for the firm. The package was not forwarded and the defendants were unable to produce the goods. In an action by the partners for the value thereof, the court held that the plaintiffs did not part with the right of possession to the goods when they were shipped to the traveling agent, and that the partners could properly join in an action of trover for the goods; that the engagement of the clerk to forward the goods was within the scope of his authority, and bound the defendants; that the custom of forwarding packages and letters to departed guests is an accommodation which induces parties to stop at a hotel, and is a sufficient consideration for an undertaking to forward packages and letters; that the plaintiff had not ceased to be a guest at the hotel when the agreement to forward packages and letters was made; that the plaintiffs were not guilty of contributory negligence in not marking the value of the package upon it, or in failing to notify the defendants of the value of the package, and that the clerk of a hotel is the authorized agent of the proprietor, and his acts toward, and conduct with, guests binds his prin-

cipal in so far as they are within the duties and liabilities of an innkeeper.

**Pleasant Picnic at Fruitport.**

The United Commercial Travelers of this city and their friends, to the number of two hundred, enjoyed a basket picnic at Fruitport last Saturday.

It is generally known that commercial travelers have a good time when they start out after it, and this was no exception, as those attending express themselves in the highest terms of the good time enjoyed, and of Fruitport as a picnic resort.

The success and pleasure of the day was greatly increased by the careful attention given the party by the G. R., G. H. & Muskegon Railway Co.; also by the fine assortment of goods presented by the National Biscuit Co.; cigars by the G. J. Johnson Cigar Co. and the H. Schneider Co.; Lemons by Gardella Bros. and the Vinkemulder Co.; candy by the National Candy Co. and A. E. Brooks & Co. and sugar by the Judson Grocer Co. The kindness of the above houses was thoroughly appreciated by all and the U. C. T. members hereby express their sincere thanks for the same.

The afternoon was spent in boat riding and dancing. A game of baseball by picked nines—and some of the spectators seem to think they were picked green—amused themselves and others.

Dancing was the amusement of the evening.

Special cars provided for the party left Fruitport directly after the last regular car.

The large attendance demonstrates the popularity of the U. C. T.'s picnics and it is possible another will be given in July. F. A. Simonds.

**The Child Is Born.**

Petoskey, June 30—Petoskey Council, U. C. T., No. 235, was instituted Saturday, June 27, with thirteen charter members, and a very enthusiastic meeting was held. Past Grand Counselor F. L. Day, of Jackson, and Grand Treasurer Edleman, of Saginaw, had the work of organization in charge. Following is the list of officers selected:

Senior Counselor—M. Earl Brackett.

Junior Counselor—Geo. B. Craw.

Past Senior Counselor—John M. Shields.

Secretary and Treasurer—Alva C. Lovelace.

Conductor—D. A. Walsh.

Page—Fred A. Smith.

Sentinel—G. R. Hankey.

Executive Committee—L. F. Bertran, Bert L. King, A. E. Copping, R. L. Baker.

Visitors from other councils were present and speeches were made by the officers elect. After the close of the meeting a banquet was given by the new council at the Eureka cafe.

John M. Shields.

Roy and Walter Bower have formed a copartnership under the style of Bower Bros. and engaged in the drug business at Onaway. The Hazeltime & Perkins Drug Co. furnished the stock.

**The Trading Stamp Plan a Costly One.**

Flint merchants are making a war on the trading stamps and have made an agreement that they will agree to discontinue their use and as penalty for breaking the agreement will forfeit a good round sum. There can be no doubt that their profits will show a handsome gain during the year if they will only stick to this principle. The trouble with the trading stamp is that it takes legitimate profits away from dealers and puts them into the pockets of the trading stamp magnate. He becomes wealthy on stamps that are not redeemed, while the dealer finds all of his neighbors giving stamps the same as he is with no benefit to any one. There is only one way to do business for profit and that is to sell at a living price and tell the people of it squarely and fairly. The public does not want any dealer to sell goods below cost. True the public looks for bargains, but at the same time in the great run of business every buyer looks upon a dealer as one who should have his legitimate profit and this, too, without resorting to any gift schemes. The very fact that the largest stores in the country manned by the best brains that men like Wanamaker and Marshall Field can secure, do not resort to gift schemes to get trade is evidence enough of the weakness of the plan. Get legitimate profits and let the trading stamp man go into some other business. He has too soft a thing.—Pontiac Press.

**The Boys Behind the Counter.**

Port Huron—The Port Huron Co-operative Society has secured the services of Charles Corbett, of Williamsburg, Iowa, as manager of the store at Fort Gratiot.

Lansing—Ray Nixon has taken a position with Glenn & Van Deusen. Several years ago he was a clerk in C. C. Longstreet's grocery, but has since been absent from the city.

South Haven—L. D. Labidie, of South Bend, Ind., has taken a position with the Converse drug store.

Ludington—Ralph Maclam has taken a position as clerk in Dave Gibb's Modern grocery.

Port Huron—Fred A. Boyce has severed his connection with S. L. Boyce & Son's store.

The Michigan Retail Hardware Dealers' Association will hold its annual convention at the Hotel Cadillac, Detroit, on Wednesday and Thursday, Aug. 12 and 13. H. C. Weber, of Detroit; S. Hunt, of Detroit, and A. J. Scott, of Marine City, have been appointed a Committee of Arrangements to prepare therefor. They expect to have the most successful meeting in the history of the Association.

Portland—The Ramsey-Alton Manufacturing Co., manufacturers of morris chairs, has merged its business into a stock company under the same style. The capital is \$43,000 and is held in equal amounts by Robert Ramsey, Robert W. Alton and Herbert Emery, who hold position of President, Vice-President and Secretary and Treasurer respectively.

Baldwin—The Great Northern Portland Cement Co., after three years of continuous labor, has its great plant practically completed and has begun the manufacture of cement. One rotary was started last week and others will follow until 400 barrels will be turned out daily. The company has about sixty-five cottages completed and occupied.

Cheboygan—Construction work on the extension of the Detroit & Mackinac Railroad from Tower to Cheboygan is in progress between Tower and Patterson's mill east of Mullet Lake. This road is hauling a large quantity of forest products and when completed to Cheboygan will furnish another outlet for this city.

R. Gale has engaged in the grocery business at Saile. The Lemon & Wheeler Company furnished the stock.

**Late Business Chances.**

**L**IDDERDALE AND LANESBORO ARE bright new towns on the Chicago Great Western Railway. For particulars write Edwin B. Magill, Mgr. Townsite Dept., Fort Dodge, Ia. 497

**F**OR SALE—STOCK OF HARDWARE AND farming implements; good location for trade; prospects good for new railroad. The survey is completed and the graders at work within six miles of us. Stock will invoice about \$5,000. Population about 600. Store building 24x60, two stories; wareroom, 24x40; implement shed, 50x50. Must have the money; otherwise do not reply. Reason for selling, wish to remove to Oregon. Address No. 502, care Michigan Tradesman. 502

**F**OR SALE—WELL-LOCATED BAKERY, confectionery and grocery stock in thriving town in Southern Michigan. Low rent. Address No. 500, care Michigan Tradesman. 500

**W**ANTED—PARTNER IN GROCERY and bicycle repair business. Man with capital who wants to invest from \$500 to \$1,000. Address No. 499, care Michigan Tradesman. 499

**F**OR SALE—AN UNOPPOSED PRACTICE and drug business in a R. R. town of 500 in Northern Illinois; will sell at invoice of drugs and fixtures, about \$1,100. For particulars address Dr. Geo. R. Wright, Mineral, Ill. 518

**S**ALESMEN—A COMMISSION BIG enough to produce heart failure for traveling men with golden tongues and established routes. Address Side Line, Box 663, Cincinnati, Ohio. 517

**A**TENTION! FOR SALE—ONE PRESCRIPTION, 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

For a nice, quiet, home-like place  
the

**Livingston Hotel**

will meet with your hearty approval.



None better at popular prices.

First-class service in every respect. Central Location. GIVE US A TRIAL.  
Cor. Fulton & Division Sts., Grand Rapids, Mich.

**The Warwick**

Strictly first class.

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

A. B. GARDNER, Manager.

When in Detroit, and need a MESSENGER boy send for

**The EAGLE Messengers**

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager  
Ex-Clerk Griswold House





## WHOLESALE DRUG PRICE CURRENT

Advanced—Turpentine.  
Declined—Sassafras Root, Linseed Oil, Oil Wormwood.

# Holiday Announcement

We are fully keeping up this year to our established custom of having each season the largest and most desirable line of HOLIDAY GOODS and staple druggists' sundries shown in the state. We have spared no effort or expense in assembling the most attractive articles of this class of merchandise of both foreign and domestic manufacture, and we confidently await the approval and generous orders of our customers for 1903.

## BOOKS

We have made a special study of the book business this season and are prepared to furnish all the new and holiday editions. Dealers placing their orders with us for these good will have all the leading lines of the country to select from. Our Mr. W. B. Dudley will have this entire line on the road soon and will notify you at what points it will be on exhibition.

## Hazeltine & Perkins

## Drug Company

Grand Rapids, Mich.

## GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Cheese	
Flour	
Pickles	
Yeast Cakes	

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Salt Fish.....		1
Seeds.....		1
Shoe Blacking.....		1
Snuff.....		1
Soap.....		1
Soda.....		1
Spices.....		1
Starch.....		1
Sugar.....		1
Syrups.....		1
	T	
Tea.....		1
Tobacco.....		1
Twine.....		1
	V	
Vinegar.....		1
	W	
Washing Powder.....		1
Wicking.....		1
Woodenware.....		1
Wrapping Paper.....		1
	Y	
Yeast Cake.....		1

<b>AXLE GREASE</b> doz. 55 6 00 Aurora 55 6 00 Castor Oil 50 7 00 Diamond 50 4 25 Frazer's 75 9 00 IXL Golden, tin boxes 75 9 00		<b>Peas</b> Marrowfat 90 @ 1 10 Early June 90 @ 1 10 Early June Sifted 1 10 Plums 80 Pineapple Grated 1 25 @ 2 70 Sliced 1 35 @ 2 70 Pumpkin Fair 70 Good 90 Fancy 1 10 Gallon 2 50 Raspberries Standard 1 10 Russian Caviar 1/4 lb. cans. 3 00 1/2 lb. cans. 7 00 1 lb. can. 12 00 Salmon Columbia River, tails @ 1 80 Columbia River, flats @ 1 80 Red Alaska @ 1 80 Pink Alaska @ 90 Sardines Domestic, 1/2 34 Domestic, 1/4 5 Domestic, Mustard 6 @ 34 California 17 @ 2 French, 1/2 70 @ 1 French, 1/4 18 @ 2 Shrimps Standard 1 20 @ 1 40 Succotash Fair 1 40 Good 1 50 Fancy 1 10 Strawberries Standard 1 40 Fancy 1 10 Tomatoes Fair 90 @ 1 00 Good 1 10 Fancy 1 10 Gallons 8 20	
<b>BATH BRICK</b> American 75 English 85		<b>Brooms</b> No. 1 Carpet 2 50 No. 2 Carpet 2 25 No. 3 Carpet 2 25 No. 4 Carpet 1 75 Parlor Gem 2 40 Common Whisk 85 Fancy Whisk 1 20 Warehouse 2 90	
<b>BRUSHES</b> Scrub Solid Back, 8 in. 75 Solid Back, 11 in. 85 Pointed Ends 85 Stove No. 3 75 No. 2 1 10 No. 1 75 Shoe No. 8 1 00 No. 7 1 30 No. 4 1 70 No. 3 1 90		<b>Butter Color</b> W., R. & Co.'s, 15c size 1 25 W., R. & Co.'s, 25c size 2 00	
<b>CANDLES</b> Electric Light, 8s 12 Electric Light, 16s 12 1/2 Paraffine, 8s 9 1/2 Paraffine, 12s 10 Wickling 17		<b>Canned Goods</b> Apples 3 lb. Standards 80 Gallons, standards 2 00 @ 25 Blackberries Standards 85 Beans Baked 80 @ 1 80 Red Kidney 80 @ 90 String 70 Wax 75 @ 80 Blueberries Standard 1 20 Brook Trout 2 lb. cans, Spiced 1 90 Clams Little Neck, 1 lb. 1 00 @ 1 25 Little Neck, 2 lb. 1 50 Clam Bouillon Burnham's, 1/4 pint 1 92 Burnham's, pints 3 60 Burnham's, quarts 7 20 Cherries Red Standards 1 90 @ 1 50 White 1 50 Corn Fair 1 10 Good 1 20 Fancy 1 50 French Peas Sur Extra Fine 22 Extra Fine 19 Fine 15 Moyer 11 Gooseberries Standard 90 Hominy Standard 85 Lobster Star, 1/4 lb. 2 60 Star, 1 lb. 3 75 Picnic Tails 2 40 Mackerel Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soured, 1 lb. 1 80 Soured, 2 lb. 2 80 Tomato, 1 lb. 1 80 Tomato, 2 lb. 2 80 Macaroni Hotels 18 @ 20 Buttons 22 @ 25 Oysters Cove, 1 lb. 8 @ 90 Cove, 2 lb. 1 65 Cove, 1 lb. Oval 1 00 Peaches Pie 90 @ 1 00 Yellow 1 35 @ 1 85 Pears Standard 1 00 Fancy 1 25	
<b>Carbon Oils</b> Barrels Ecene @ 18 Perfection @ 12 Diamond White @ 11 D. S. Gasoline @ 15 Deodorized Naphtha @ 14 Cylinder 29 @ 34 Engine 18 @ 22 Black, winter 9 @ 10 Oatsup Columbia, 25 4 Columbia, 25 4 Snider's quarts 3 Snider's pints 2 Snider's 1/2 pints 1		<b>Cheese</b> Acme 2 11 Amboy 2 11 Carson City 2 11 Eisle 2 11 Emblem 2 11 Gem 2 11 Gold Medal 2 11 Ideal 2 11 Jersey 2 11 Riverside 2 11 Brick 11 @ 1 Edam 2 1 Leiden 2 17 Limburger 92 @ 9 Pineapple 50 @ 75 Sap Sago 2 @ 20 Chewing Gum American Flag Spruce Beeman's Peppin Black Jack Largest Gum Made Sen Sen Sen Sen Breath Perfume Sugar Loaf Yucatan Chicory Buld 7 Red 4 Eagle 7 Franck's 6 Schener's Chocolate Walter Baker & Co.'s Premium Vanilla Caracas Eagle Clothes Lines Sisal 60 ft, 3 thread, extra 1 72 ft, 3 thread, extra 1 90 ft, 3 thread, extra 1 60 ft, 6 thread, extra 1 72 ft, 6 thread, extra 1	

3		4	
Jute		Marshmallow Creams..... 16	
60 ft.	75	Marshmallow Walnuts..... 16	
72 ft.	90	Mary Ann..... 8	
90 ft.	1 05	Mixed Plencie..... 11 1/2	
120 ft.	1 50	Milk Biscuit..... 7 1/2	
Cotton Victor		Molasses Cake..... 9	
50 ft.	80	Molasses Bar..... 9	
67 ft.	85	Moss Jelly Bar..... 12 1/2	
70 ft.	1 10	Newton..... 12	
Cotton Windsor		Oatmeal Crackers..... 8	
59 ft.	1 20	Oatmeal Wafers..... 12	
60 ft.	1 40	Orange Crisp..... 9	
70 ft.	1 65	Orange Gem..... 8	
80 ft.	1 85	Penny Cake..... 8	
Cotton Braided		Pilot Bread, XXX..... 8	
40 ft.	75	Pretzels, hand made..... 8	
50 ft.	85	Pretzels, hand made..... 8	
60 ft.	95	Scotch Cookies..... 10	
Galvanized Wire		Sears' Lunch..... 7 1/2	
No. 20, each 100 ft long.....	1 90	Sugar Cake..... 8	
No. 19, each 100 ft long.....	2 10	Sugar Biscuit Square..... 8	
COCOA		Sugar Squares..... 13	
Baker's.....	38	Sultanas..... 13	
Cleveland.....	41	Tutti Fruit..... 15	
Colonial, 1/4s.....	38	Vanilla Wafers..... 15	
Colonial, 1/2s.....	38	Vienna Crimp..... 8	
Epi.....	42	DRIED FRUITS	
Huyler.....	45	Apples	
Van Houten, 1/4s.....	12	Sundried..... 6 1/2	
Van Houten, 1/2s.....	20	Evaporated, 50 lb. boxes..... 27	
Van Houten, 1/4s.....	40	California Prunes	
Van Houten, 1s.....	72	100-120 25 lb. boxes..... 2 1/2	
Webb.....	31	90-100 25 lb. boxes..... 2 1/2	
Wilbur, 1/4s.....	41	80-90 25 lb. boxes..... 2 1/2	
Wilbur.....	42	70-80 25 lb. boxes..... 2 1/2	
COCOANUT		60-70 25 lb. boxes..... 2 1/2	
Dunham's.....	26	40-50 25 lb. boxes..... 2 1/2	
Dunham's 1/4s and 1/2s.....	26 1/2	30-40 25 lb. boxes..... 2 1/2	
Dunham's 1/4s.....	27	1/4 cent less in lb. cases	
Dunham's 1/2s.....	28	Citron	
Bulk.....	13	Corsecan..... 14 @ 14 1/2	
COCOA SHELLS		Currents	
20 lb. bags.....	2 1/2	Imported, 1 lb package..... 7 @	
Less quantity.....	3	Imported bulk..... 6 1/2 @	
Pound packages.....	4	Peel	
COFFEE		Lemon American 10 lb. bx..... 13	
Rio		Orange American 10 lb. bx..... 13	
Common.....	8	Raisins	
Fair.....	9	London Layers 2 Crown..... 1 1/2	
Choice.....	10	Cluster 4 Crown..... 2	
Fancy.....	15	Loose Muscatels 2 Crown..... 7	
Santos		Loose Muscatels 3 Crown..... 7 1/2	
Common.....	8	Loose Muscatels 4 Crown..... 8	
Fair.....	9	L. M., Seeded, 1 lb..... 9 @ 9 1/2	
Choice.....	10	L. M., Seeded, 1/2 lb..... 7 @ 7 1/2	
Fancy.....	13	Sultanas, bulk..... 10	
Peaberry.....	11	Sultanas, package..... 10 1/2	
Maracalibo		FARINACEOUS GOODS	
Fair.....	13	Beans	
Choice.....	15	Dried Lima..... 6	
		Medium Hand Picked..... 2	
Mexican		Brown Holland..... 2	
Choice.....	13	Farina	
Fancy.....	17	24 lb. packages..... 1 1/2	
		Bulk, per 100 lbs..... 2	
Choice.....	13	Hominy	
		Flake, 50 lb. sack..... 1 1/2	
Guatemala		Pearl, 200 lb. bbl..... 5 1/2	
Choice.....	13	Pearl, 100 lb. sack..... 5 1/2	
		Macaroni and Vermicelli	
Java		Domestic, 10 lb. box..... 1 1/2	
African.....	12	Imported, 25 lb. box..... 2	
Fancy African.....	17	Pearl Barley	
O. G.....	25	Common..... 2	
P. G.....	31	Chester..... 2	
Mocho		Empire..... 2	
Arabian.....	21	Peas	
Package		Green, Wisconsin, bu..... 1	
New York Basis.		Green, Scotch, bu..... 1	
Arbuckle.....	10	Split, lb..... 1	
Dilworth.....	10	Rolled Oats	
Jersey.....	10	Stell Arena, bbl..... 6	
Lion.....	10	Rolled Out, 100 lb. sacks..... 3	
McLaughlin's XXXX.....	10	Monarch, bbl..... 5	
McLaughlin's XXXX sold to		Monarch, 90 lb. sacks..... 2	
retailer to W. F. McLaughlin &		Quaker, cases..... 3	
Co., Chicago.		Sago	
		East India..... 3	
Extract		German, sacks..... 3	
Holland, 1/4 gross boxes.....	90	German, broken package..... 4	
Felix 1/4 gross.....	1 15	Tapoca	
Hummel's toll 1/4 gross.....	85	Flake, 110 lb. sacks..... 4	
Hummel's tin 1/4 gross.....	1 48	Pearl, 130 lb. sacks..... 4	
CRACKERS		Pearl, 24 lb. packages..... 6	
Butter		Wheat	
Seymour.....	6	Cracked, bulk..... 2	
New York.....	6	24 2 lb. packages..... 2	
Family.....	6	FISHING TACKLE	
Salted.....	6	1/4 to 1 inch..... 1	
Wolverine.....	7	1 1/4 to 2 inches..... 1 1/2	
Soda		1 1/2 to 2 inches..... 1 1/2	
N. B. C.....	7	2 inches..... 2	
Soda, City.....	8	3 inches..... 3	
Long Island Wafers.....	13	Cotton Lines	
Zephyrette.....	18	No. 1, 10 feet..... 1	
Oyster		No. 2, 15 feet..... 2	
Round.....	6	No. 3, 15 feet..... 2	
Square.....	6	No. 4, 15 feet..... 2	
Faust.....	7 1/2	No. 5, 15 feet..... 2	
Extra Farina.....	7 1/2	No. 6, 15 feet..... 1	
Saltine Oyster.....	7 1/2	No. 7, 15 feet..... 1	
Sweet Goods-Boxes		No. 8, 15 feet..... 1	
Animals.....	10	No. 9, 15 feet..... 1	
Assorted Cake.....	10	Linen Lines	
Belle Rose.....	8	Small..... 1	
Bent's Wafers.....	15	Medium..... 1	
Cinnamon Bar.....	16	Large..... 1	
Coffee Cake, Iced.....	10	Poles	
Coffee Cake, Java.....	10	Bamboo, 14 ft., per doz..... 1	
Cocoanut Macaroons.....	18	Bamboo, 16 ft., per doz..... 1	
Cocoa Bar.....	18	Bamboo, 18 ft., per doz..... 1	
Cocoanut Taffy.....	12	FRESH MEATS	
Cracknels.....	12	Beef	
Creams, Iced.....	8	Forequarters..... 5 1/2 @	
Cubans.....	10 1/2	Hindquarters..... 8 1/2 @	
Curant Fruit.....	11 1/2	Loins..... 11 @	
Frosted Honey.....	12	Ribs..... 9 @	
Frosted Cream.....	8	Rounds..... 8 @	
Ginger Gems, 1/2 gross m'l.....	8	Chuck..... 5 @	
Ginger Snaps, N. B. C.....	6 1/2	Plat..... 5 @	
Gladiator.....	10 1/2		
Grandma Cakes.....	9		
Graham Crackers.....	8		
Graham Wafers.....	12		
Grand Rapids Tea.....	15		
Honey Fingers.....	12		
Iced Honey Crumpets.....	10		
Imperials.....	8		
Jumbles, Honey.....	12		
Lady Fingers.....	12		
Lemon Snaps.....	12		
Lemon Wafers.....	16		
	16		

<b>Pork</b>		
Dressed .....	7	2
Loin .....	10 1/4	2 11
Boston Butts .....	8	8
Shoulders .....	8	8
Leaf Lard .....	8	8 1/2
<b>Mutton</b>		
Carcasses .....	8	2 7
Lamb .....	8	2 11
<b>Veal</b>		
Carcass .....	6 1/4	2 7 1/2
<b>GELATINE</b>		
Knox's Sparkling, pr gross .....	1	20
Knox's Acidulated .....	14	00
Knox's Acidulat'd, pr gross .....	1	20
Oxford .....	75	
Plymouth Rock .....	1	50
Cox's, 2-qt size .....	1	61
Cox's, 1-qt size .....	1	10
<b>GRAIN BAGS</b>		
Amoskeag, 100 in bale .....	15	1/2
Amoskeag, less than bale .....	15	1/2
<b>GRAINS AND FLOUR</b>		
<b>Wheat</b>		
Wheat .....	74	
<b>Winter Wheat Flour</b>		
<b>Local Brands</b>		
Patents .....	4	25
Second Patent .....	3	75
Straight .....	3	60
Second Straight .....	3	30
Clear .....	3	15
Graham .....	3	30
Buckwheat .....	8	00
Rye .....	8	00
Subject to usual cash discount.		
Flour in bbls., 25c per bbl. additional.		
Worden Grocer Co.'s Brand		
Quaker 1/2s .....	4	00
Quaker 1/4s .....	4	00
Quaker 1/8s .....	4	00
<b>Spring Wheat Flour</b>		
Clark-Jewell-Wells Co.'s Brand		
Pillsbury's Best 1/2s .....	5	00
Pillsbury's Best 1/4s .....	4	95
Pillsbury's Best 1/8s .....	4	80
Pillsbury's Best 1/2s paper .....	4	80
Pillsbury's Best 1/4s paper .....	4	80
Lemon & Wheeler Co.'s Brand		
Wingold 1/2s .....	4	80
Wingold 1/4s .....	4	70
Wingold 1/8s .....	4	60
Judson Grocer Co.'s Brand.		
Ceresota 1/2s .....	4	90
Ceresota 1/4s .....	4	80
Ceresota 1/8s .....	4	70
Worden Grocer Co.'s Brand		
Laurel 1/2s .....	5	00
Laurel 1/4s .....	4	90
Laurel 1/8s .....	4	80
Laurel 1/2s and 1/4s paper .....	4	80
<b>Meal</b>		
Bolted .....	2	60
Granulated .....	2	70
<b>Feed and Millstuffs</b>		
St. Car Feed screened .....	21	50
No. 1 Corn and Oats .....	91	50
Corn Meal, coarse .....	20	55
Winter Wheat Bran .....	18	50
Winter Wheat Middlings .....	20	55
Cow Feed .....	19	00
Screenings .....	18	00
<b>Oats</b>		
Car lots .....	42	
<b>Corn</b>		
Corn, car lots .....	53	
<b>Hay</b>		
No. 1 Timothy car lots .....	16	00
No. 1 Timothy ton lots .....	18	00
<b>HERBS</b>		
Sage .....	15	
Leaves .....	15	
Laurel .....	15	
Manna Leaves .....	25	
<b>INDIGO</b>		
Madras, 5 lb. boxes .....	55	
S. F., 2, 3 and 5 lb. boxes .....	50	
<b>JELLY</b>		
5 lb. palls. per doz. ....	1	85
15 lb. palls. ....	37	
30 lb. palls. ....	68	
<b>LICORICE</b>		
Pure .....	30	
Calabria .....	23	
Stict .....	14	
Really .....	11	
<b>LYE</b>		
Eagle Brand		
High test powdered lye.		
Single case lots.		
10c size, 4 doz cans per case 3 50		
Quantity deal.		
\$3.90 per case, with 1 case free with every 5 cases or 1/2 case free with 3 cases.		
Condensed, 4 doz. ....	1	20
Condensed, 4 doz. ....	2	25
<b>MEAT EXTRACTS</b>		
Armour's, 2 oz .....	4	45
Armour's .....	8	20
Libbig's, Chicago, 2 oz .....	2	75
Libbig's, Chicago, 4 oz .....	5	50
Libbig's, Imported, 2 oz .....	4	55
Libbig's, Imported, 4 oz .....	8	50
<b>MOLASSES</b>		
New Orleans		
Fancy Open Kettle .....	40	
Choice .....	35	
Fair .....	26	
Good .....	22	
Half-barrels 2c extra		
<b>MUSTARD</b>		
Horse Radish, 1 doz .....	1	75
Horse Radish, 2 doz .....	2	00
Bayle's Celery, doz .....	2	00



6	7	8	9	10	11
<b>METAL POLISH</b> Search Brand. Paste, 3 oz. box, per doz. 75 Paste, 6 oz. box, per doz. 1 25 Liquid, 1/2 pt. can, per doz. 1 50 Liquid, 1 pt. can, per doz. 2 50 Liquid, 1/2 gal. can, per doz. 8 50 Liquid, 1 gal. can, per doz. 14 00 <b>OLIVES</b> Bulk, 1 gal. kegs. 1 00 Bulk, 3 gal. kegs. 85 Bulk, 5 gal. kegs. 85 Manzanilla, 7 oz. 80 Queen, pints. 2 55 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 25 <b>PIPES</b> Clay, No. 216. 1 70 Clay, T. D., full count. 62 Clay, No. 216. 62 <b>PICKLES</b> Medium Barrels, 1,200 count. 8 75 Half bbls, 600 count. 4 85 Small Barrels, 2,400 count. 10 55 Half bbls, 1,200 count. 5 75 <b>PLAYING CARDS</b> No. 90, Steamboat. 90 No. 15, Rival, assorted. 1 20 No. 20, Rover, enameled. 1 60 No. 572, Special. 1 75 No. 98, Golf, satin finish. 2 00 No. 808, Bicycle. 2 00 No. 632, Tournaunt Whist. 2 25 <b>POTASH</b> 48 cans in case. Babbitt's. 4 00 Penna Salt Co.'s. 3 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess. 17 00 Back, fat. 18 50 Clear back. 18 00 Short cut. 17 25 Pig. 20 00 Bean. 15 75 Family Mess Loin. 19 50 Clear. 18 00 <b>Dry Salt Meats</b> Bellies. 11 S P Bellies. 14 Extra shorts. 10 1/2 <b>Smoked Meats</b> Hams, 12 lb. average. 13 Hams, 14 lb. average. 13 Hams, 16 lb. average. 13 Hams, 20 lb. average. 13 Ham dried beef. 12 Shoulders (N. Y. cut). 12 Bacon, 9 1/2 lb. 12 California hams. 9 Balled Hams. 12 Picnic Balled Hams. 14 1/2 Berlin Ham pr's'd. 9 1/2 Mince Hams. 9 1/2 <b>Lard</b> Compound. 7 1/2 Pure. 9 1/2 50 lb. Tubs, advance. 7 50 lb. Tubs, advance. 7 20 lb. Pails, advance. 3 10 lb. Pails, advance. 3 5 lb. Pails, advance. 1 1 lb. Pails, advance. 1 <b>Sausages</b> Bologna. 6 1/2 Liver. 6 1/2 Frankfort. 6 1/2 Pork. 8 1/2 Veal. 7 1/2 Tongue. 9 Headcheese. 8 1/2 <b>Beef</b> Extra Mess. 11 00 Boneless. 11 00 Rump, New. 11 00 <b>Pigs Feet</b> 1/2 bbls, 40 lbs. 1 80 1/2 bbls, 40 lbs. 3 80 1 bbls, 40 lbs. 7 75 <b>Tripe</b> Kits, 15 lbs. 70 1/2 bbls, 40 lbs. 1 25 1/2 bbls, 80 lbs. 2 60 <b>Casings</b> Pork. 28 Beef rounds. 5 Beef middles. 12 Sheep. 85 <b>Uncolored Butterline</b> Solid, dairy. 21 1/2 Kolls, dairy. 11 1/2 Kolls, purity. 14 1/2 Solid, purity. 14 <b>Canned Meats</b> Corned beef, 2 lb. 4 30 Corned beef, 14 lb. 17 60 Roast beef, 2 lb. 2 40 Potted ham, 1/2 lb. 45 Potted ham, 1/4 lb. 45 Deviled ham, 1/2 lb. 45 Deviled ham, 1/4 lb. 45 Potted tongue, 1/2 lb. 45 Potted tongue, 1/4 lb. 45 <b>RICE</b> Domestic Carolina head. 7 Carolina No. 1. 6 1/2 Carolina No. 2. 6 Broken. 3 1/2 <b>Imported.</b> Japan, No. 1. 5 1/2 Japan, No. 2. 5 Java, fancy head. 2 1/2 Java, No. 1. 2 1/2 Table. 2	<b>SALAD DRESSING</b> Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box. Church's Arm and Hammer. 3 15 Deland's. 3 00 Dwight's Cow. 3 15 Emblem. 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 <b>SAL SODA</b> Granulated, bbls. 85 Granulated, 100 lb. cases. 95 Lump, bbls. 80 Lump, 145 lb. kegs. 85 <b>SALT</b> <b>Diamond Crystal</b> Table, cases, 24 3 lb. boxes. 1 40 Table, barrels, 100 3 lb. bags. 3 00 Table, barrels, 50 7 lb. bags. 2 75 Table, barrels, 40 7 lb. bags. 2 50 Butter, barrels, 320 lb. bags. 2 65 Butter, barrels, 320 lb. bags. 2 65 Butter, sacks, 25 lbs. 27 Butter, sacks, 56 lbs. 67 Shaker, 24 2 lb. boxes. 1 50 <b>Common Grades</b> 100 3 lb. sacks. 1 90 60 5 lb. sacks. 1 80 28 10 lb. sacks. 1 70 56 lb. sacks. 30 28 lb. sacks. 15 <b>Warsaw</b> 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 <b>Solar Rock</b> 56 lb. sacks. 28 <b>Common</b> Granulated Fine. 75 Medium Fine. 80 <b>SALT FISH</b> <b>Cod</b> Large whole. 5 1/2 Small whole. 5 1/2 Strips or bricks. 7 1/2 Pollock. 3 1/2 <b>Hallbut.</b> Strips. 13 Chunks. 14 <b>Herring</b> Holland white hoops, bbl. 10 50 Holland white hoops, bbl. 5 50 Holland white hoop, keg. 2 75 Holland white hoop mens. 85 Norwegian. 3 80 Round 100 lbs. 2 10 Round 50 lbs. 1 45 Pealed. 1 45 <b>Trout</b> No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 <b>Mackerel</b> Mess 100 lbs. 16 50 Mess 50 lbs. 8 75 Mess 10 lbs. 1 80 Mess 8 lbs. 1 47 No. 1 100 lbs. 15 00 No. 1 50 lbs. 8 00 No. 1 10 lbs. 1 65 No. 1 8 lbs. 1 35 <b>Whitefish</b> No. 1 No. 2 Fam 100 lbs. 7 75 50 lbs. 3 68 10 lbs. 92 8 lbs. 77 <b>SEEDS</b> Anise. 157 Canary, Smyrna. 5 1/2 Caraway. 8 Cardamon, Malabar. 1 00 Celery. 10 Hemp, Russian. 4 1/2 Mixed Bird. 4 Mustard, white. 8 Poppy. 8 Rape. 4 1/2 Cattle Bone. 25 <b>SHOE BLACKING</b> Handy Box, large. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 <b>SOAP</b> Johnson Soap Co. brands— Silver King. 3 65 Calumet Family. 2 75 Scotch Family. 2 85 Cuba. 2 85 Jas. S. Kirk & Co. brands— American Family. 4 05 Dusky Diamond 50-8 oz. 3 80 Dusky Diamond 100-6 oz. 3 80 Jap Rose. 3 75 Savon Imperial. 3 15 White Russian. 3 10 Dome, oval bars. 3 10 Sattinet, 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 bars. 3 70 (5 box lots, 1 free with 5) Acme, 100-1/2 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. H. Wisley brands— Good Cheer. 4 00 Old Country. 3 45	<b>Scouring</b> Enoch Morgan's Sons. Sapollo, gross lots. 9 00 Sapollo, half gross lots. 4 10 Sapollo, single boxes. 2 15 Sapollo, hand. 2 25 <b>SODA</b> Boxes. 5 1/2 Kegs, English. 4 1/2 <b>SNUFF</b> Scotch, in bladders. 37 Macaboy, in jars. 35 French Kappes, in jars. 48 <b>SPICES</b> <b>Whole Spices</b> Allspice. 12 Cassia, China in mats. 12 Cassia, Batavia, in bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana. 17 Cloves, Zanzibar. 14 Mace. 55 Nutmegs, 75-80. 50 Nutmegs, 105-10. 50 Nutmegs, 115-20. 35 Pepper, Singapore, black. 18 Pepper, Singapore, white. 28 Pepper, shot. 13 <b>Pure Ground in Bulk</b> Allspice. 16 Cassia, Batavia. 28 Cassia, Saigon. 48 Cloves, Zanzibar. 17 Ginger, African. 15 Ginger, Cochlin. 18 Ginger, Jamaica. 25 Mace. 85 Mustard. 18 Pepper, Singapore, black. 17 Pepper, Singapore, white. 25 Pepper, Cayenne. 28 <b>STARCH</b> <b>Common Gloss</b> 1-lb. packages. 5 5-lb. packages. 4 1/2 6-lb. packages. 5 1/2 40 and 50-lb. boxes. 3 1/2 <b>Common Corn</b> 20 1-lb. packages. 5 40 1-lb. packages. 4 1/2 <b>SYRUPS</b> <b>Corn</b> Barrels. 22 Half bbls. 24 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 <b>Pure Cane</b> Fair. 18 Good. 22 Choice. 28 <b>SUGAR</b> Domino. 7 25 Cut Leaf. 6 65 Crushed. 6 65 Cubes. 6 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 Mould A. 5 05 Confectioner's A. 5 05 No. 1 Columbia A. 4 95 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 55 No. 10. 4 50 No. 11. 4 45 No. 12. 4 40 No. 13. 4 35 No. 14. 4 30 No. 15. 4 30 No. 16. 4 25 <b>TEA</b> <b>Japan</b> Sundry, medium. 24 Sundry, choice. 30 Sundry, fancy. 36 Regular, medium. 30 Regular, choice. 30 Regular, fancy. 35 Basket-fired, medium. 31 Basket-fired, choice. 38 Basket-fired, fancy. 43 Nibs. 22 1/2 Stiffings. 92 1/2 Fannings. 12 1/2 <b>Gunpowder</b> Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pingsuey, medium. 30 Pingsuey, choice. 30 Pingsuey, fancy. 40 <b>Young Hyson</b> Choice. 30 Fancy. 36 <b>Oolong</b> Formosa, fancy. 42 Amoy, medium. 25 Amoy, choice. 32 <b>English Breakfast</b> Medium. 20 Fancy. 30 <b>India</b> Ceylon, choice. 32 Fancy. 42 <b>TOBACCO</b> <b>Cigars</b> H. & P. Drug Co.'s brands. Fortune Teller. 35 00 Star Manager. 35 00 Quintette. 35 00	<b>Fine Cut</b> adillac. 54 weest Loma. 33 Hiawatha, 5 lb. pails. 56 Hiawatha, 10 lb. pails. 54 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38 <b>Plug</b> Red Cross. 32 Kylo. 34 Hiawatha. 41 Battle Axe. 35 American Eagle. 32 Standard Navy. 36 Spear Head, 18 oz. 41 Spear Head, 8 oz. 43 Jolly Tar. 36 Old Honesty. 42 Tolly. 33 J. I. 36 Pipe Haul. 61 Boot Jack. 73 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 <b>Smoking</b> Sweet Core. 34 Flat Car. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 X L, 5 lb. 24 X L, 16 oz. pails. 30 Honey Dew. 35 Gold Block. 35 Flagman. 38 Chips. 32 Kiln Dried. 21 Duke's Mixture. 38 Duke's Cameo. 41 Myrtle Navy. 40 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails. 37 Cream. 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 34 Peerless, 1 1/2 oz. 36 Air Brake. 30 Cant Hook. 30 Country Club. 32 1/2 Forex-XXXX. 28 Good Indian. 23 Self Binder. 20 1/2 Silver Foam. 34 <b>TWINE</b> Cotton, 3 ply. 18 Cotton, 4 ply. 18 Hemp, 2 ply. 12 Hemp, 3 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 6 6 1/2 <b>VINEGAR</b> Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 <b>WASHING POWDER</b> Diamond Flake. 2 75 Gold Brick. 3 25 Sunlight, 1 1/2 doz. 1 00 Gold Dust, regular. 4 50 Gold Dust, 24 lb. 3 90 Pearlina. 2 75 Soapine. 4 10 Rabbitt's 1775. 3 75 Roseine. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 80 Couronne. 3 50 Rub-No-More. 3 75 <b>WICKING</b> No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55 <b>WOODENWARE</b> <b>Baskets</b> Bushels. 1 10 Bushels, wide band. 1 25 Market. 35 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 6 00 Willow Clothes, medium. 5 00 Willow Clothes, small. 5 00 <b>Bradley Butter Boxes</b> 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 <b>Churns</b> Barrel, 5 gals, each. 2 40 Barrel, 10 gals, each. 2 55 Barrel, 15 gals, each. 2 70 <b>Clothes Pts</b> Round head 5 gross box. 50 Round head, cartons. 75 <b>Egg Crates</b> Humpty Dumpty. 2 25 No. 1, complete. 29 No. 2, complete. 18 <b>Faucets</b> Cork lined, 8 in. 75 Cork lined, 9 in. 75 Cork lined, 10 in. 75 Cedar, 8 in. 85	<b>Mop Sticks</b> Trojan spring. 90 Eclipse patent spring. 85 No 1 common. 75 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Ideal No. 7. 90 <b>Pails</b> 2-hoop Standard. 1 50 3-hoop Standard. 1 65 2-wire, Cable. 1 60 3-wire, Cable. 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 40 <b>Toothpicks</b> Hardwood. 2 50 Softwood. 2 75 Banquet. 1 50 Ideal. 1 50 <b>Traps</b> Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 <b>Tubs</b> 20-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 18-inch, Standard, No. 3. 5 00 20-inch, Cable, No. 1. 7 50 18-inch, Cable, No. 2. 5 50 18-inch, Cable, No. 3. 5 50 No. 1 Fibre. 9 45 No. 2 Fibre. 7 95 No. 3 Fibre. 7 20 <b>Wash Boards</b> Bronze Globe. 2 80 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 3 25 Single Peerless. 2 50 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 <b>Window Cleaners</b> 12 in. 1 65 14 in. 1 85 16 in. 2 30 <b>Wood Bowls</b> 11 in. Butter. 7 10 13 in. Butter. 7 15 15 in. Butter. 7 75 17 in. Butter. 7 75 19 in. Butter. 7 25 Assorted 13-15-17. 1 75 Assorted 15-17-19. 3 00 <b>WRAPPING PAPER</b> Common Straw. 1 1/2 Fiber Manila, white. 3 1/2 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 4 Butcher's Manila. 2 1/2 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15 <b>YEAST CAKE</b> Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 00 Yeast Foam, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 1 15 <b>FRESH FISH</b> White fish. 10 1/2 Trout. 10 1/2 Black Bass. 11 1/2 Halibut. 12 1/2 Clisces or Herring. 12 1/2 Bluefish. 11 1/2 Live Lobster. 2 25 Balled Lobster. 2 27 Cod. 10 Haddock. 2 8 No. 1 Pickerel. 2 8 1/2 Pike. 2 7 Perch. 2 7 Smoked White. 12 1/2 Red Snapper. 2 Cold River Salmon. 15 Mackerel. 19 1/2 <b>OYSTERS</b> <b>Cans</b> F. H. Counts. 50 Extra Selects. 50 Selects. 50 Perfection Standards. 50 Anchors. 50 Standards. 50 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1. 2 7 Green No. 2. 2 6 Cured No. 1. 2 9 Cured No. 2. 2 8 Calfskins, green No. 1. 2 10 Calfskins, green No. 2. 2 8 1/2 Calfskins, cured No. 1. 2 11 Calfskins, cured No. 2. 2 9 1/2 Steer hides 60 lbs. or over. 8 1/2 Cow hides 60 lbs. or over. 8 1/2 <b>Pelts</b> Old Wool. 25 50 Lamb. 25 50 Shearlings. 100 30 <b>Tallow</b> No. 1 cake. 2 5 No. 2. 2 4	<b>Wool</b> Washed, fine. 2 20 Washed, medium. 2 23 Unwashed, fine. 1 15 Unwashed, medium. 1 20 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard. 7 Standard H. H. 7 Standard Twist. 8 Cut Leaf. 9 Jumbo, 32 lb. 7 1/2 Extra H. H. 7 1/2 Boston Cream. 7 1/2 <b>Mixed Candy</b> Grocers. 2 6 Competition. 2 7 Special. 2 7 1/2 Conserve. 2 7 1/2 Royal. 2 8 Ribbon. 2 8 Broken. 2 8 Mouse, wood, 4 holes. 70 Mouse, tin, 5 holes. 65 English Rock. 2 9 Kindergarten. 2 9 Bon Ton Cream. 2 8 1/2 French Cream. 2 9 Dandy Pan. 2 10 Hand Made Cream. 11 1/2 Premio Cream mix. 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop. 10 1/2 Pony Hearts. 15 Coco Bon Bons. 12 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 1/2 Lozenges, plain. 2 9 Lozenges, printed. 2 10 Champion Chocolate. 2 11 Eclipse Chocolates. 2 13 1/2 Quintette Choc. 2 12 Champion Gum Dps. 2 8 1/2 Moss Drops. 2 9 Lemon Sours. 2 9 Imperial. 2 9 Ital. Cream Opera. 2 12 Ital. Cream Bonbons. 2 11 Molasses Chew, 15 lb. cases. 2 12 Golden Waffles. 2 12 <b>Fancy-In 5 lb. Boxes</b> Lemon Sours. 2 50 Peppermint Drops. 2 50 Chocolate Drops. 2 50 H. M. Choc. Drops. 2 85 H. M. Choc. Lt. and Dk. No. 12. 21 00 Gum Drops. 2 35 O. F. Licorice Drops. 2 30 Lozenges, plain. 2 55 Lozenges, printed. 2 55 Imperial. 2 55 Mottos. 2 50 Cream Bar. 2 55 Molasses Bar. 2 55 Hand Made Creams. 80 2 90 Cream Buttons, Pep. and Wint. 2 85 String Rock. 2 85 Wintergreen Berries. 2 60 <b>Pop Corn</b> Maple Jake, per case. 3 00 <b>FRUITS</b> <b>Foreign Dried</b> <b>Figs</b> California, Fancy. 2 Cal. pkg, 10 lb. boxes. 2 90 Extra Choice, Turk. 10 lb. boxes. 2 Fancy, Turk., 12 lb. boxes. 12 1/2 Pulled, 8 lb. boxes. 2 Natural, in bags. 2 <b>Dates</b> Fards in 10 lb. boxes. 2 6 1/2 Fards in 80 lb. cases. 5 5 1/2 Hallow. 1 lb. cases. 2 4 1/2 Sals, 80 lb. cases. 2 4 1/2 <b>NUTS</b> <b>Whole</b> Almonds, Tarragona. 2 16 Almonds, Ivica. 2 Almonds, California, soft shelled. 15 1/2 Brazil. 2 11 Filberts. 2 12 Walnuts, Greenoble. 2 15 Walnuts, soft shelled. Cal. No. 1. 2 16 Table Nuts, fancy. 2 13 1/2 Pecans, Med. 2 10 Pecans, Ex. Large. 2 11 Pecans, Jumbos. 2 12 Hickory Nuts per bu. Ohio, new. 2 Cocanuts, full sacks. 2 Chestnuts, per bu. Shelled. 2 Spanish Peanuts. 5 1/2 6 1/2 Pecan Halves. 2 40 Walnut Halves. 2 37 Filbert Meats. 2 30 Alicante Almonds. 2 33 Jordan Almonds. 2 50 <b>Peanuts</b> Fancy, H. P. Suns. 4 1/2 5 1/2 Fancy, H. P. Suns. 8 6 1/2 Choice, H. P. Jumbo. 7 7 1/2 Roasted. 8 8 1/2

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes.....75 9 00  
Paragon.....85 8 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 00

## Royal



100 size.....90  
1 lb. cans 1 35  
6 oz. cans 1 90  
1/2 lb. cans 2 50  
1/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

## BLUING

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

## BREAKFAST FOOD

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

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

## Oxford Flakes.

No. 1 A, per case.....5 70  
No. 2 B, per case.....6 00  
No. 3 C, per case.....5 00  
No. 1 D, per case.....5 60  
No. 2 D, per case.....5 60  
No. 3 D, per case.....5 60  
No. 1 E, per case.....5 85  
No. 2 E, per case.....5 85  
No. 1 F, per case.....5 35  
No. 2 F, per case.....5 35

## Plymouth

## Wheat Flakes

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

## TRYABITA

Peptonized Celery Food, 3  
doz. in case.....4 05  
Hulled Corn, per doz.....95

## Grits

Walsh-DeRoo Co.'s Brand.



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



Less than 500.....33 00  
500 or more.....32 00  
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; E. Desenberg & Co., Kal-  
amazoo; Symons Bros. & Co.,  
Saginaw; Melsel & Goeschel,  
Bay City; Fiebach Co., Toledo.

## CONDENSED MILK

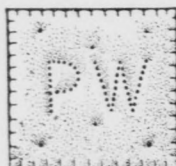
4 doz in case.



Gall Borden Eagle.....8 40  
Crown.....5 90  
Daisy.....4 70  
Champion.....4 25  
Magnolia.....4 00  
Challenge.....4 00  
Dime.....3 85  
Peerless Evaporated Cream 4 00

## CRACKERS

E. J. Kruee & 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  
Flordora Cookies, cse. 2 00  
Subject to liberal discount. Case  
contains 50 packages. Complete  
line of high grade crackers and  
sweet goods. Perfection Bis-  
cuit Co., Ft. Wayne, Ind.  
Freight allowance made on  
all shipments of 100 lbs. or more  
where rate does not exceed 40c  
per hundred.

## FLAVORING EXTRACTS

FOOTE & JENKS'  
**JAXON**  
Highest Grade Extracts.

Vanilla.....Lemon.....  
1 oz full m 1 20 1 oz full m. 80  
2 oz full m 2 10 2 oz full m. 1 25  
No. 3 fan'y. 8 15 No. 3 fan'y. 1 75



Vanilla.....Lemon.....  
2 oz panel. 1 20 2 oz panel. 75  
3 oz taper. 2 00 4 oz taper. 1 50

**LEA & PERRINS' SAUCE**



The Original and  
Genuine  
Worcestershire.

Lea & Perrin's, pints.....5 00  
Lea & Perrin's, 1/2 pints.....2 75  
Halford, large.....3 75  
Halford, small.....2 25

## 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

Place Your

Business

on a

Cash Basis

by using

Coupon Books.

We will

send you samples

if you ask us.

They are

free.

## Second Call

For progressive merchants who wish to  
take "The Butler Way" to a busy summer  
trade

Look at your calendar.

Do you realize that Saturday is July 4th?

Do you realize that September 1st is 49  
working days beyond?

Do you realize, if you let your business  
take its natural course, that every one of these  
49 days will be drone days—dull, no-business  
days that will eat into the fat profit of busy  
October, November and December?

If you have not thought of it—have not  
prepared for these days—think right now.

It is not yet too late for you to take "The  
Butler Way" to a busy summer trade.

If you follow "The Butler Way" you can  
keep your trade booming all during the hot  
weather—you can make July and August  
balance nearly in profits with May and June  
or September and October.

We know it—thousands of merchants are  
doing it with the help of "The Butler Way."

If you wish to know more about "The  
Butler Way" read our advertisement on yellow  
pages of last week's Tradesman or write us for  
explanation, booklet J3124 and catalogue J469.

Remember—time is short.

## BUTLER BROS.

Wholesalers of Everything—By Catalogue Only

Randolph Bridge  
CHICAGO





# 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.

**PROMINENT MICHIGAN BUSINESS MEN** have secured an enterprise that will pay 100 per cent. annual profits. Everything proven. A few more will be admitted. Address 31 Peninsular Bank Bldg., Detroit, Mich. 481

**FOR SALE—A NEAT, CLEAN AND UP-TO-DATE** grocery stock in hustling Northern Michigan town about 3,000. Stock will invoice about \$1,200. 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

**WANTED—LOCATION TO ENGAGE IN** general mercantile and produce business. Would prefer a small railroad station or small town of one or two stores north of Grand Rapids. Address No. 508, care Michigan Tradesman. 508

**SHOE STORE FOR SALE IN 10,000 TOWN.** Stock \$4,000, doing a \$20,000 business. Store established three years. Clean stock, best location in town. Address Manhattan Shoe Store, Delaware, Ohio. 507

**A SURE ROAD TO PROSPERITY. RARE** opportunity awaits Lucky Buyer. We offer for sale the most prosperous little business in Ohio. Stock consists desirable lines of clothing, dry goods, groceries, everything in 18 karat condition. This business will net \$2,400 a year if given proper attention. Stock will invoice \$6,000; annual sales, \$16,000. Have done cash business only. Have hustling town of 1,000 inhabitants. Rich farming and mining country roundabout. Don't miss this "El Dorado." Address Andreas & Co., Shanesville, Ohio. 506

**FOR SALE—STOCK OF DRY GOODS,** shoes, furnishings and cloaks in the best town in Northern Michigan; population 2,000; established business eight years; stock will invoice about \$4,000; must sell on account of my health. Will sell for cash, no trade. Address Lock Box 87, Gaylord, Mich. 504

**WANTED—TO TRADE SOME VERY DESIRABLE** realty at the Soo for stock of merchandise. The best city in the State. Address No. 503, care Michigan Tradesman. 503

**FOR SALE—DRUG STOCK OF EATON & FOLEY,** St. Ignace, Mich. On account of the death of Mr. Foley the business must be closed up. O. A. Eaton, Executor. 516

**FOR SALE—CLEAN STOCK OF GENERAL** merchandise in Northern Michigan. Only store in town. Suitable for large or small capital. Rent cheap. Other business reason for selling. Address No. 515, care Michigan Tradesman. 515

**IF YOU ARE IN THE MARKET TO BUY OR** sell a business or other property, consult Post & Horn, 33 McGraw building, Detroit, Mich. 514

**FOR SALE—DRUG STOCK IN TOWN OF** 500 population, located in center of good farming community. Stock will invoice about \$1,500. Rent only \$125 per year. Will sell for cash on basis of invoice, without bonus for established trade or good will. Address No. 513, care Michigan Tradesman. 513

**FOR SALE—12 MILLION FT. VIRGIN** timber. Hardwood, hemlock and white pine, in Gates Co., Wis., 3 miles from railroad. Other timber available, if buyer wants more. Saw mill adjacent, at which timber can be sawed. Also 2,500 acres cut lands, hardwood, clay soil, good water, fine grazing country. Will sell in large or small tracts. C. P. Crosby, Rhinelander, Wis. 512

**FOR SALE—OLD ESTABLISHED BUSINESS;** best town in thumb; house and store (separate), 4 lots, \$2,500 stock of general merchandise; will stand closest investigation; reduced stock for purpose of sale. If you have \$5,000 cash look this over. Address Box 227, Deckerville, Mich. 511

**2000 SHARES 6 PER CENT STOCK FOR** sale. The Henderson Lumber Company, Anthony, W. Va., incorporated. Capital stock, \$100,000, desire to enlarge their plant and operations, offer for sale 3,000 shares of their unissued stock at par, \$10.00 per share. Stock is non-assessable, and will pay 6 per cent. dividends per annum. Present value of timber alone, at half current prices, equals entire capital. Reference, Kanawha National Bank, Charleston, W. Va. For particulars address Joseph I. Henderson, Pres. and Treas., Anthony, W. Va. 510

**24 PER CENT. YEARLY ON INVEST-**ment; 2 per cent. dividends paid every month; no get-rich scheme; honest, legitimate business; write for particulars. The Life Investment Company, San Antonio, Texas. 509

**THE NEW TOWN OF LIDDERDALE,** Carroll county, on the Omaha, extension of the Chicago Great Western Railway, will be opened to the public by an auction sale of lots about the middle of July. For particulars address Edwin B. Magill, Mgr. Townsite Dept., Fort Dodge, Ia. 496

**"TOWN TALK" TELLS ALL ABOUT THE** new towns on the Chicago Great Western Railway. For free copy send to Edwin B. Magill, Mgr. Townsite Dept., Fort Dodge, Ia. 496

**FOR SALE—BAKERY AND RESTAU-**rant in manufacturing and resort town of 1,500; portable oven, No. 3 Buck range and holes with warming closets, cement floor in bake shop and kitchen; also spring and city water. Good chance to do a wholesale business. Only bakery and restaurant in city. A good money maker. If you mean business, Address A, care Michigan Tradesman. 491

**CHattel MORTGAGE SALE—THE EN-**tire stock and lease of store of the Kellogg Department Store in the city of Three Rivers will be sold at chattel mortgage sale on Wednesday, July 8, next, at 2 o'clock p. m., at the store room. The stock and fixtures inventory at about \$2,400 and is in a good location. Chance here for a bargain. Charles E. Perrin, Trustee. 490

**JEWELRY BUSINESS FOR SALE OR** exchange. Stock invoices \$800. 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-**igan, 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 not 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, 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 1, 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 34 Ionia street, opposite Union Depot; house and lot at 37 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—\$5,000 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 BLICKENSBERGER** typewriter, almost new and in good order; will exchange for good graphophone and records. Address Will F. Clark, Mentone, Ind. 486

**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

**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—HARDWARE STOCK, LOCAT-**ed in Northern Illinois; prosperous manufacturing and farming center; profitable proposition; invoices \$2,800. Hardware, 55 Stephenson St., Freeport, Ill. 492

**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

**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—\$1,000 GENERAL STOCK** and \$2,000 store and residence all for \$2,000 if taken at once. Address No. 347, care Michigan Tradesman. 327

**FOR SALE—WELL-SELECTED DRUG** stock, about \$2,000; good prescription and farmers' trade; established at Bay City 1885; two-story frame building, stone foundation, cellar floor cemented; occupied as a drug store and dwelling; stock and building sold together or separate, latter cheap, easy terms; reason, retiring from business. Werner Von Walthausen, 1345 Johnson St., Bay City, Mich. 313

**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 Sheriff St., Cleveland Ohio. 470

**FURNITURE STORE BUILDING** and stock for sale. Splendid chance for undertaking (I am not an undertaker). Centrally located on main street in a good live town of 1,200 in Southern Michigan. Address No. 469, care Michigan Tradesman. 469

**FOR SALE—HARDWARE, 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. 467

**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. Schroeder, 37 Monroe St., Grand Rapids, Mich. 457

**FOR SALE—CLEAN, UP-TO-DATE STOCK** of general merchandise, located in hustling town of 500 in the Thumb. Stock will invoice about \$3,000. Owner has manufacturing interests to look after. Address A. X. R., 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 Heiling's Patent Pot Cover rapidly. They are wanted in every household. Send for price list; sample 20 cents. U. S. Patent Pot Cover Co., 1303 Broadway, Alameda, Cal. 445

**FOR SALE—GROCERY STORE, INVOICE** \$4,000; best goods and best trade. Seven years. Chance to make money. Mean business; write quick. Address E. W. Bockman, Paducah, Ky. 444

**FOR SALE—ON ACCOUNT OF POOR** health, a stock of groceries in the best city of 10,000 in the state; doing a good business. Address J. B., care Michigan Tradesman. 443

**WANTED—PARTY WHO CALLS ON** dry goods trade to carry ladies' muslin underwear on commission. Kalamazoo Underwear Co., Kalamazoo, Mich. 469

**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

**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—\$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

**FOR SALE—A SMALL WELL-SELECTED** and exceptionally clean stock of general merchandise in one of the best growing towns of Southern Michigan. Persons expecting to buy for 50 or 60 cents on the dollar need not apply, nor those wishing to trade other property. Lack of time to devote to the business reason for selling. Address X. Y. Z., care Michigan Tradesman. 430

**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, Eaton Rapids, Mich. 420

**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

**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

**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—THE WELL-KNOWN GEN-**eral store business of J. A. Shattuck & Co., Newberry, Mich. Annual sales, \$50,000. Conditions are favorable to trade and Newberry is reckoned one of the best towns in the Upper Peninsula. Reasons for selling, forty years in the store business and do not care to be buried there. 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. 383

**FOR SALE—A FIRST-CLASS SHINGLE** mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saws, bolter and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first-class. Address A. K. Morehouse, Big Rapids, Mich. 389

**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

**SAFES—NEW AND SECOND-HAND FIRE** and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

## MISCELLANEOUS

**WANTED—REGISTERED PHARMACIST,** must be good reliable man. Steady position to right party. Address No. 505, care Michigan Tradesman. 505

**CLERKS AND WINDOW TRIMMERS,** learn rapid lettering for card signs, price tickets, etc. Our course of instruction by mail will teach you thoroughly. Terms very reasonable. Descriptive circulars free. Address W. A. Thompson, Pontiac, Mich. 501

**MANAGER WANTED—THE NEW ERA** Association wants special managers. Here is an opportunity for the successful fraternal organizer or insurance man. The New Era last year led all others in this State in net new business for its age. This means money for you. No other society has a constitution and table of rates amended only by a majority of its members voting direct and without proxies. Apply to Chas. D. Sharrow, General Manager, Grand Rapids, Mich., 29 Fountain St., General Office. 498

**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

**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 \$10,000; practically no competition. If interested address No. 475, care Michigan Tradesman. 475

**POSITION WANTED AS CLERK IN A** general store. References furnished. Address No. 459, care Michigan Tradesman. 459

**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

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**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





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