

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

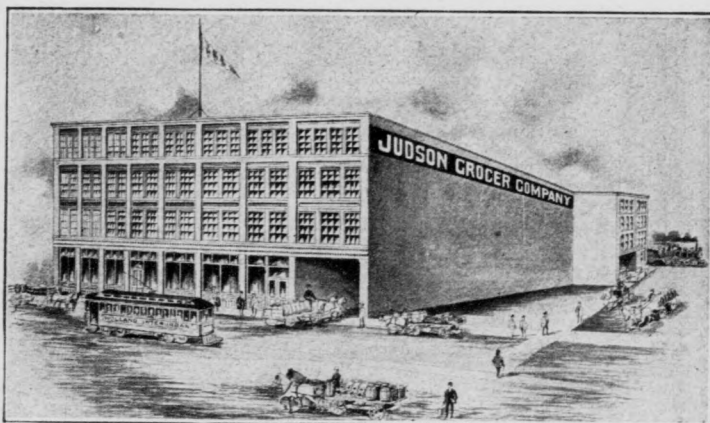
Twentieth Year

GRAND RAPIDS, WEDNESDAY, JULY 8, 1903.

Number 1033

Largest Wholesale Grocery House in Western Michigan

Model office and warehouse building now being constructed at the corner of Market and Fulton



streets. Strictly modern and up-to-date in its appointments. All loading and unloading of teams done under cover. Double railroad track on our own land and facilities for loading and unloading six freight cars at a time, enabling us to handle merchandise at a smaller ratio of expense than any other wholesale grocery house in the Middle West.

Judson Grocer Company, Grand Rapids, Michigan

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.

Be A Bond Holder

If you own gilt edge gold bonds you've something to depend on . . . such a perfectly safe way of placing your money too . . . well worth your consideration . . . let us tell you of some we know are good--very.

E. M. Deane Co., Limited

Municipal, Corporation and Railway Bonds

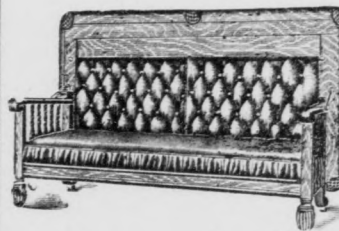
211-213-215 Michigan Trust Bldg., Grand Rapids.

References: Old National Bank;
Commercial Savings Bank.

The Balke Manufacturing Company,

Sole Manufacturers of the

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



FOR THE HOME.

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

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

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

The Balke Manufacturing Company, 1 W. Bridge Street.

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

Fruit
Flavor



Fruit
Flavor

This Is the Popular Flake Food

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

Globe Food Company, Limited

318 Houseman Block,
Grand Rapids, Mich.

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

EAGLE HIGH TEST LYE

Standard of 100% purity. Powdered and Perfumed.



Established 1870

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

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

OUR New Deal FOR THE Retailer

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

Absolutely Free of all Charges

One Handsome Giant Nail Puller

to any dealer placing an order for a 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.

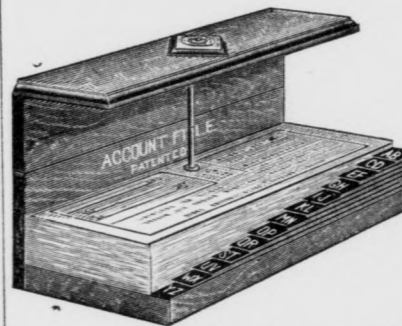
Eagle Lye Works, Milwaukee, Wisconsin

Sunlight

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

Walsh-DeRoo Milling Co.
Holland, Michigan

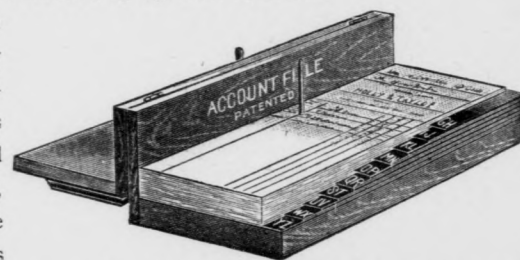
Simple Account File



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

one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



TRADESMAN COMPANY, Grand Rapids

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, JULY 8, 1903.

Number 1033

Collection Department

R. G. DUN & CO.
Mich. Trust Building, Grand Rapids
Collection delinquent accounts; cheap, efficient,
responsible; direct demand system. Collections
made everywhere—for every trader.
C. R. McCORNER, Manager.

THINK!

You do not take any risk

25 to 40 per cent. realized by stock-
holders 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 de-
sire it.

Martin V. Barker
Battle Creek, Michigan

We Buy and Sell Total Issues

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

BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

Good but slow debtors pay
upon receipt of our direct de-
mand letters. Send all other
accounts to our offices for collec-
tion.

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.

IMPORTANT FEATURES.

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EXTRAVAGANT ASSUMPTION.

The other day when President Roosevelt was talking to the citizens in the northwest corner of the great Northwest in sight and sound of the ocean that acknowledges no boundary he naturally and easily and truthfully combined two grand ideas in that mighty presence when he declared that the United States is destined to dominate the Pacific ocean. The statement has not been received with approval. It was hardly in harmony with the time and place and occasion that called it forth. With all the world listening it was not to be expected that the President of the United States, stump-mounted, could so far forget his high office and the incumbent of it as to talk to the galleries and give them the rarest specimen of foundationless brag which even this bragging nation has so far heard. Of course, Canada, usually over-sensitive, lifted her eyebrows; of course republican America to the South of us uttered exclamations, but it was hardly to be expected that intelligent Europe should have so far taken umbrage at the President's statement as to pronounce it "an extravagant assumption." It is anything but that; and they who consider only cursorily the commercial growth of nations will find no fault in the conclusions the President has reached and stated.

The story need not be a long one. It begins with Greece, the civilizing mother of the world, and the little hemmed-in Aegean sea tells to-day the intensity of the life that it fostered and measured. The one is the complement of the other and the mutual relationship then and there established has crystallized into fact what

subsequent history has confirmed, that the water basin which satisfies a nation's commercial activity represents exactly the national life and character upon its coasts. So Rome found the Grecian sea too small and the Mediterranean became the center of Roman maritime accomplishment. Sea and power together flourished and fell, and trade finding its world too small rushed into the Atlantic as the only water basin worthy of the enterprises already thought of and begun. It is an ocean worthy of the part it has played in civilization, and its waves and storms and triumphs have been counterparts of the nations that have struggled upon it for supremacy. These, however, are repeating the same old fact, and the place the United States has taken, as the leading nation whose shores the Atlantic washes, is proof enough that its commercial activity, surpassing anything the Old World knows, has already found the Atlantic too small and already begun that domination of the Pacific as the only water basin worthy to typify the national life and character that it has established upon the Pacific shore.

There is here no thought of brag. A logical conclusion, which history has repeated as often as the maritime trade-center has entered a larger sea basin, has only found an ampler illustration in the American invasion of the Pacific. At all events it is an acknowledged fact which the President stated and can not, then, be truthfully put down as "an extravagant assumption." Nothing in the whole speech can be pointed at to mean that any other nation is to be shut out from the Pacific trade, but simply this: That this country is to have in that ocean more commercial interest and power than any other—a statement that time will prove correct unless the people of these United States so change in character as not to see the great opportunity before them and bend every energy to its improvement.

That this country is the dominant power in this hemisphere is not to be denied. In strength, in influence, in all that pertains to leadership she easily stand first. It is not to be disputed that her position is much in her favor. The heart of the continent is hers. It is her hand that, thrust Northward, almost touches Asia. Honolulu in mid-ocean is glad dened to-day with the American flag and the Philippines on the western hem of the Pacific is American territory. Already at Panama the American workman is beginning to hammer open the rocky gates for traffic to pass through, every nerve of the Great Republic is thrilling with energy from ocean to ocean and from shore to shore for the advancement

of its work and the fulfillment of its evident destiny, and yet when the President simply states that the country has begun the work assigned it, the statement is put down as "an extravagant assumption."

This country is in no haste to make the assumption true. Fear is the evident father of the thought expressed; but just as surely as the Grecian commerce passed into the Mediterranean sea, so surely into the Pacific ocean, for the same reason, will pass the traffic of the Atlantic. History will repeat herself as she is always doing and some day the President's remark will confirm him to be the profound historical student that he is and the remark itself will be looked upon as so much logic and not as "an extravagant assumption."

Pedro Alvarado, who four years ago was a peon earning only 50 cents a day, is now the owner of the richest mines in Mexico. An American syndicate recently tried to buy his interests, but he in turn offered to buy theirs, saying he was not selling mines but buying them. He has on hand gold and silver bars valued at \$60,000,000. Recently he offered to pay off the national debt of Mexico, but the Government declined, for some reason, to accept his offer. Maybe it thinks that a public debt is a desirable thing or that Mexico could not afford to owe so much to one man.

A patron of a quick lunch resort in New York had his hat and overcoat stolen. He sued the proprietor for the amount at which he valued them and obtained judgment for \$44.40. This has been set aside by the appellate division which holds in effect that there are no rules of etiquette that require a man to remove his outer garments while eating in such a place, and that it was not shown that he exercised proper care in regard to them.

The Georgia Legislature is still in session. Among the bills recently introduced is one proposing a tax of \$100 on every divorce that may hereafter be granted by the courts of that State. Divorce is commonly considered an expensive thing for the race and perhaps if it were made more expensive for those who resort to it to free themselves from matrimonial ties there would be a decrease in the number of such proceedings. The proposition is interesting to say the least.

Having decided to commit suicide, a New Jersey girl thought she would die happy by eating a couple of gallons of ice cream. But such an ideal end was denied her. Somebody discovered her plan when she had eaten but one gallon.

FALSE ECONOMY.

Too Many Merchants Treading the Dangerous Path.

Written for the Tradesman.

It is natural that the merchant who has a desire to get ahead in the world should practice economy in his business affairs as much as possible, and to this end every man who runs a store with the idea of realizing a profit therefrom cuts out all unnecessary expense. Under the new order of things to-day the cutting of expenses is the great problem that confronts the commercial interests of the country. The cutting of expenses is the cause of the formation of the numerous so-called trusts that have stirred up such widespread discussion through the columns of the press of the country. The sharp competition in all lines of trade that has arisen and the gradual lowering of prices to the consumer make the reduction of expenses imperative to the man or men who would come out of the struggle with colors flying victoriously. Thus it is that men engaged in the mercantile trade all over the country are puzzling their brains over this troublesome problem. How, when and to what lengths shall a man go in this direction? These are the questions that business men all over the country are trying to answer—and they are questions the answer of which is vital to the prosperity of those who ask them.

But notwithstanding the fact that the reduction of expenses is the order of the day, and that no business house that fails to appreciate the necessity of acting along this line can succeed, there is a danger that many will fall into the habit of making cuts where they will only have a tendency to hurt business. There must be at the head of the business a mind that realizes when it is wise to use the pruning knife and when not to. The man who has it in his power to cut the expenses of a commercial concern must be capable of ascertaining to a certainty where it will pay to make reductions and where it will not, and if he is lacking in this knowledge the concern is in a fair way to being steered onto the dangerous rocks that lie hidden beneath the waters of the commercial sea. The man who has it in his power to swing the axe must be able to strike at opportune times and in the right place. If he lacks the power to discern when and where to pare down there will be trouble in store for the concern he serves.

In no part of the mercantile business is the paring knife more likely to be used with disastrous results than in the department of publicity. Publicity is the life of the mercantile establishment, and yet it is a common thing to see merchants reducing their advertising appropriations at times when the business needs the aid of printers' ink the most. There is an old saying to the effect that what is worth doing at all is worth doing well, and this is directly applicable to advertising. Nevertheless nothing receives as little attention, in nine cases out of ten, as this part of the business. Stores that seem to be

admirably managed in every other particular are so miserably advertised that the purchasing public is driven away at times when its patronage is needed most.

I saw this fact illustrated a few days ago in a manner that I could not fail to notice. I was passing along the street and chanced to fall in with a stranger who to all appearances was a laboring man. We had not walked far together when we came to a clothing store. It was adorned with a plate glass front of the most modern design and the windows were well filled with a fairly good line of goods. Evidently the manager was inaugurating a clearing sale to draw in the people, for in the windows were several signs bearing the information that the clothing offered for sale was going at greatly reduced prices. I was paying no particular attention to the store until a remark from the stranger caused me to study the signs with a critical eye.

"They're getting mighty cheap in there with their signs," said the man. "If their clothing is as cheap as their signs I don't believe I want any of it."

Of course after this remark it was but natural for me to turn and study the bargain announcements referred to in such a sarcastic manner. There were several in the window, everyone written with a big lead pencil and on common brown wrapping paper. They were stuck up here and there about the glass and were far from being works of art, as any man who paid any particular attention to them could not help but notice. And another thing noticeable about them was that in order to read them a person must get up close to the window. The wording was in the common handwriting of the man who had a message to convey to the people.

And after noticing the cheap appearance of the signs—if they might be called such—I was impressed in about the same manner as the other fellow. I would not want to buy clothing at that store. It may be that the place carries as good stuff as any in the city, and its prices may be the most reasonable, but those signs have a tendency to drive away all the desirable trade upon which the place should hope to feed. They give the place a sort of pawn shop air that is demoralizing to a degree that is most disastrous. Since the day I first set my eye on those signs I have taken particular notice of this store and have yet failed to see it filled with customers, as one would suppose it would be during a reduction sale.

I will venture to say that a majority of the readers of the Tradesman have seen at times things that impressed them in the same way as those cheap signs did my friend of the street. All this comes through a mistaken idea as to what economy really is. The windows of a store are used to attract the attention of the people who pass along the street, and yet through an idea of false economy that will make it possible to reduce printing bills, some merchants will fill their windows with a lot of cards and signs that would

disgrace even a fourth class grocery in a rural place twenty miles back from the railroad. Nobody will deny that it lessens the expense of operating the store. Nobody will claim that it would not cost more to place attractively designed announcements in the windows, but there is no economy in doing a thing that saves two or three dollars in printing bills and drives a hundred people away from the store because of the cheapness and bucolic air of the windows.

It has often been said that advertising to be effective must be done well, but there are still some men in the world who can not see it in that light. They are the fellows who reduce expenses by resorting to all manner of cheap devices to boom the

sale of their goods. They move into a fine store building and then knock the whole effect in the head by forcing a public, that has already suffered to a sufficient extent, to gaze on a collection of lettering and sign painting that would drive a man direct to the next boozery to offset the effects of the work by taking a bracer of Old Crow. It is such economy that has caused the sheriff to turn the key in the door of many a man's store, and it seems that there are yet those who are treading the dangerous path.

Raymond H. Merrill.

A man juggling balls and an advertising man who does not know his goods are similar. There is a lot of display and nothing to it.

A New Customer Says

"I have just commenced selling LILY WHITE flour and it takes the cake. Everybody wants it. Send ten barrels more at once."

That's the way to feel about the flour you sell.

That's the kind of flour to sell.

Flour that 'everybody wants.'

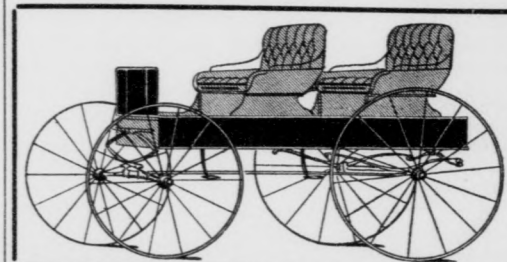
Makes business easy and comfortable.

Makes profits sure.

Try it on yourself.

Valley City Milling 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

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.

DOUBLING UP.

Combination Store Plan of Peculiar Character.

I saw, some years ago, that matters were getting down to a fine point with me. The shoe business was being a bit overdone in our town. I could see no future worth mentioning. I made up my mind something had to be done.

I thought it over a long time and this is what I figured out: three other men in the same town, one with a grocery stock, one with clothing, hats and caps, and one with dry goods, went in with me. We secured a fine, big, well lighted and modern store room, on the best corner location in the town and made a joint store of it.

We did not go into partnership. Each man had control of his own line, just as he had before. It was practically this: instead of occupying separate buildings, we had our stores all in the same big room, divided off according to our needs, but all in one. We shared rent, light, heat, store, help, advertising and other expenses, at a large economy in operation.

Each one of us "pulled" for the other three and passed a customer down the line. We got together every night and went over matters. If the dry goods man was pushing any particular leader, we were told of it and helped the good work along. The same with the rest of us. We took turns in furnishing attractive leaders to get people to coming in bunches.

We did not all go into the combination at once. We agreed that to get the best effect out of it we should prolong the public talk and work the idea out long enough to do us all the good possible. Therefore, we started with the combination of the grocery and the dry goods store.

They rented the room, after announcing the proposed change, and started in with big business, working leaders in both lines, making strong talk on what they could do for their customers in the way of saving on buying stock, which was mostly talk, by-the-way, but it went, and in economy of management. They made offerings of certain staple goods at slightly cut prices to back the talk.

I have noticed that the general tendency among merchants in our town, when a competitor starts in to do things, is to largely ignore it and to say, "O, they won't amount to anything. The excitement will soon die away. They can not hurt us." It is just that kind of attitude that enables a man to make a strike, sometimes.

The other merchants in our town did just that. They sat still, waiting for the new store to get to be an old story with the public.

But just about the time that this might have happened, along came the clothing man. More exceedingly strong talk about the advantages to the customer of still further concentrating and combining our business.

I may say that we industriously paved the way for this by talking over the matter fully with all of our

big customers who had time to talk or who showed an interest in the matter, or even a willingness to hear about it. For instance when a lady would be buying goods for herself and girls, the dry goods man would say, "Now, if we just had clothing here, we could fit out your boys, too." She would probably say, "Yes, that would be a good idea. I would not have to run around to get what I want. Why don't you do that?"

When the clothing man came in, he sent letters to all his customers explaining the deal, or as much of it as was advisable to have the public know, and urging them to come in and see him in his new place, assuring them that he could do better by them in prices and goods than before.

Then after the clothing man got in, they built a cheap addition as a warehouse, and then my shoe stock was easily placed, and our plan of consolidation was complete.

And the plan works. We are making more money than we did individually. Each store draws trade for the others. We do not explain the fact of separate interests, and it does not occur to the customer to think of it. He simply comes to buy clothing—and the clothing man sends him over to me for shoes, or he comes in to buy shoes, and I get him interested in some of the other lines while he is there.

The combination made our store clear ahead of anything else in town, in size and attractiveness, put us ahead of the bunch, and we have kept ahead. I see no reason why we can not stay ahead. I believe the same thing could be worked in a good many other towns. It looks to me as if it is either that or surrender to the man who has nerve enough to come in with a regular department store, in a great many cases.

Ours is in fact a department store, with separate ownership of the departments. I believe this has some advantages over going into a company and pooling the whole thing. It makes every man hustle for his own line, and he is boss of his end of the job.

It is hardly necessary to say we do a cash business. One cashier answers for all. If any one of us sees fit to do so, he will take a farmer's note, but the note is made to him individually, not to the store.—Shoe and Leather Gazette.

To Clarify Lime Juice.

Lime juice may be clarified by heating it either alone or mixed, with a small quantity of egg albumen, in a suitable vessel, without stirring, to near the boiling point of water, until the impurities have coagulated and either risen to the top or sunk to the bottom. It is then filtered into clean bottles, which should be completely filled and closed (with pointed corks), so that each cork has to displace a portion of the liquid to be inserted. The bottles are sealed and kept at an even temperature (in a cellar). In this way the juice may be satisfactorily preserved.

Prudery is coquetry gone to seed.



**They Save Time
Trouble
Cash**
Get our Latest Prices

Cheaper Than a Candle

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



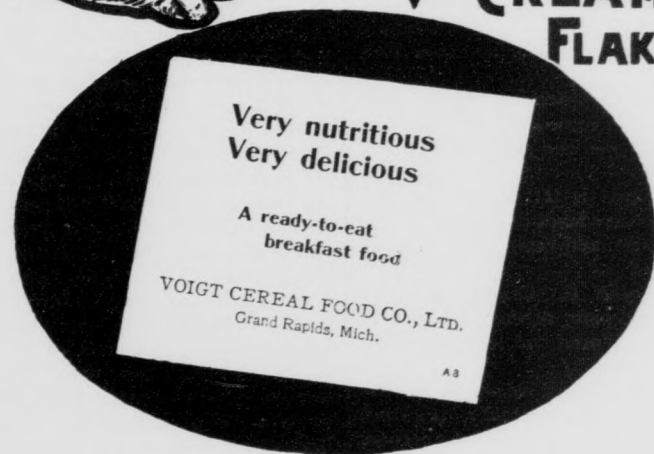
Summer School; Summer Rates; Best School
100 STUDENTS

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.



**VOIGT
CREAM
FLAKES**



PRINTING

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

TRADESMAN COMPANY

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

Around the State

Movements of Merchants.

Farwell—O. W. Case has sold his grocery stock to David James.

Caro—Jos. A. Lane has purchased the grocery stock of Cummins Bros.

Kalkaska—F. A. Eckler, dealer in bicycles, has sold out to Lossing & Schurtz.

Lum—Miles Finkle has purchased the hardware, paint and oil stock of Haines Bros.

Millington—Bishop Bros. have purchased the general merchandise stock of Chas. B. Clough.

New Lothrop—J. G. Cook has purchased the agricultural implement stock of Kildea Bros.

Detroit—The style of the Continental Cigar Co. has been changed to the C. E. Winter Cigar Co.

Millersburg—Chas. Atkins succeeds David Watson in the furniture, undertaking and boot and shoe business.

Ann Arbor—Schultz Bros. have engaged in the grocery business, having purchased the stock of Louis T. Freeman.

Rosebush—J. T. Harvie & Son, general merchandise dealers at this place, have sold their stock to Comfort Bros.

Pontiac—A. G. Griggs has purchased the plant of the Cannon Metal Wheel Works and will reorganize the company.

Holland—Simon Reidsema is closing out his furniture and carpet stock and will retire from trade on account of poor health.

Alma—Morris Messinger, for several years with Messinger & Co., clothiers, will engage in the clothing business at St. Louis about August 15.

Allegan—S. B. Allen, who owns bazaar stores in Grand Rapids and Muskegon, has opened a branch store here. It will be strictly a five and ten cent store.

Charlotte—M. A. Densmore has purchased the interest of his partner, W. E. Thompson, in the New York Racket store and will continue the business in his own name.

Morley—Ed. Follett, for several years manager of the drug store of H. M. Gibbs, at Coral, has purchased the drug stock and store building of C. L. Snyder, at this place.

Mancelona—Kramer Bros., of Grayling, have rented the store building owned by J. L. Farnham, and will put in a stock of dry goods, clothing, shoes, etc. They expect to open up about August 1.

Ithaca—W. D. Iseman, dealer in dry goods and groceries, and A. S. Barber, dealer in clothing and men's furnishing goods, will open a clothing department about August 1 in an upper room in the store of Mr. Iseman.

Monroe—The Wilder-Strong Implement Co. has been inaugurated for the purpose of dealing in agricultural implements and machinery. The capital stock is \$50,000 and is held as follows: Wm. H. Strong, Detroit, 250 shares; E. S. Wilder, Monroe, 120 shares, and J. K. Wilder, Monroe, 30 shares.

Zeeland—The firms of G. Vanden-Bosch & Son and Poest Bros. have consolidated and have removed their clothing stocks into their spacious new quarters. The new concern will be known as the Main Clothing & Shoe Co.

Detroit—The International Brokerage Co. has been formed for the purpose of buying and selling cereal foods. It is capitalized at \$2,400, the stock being held in equal amounts by W. H. Brace, D. D. Cady, F. A. Wegner, M. E. Galvin and J. D. Bourdeau.

Traverse City—Frank Gannett, formerly engaged in the drug business at Grawn, has purchased an interest in the drug stock of Bugbee & Roxburgh. The business has been merged into a limited co-partnership under the style of the Bugbee & Roxburgh Co., Ltd.

Clare—Nathan Bicknell, one of Clare's pioneer business men, has retired from active business life and will remove to his Spring Brook farm of 120 acres located at Vernon, placing his business interests in charge of his two sons. James S. Bicknell will have charge of the grocery store and William H. Bicknell will continue the clothing and dry goods business.

Lake Linden—The stock of F. P. Levine and Louis Miller, who did a dry goods and general furnishing goods business here for several months under the style of F. P. Levine & Co., has been turned over to their creditors. Jacob Steffes has been appointed trustee. Claims have been filed to the amount of \$12,000, and it is stated that the stock on hand will not inventory more than \$4,000. A meeting of the creditors will be held on July 20, when the manner and method of disposing of the goods will be decided upon.

Manufacturing Matters.

Saginaw—The capital stock of the Saginaw Sugar Co. has been increased from \$300,000 to \$650,000. Extensive improvements will be made in the plant.

Paw Paw—The Malto-Grape Co. has begun the erection of a factory building and expects to have same completed in ample time for the present season's grape crop.

Grand Haven—The Western Piano Supply Co., which has been recently established at this place, has begun the manufacture of supplies of different kinds of pianos and other musical instruments.

St. Johns—The Clinton County Butter Co. has declared a dividend of 6 per cent. This is the first dividend declared although the concern has been on a good financial footing for the last two years.

Adrian—The Huron Remedy Co. has been organized with a capital stock of \$25,000. Lewis T. Lochner, druggist at this place, has been the manager of the Huron remedy and is at the head of the new organization.

Frankfort—Harmon & Co. are constructing suitable ovens and adding new fixtures for a bakery in connection with their grocery business. The new department will be in charge

of James Hutchins, formerly of Grand Rapids.

Ludington—The Ludington Wood-ware Co. has purchased the old Phoenix basket factory site and will erect a large plant thereon for the manufacture of baskets of all kinds and also butter dishes, rolling pins, potato mashers and other wooden utensils.

Milan—Work is being pushed on the large factory building of the American Sad Iron Company. This concern, which is now the Detroit Register Co., will remove its plant from Detroit as soon as the buildings here are completed, which will be within sixty days.

Cadillac—M. H. Holcomb, who owns the patent on a newly-invented dustpan, is establishing a new manufacturing enterprise here under the auspices of local investors. He is moving his engine and other machinery from Pierson, where they have been located for some time past.

Detroit—The Hercules Manufacturing Co. has filed articles of association with the County Clerk. Capital stock \$30,000, all paid in. The concern will manufacture metal polishes, wood varnishes, and cleaners, soaps, marking crayons, brooms and other specialties. The stockholders are as follows: Henry C. Frazier, 1,245; Thomas G. Dunbar, 10; William B. Van Zandt, 1,245; William B. Van Zandt, trustee, 500. All are residents of Detroit.

Muskegon—The Puro Manufacturing Co., which was organized several months ago in this city to manufac-

ture extracts and baking powder, has suspended business and its affairs are being wound up. The company was financed by local stockholders, who dropped their investment in the concern.

Detroit—The Northwest Cigar Manufacturing Co. has merged its business into a stock company under the same style. The authorized capital stock is \$10,000, held as follows: A. N. Williams, 423 shares; F. M. Roach, 423 shares; John T. Keegan, 90 shares, and P. M. Moraske, 64 shares.

Three Rivers—The Diamond Peat-Fuel Co. has been organized with a capital stock of \$120,000, one-half preferred and one-half common. Howard Seeley, of Mason, holds 3,000 shares preferred and 500 shares common; W. P. Rankin, of Grand Rapids, holds 5,000 shares common; M. E. Ludwick holds 500 shares common.

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—The raw sugar market shows a little firmer feeling, although there is no change in price. There are no sugars pressing for sale and there is a generally better feeling among importers, who are inclined to hold their stocks for a week or so, when a much better demand for refined is expected, which will, of course, improve trade in raw sugars. Arbuckle reduced his prices five points and was also followed by Howell and the American a little later, but the last day or two the demand has increased and the general tendency of the market is considerably firmer. With seasonable weather from now on a very good trade is anticipated in refined sugars.

Canned Goods—The demand for Michigan canned goods continues very good from all sections and stocks are becoming very short indeed in some lines. Peaches have met with an excellent demand and now there are but very few left, and what stocks are on hand are very firmly held, with packers not making any concessions. There also continues a very good demand for gallon apples and a number of sales have been made. There is some difference in regard to prices in the views of buyers and sellers, as buyers are still looking for cheap apples and it is difficult to get them up to the prices asked by sellers. There is 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. The market, however, shows a slightly firmer tendency, which may soon result in an advance. 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 from last week. Stocks are moderate, but not any larger than it is believed will be necessary to supply the trade the remainder of the 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. Currants 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.

Rolled Oats—The rolled oats market continues firm, with good demand.

The Produce Market.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beet Greens—50c per bu.

Beets—20c per doz.

Butter—Creamery is without change, being 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 heavy.

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

Carrots—15c per doz.

Celery—20c per bunch. Receipts are increasing in quantity and improving in quality.

Cherries—The crop is unusually short. Sweet command \$4 per bu. and sour fetch \$3@3.50 per bu.

Cocoanuts—\$4 per sack.

Cucumbers—35@40c per doz. for home grown.

Eggs—Receipts are not large and the quality has been seriously impaired by the hot weather. Local handlers hold caddled at 15@16c and case count at 13@14c.

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

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

Green Peas—90c@\$1 per bu. for home grown.

Honey—New white is beginning to arrive on a basis of 12½c.

Lemons—Californias fetch \$3@3.50 per box and Messinas command \$4@4.50 per box.

Lettuce—Leaf, 60c per bu.; head, 80c per bu.

Onions—Louisianas in 65 lb. sacks, \$2. Californias in 90 lb. sacks, \$2.50; Kentucky, \$3.25 per bbl.

Oranges—California late Valencias, \$4@4.50.

Pieplant—\$1 per 50 lb. box.

Pineapples—Floridas have advanced to \$3.25 per crate. Cubans are out of market.

Potatoes—Old have declined to 50@60c per bu. New are steady and in only fair demand at \$3.25 per bbl.

Poultry—Receipts are about equal to the demand. Local dealers pay as follows for live fowls: Spring broilers, 15@16c; yearling chickens, 9@10c; old fowls, 8@9c; white spring ducks, 12@14c; old turkeys, 9@11c; nester squabs, \$1.50@2 per doz.; pigeons, 50c per doz.

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

Raspberries—Red are in active demand at \$1.50 per 12 qt. case. Black are in firm demand at \$1.75 per 16 qt. case.

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

Tomatoes—85c per 4 basket crate. Turnips—20c per doz.

Watermelons—20@30c for Floridas. Wax Beans—\$1@1.25 per bu.

Whortleberries—\$1.50 per 16 qt. case. The price is tending downward. The crop is believed to be above the average, both in quality and quantity.

Hides, Pelts, Tallow and Wool.

The hide market is quiet and lower on all kinds. The advance in

prices fought for has stopped and holders are filling previous orders and refuse any offer of a concession of price until they know they can buy the goods. The trade is decidedly quiet, with all men out from Milwaukee tanneries.

Pelts are firm and bring good values at ready sale.

Tallow and greases are lower and dormant and stocks are accumulating. Offerings are large in greases and oils, with concessions of price to effect sales.

Wool is not moving very fast from the State. Apparently over half of the season's take has gone out. What is left is held above Eastern dealers' ideas or held for the future. The market is without price at present. A few buyers are left who look for easy spots not readily found.

Wm T. Hess.

The problem which confronts the tanning trade relative to the prolongation of the hemlock bark supply has been solved, so far as local tanning interests are concerned, by the stockholders of the Tanner's Supply Co., Ltd., who have decided to build a factory in Kentucky for the manufacture of chestnut oak extract for use in place of hemlock bark. The factory will have a daily capacity of 100 barrels, which will involve an investment of \$200,000. This arrangement will reduce the tan bark requirements of Michigan tanneries 20,000 cords annually, which will prolong the life of the hemlock bark industry in this State several years.

Heman G. Barlow is spending a fortnight at the cottage of his son-in-law, Arthur C. Denison, at the White Lake resort, where he busies himself assassinating potato bugs and diving for fish. In writing his friends here he insists on calling himself Horace Greeley Barlow in place of his former cognomen. He is greatly improved in health.

Lee M. Hutchins, Secretary and Treasurer of Hazeltime & Perkins Drug Co., leaves to-morrow for Mackinac Island and the Snows. Sunday night he will start on a ten days' trip through Georgian Bay and Parry Sound, returning via Sault Ste. Marie.

L. H. Taft, formerly engaged in the drug business at Lowell, has opened a drug store at Greenville. The Hazeltime & Perkins Drug Co. furnished the stock.

G. J. Maruits has purchased the boot and shoe stock of Leonard C. Heyboer, at 738 East Fulton street.

J. H. Bryan, the Charlotte druggist, is erecting a \$5,000 residence opposite the court house square.

The man who possesses ability will find little profit in advertising the fact.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

ICE CREAM

Must Be of Good Quality and Well Made.

The chief requisite in the manufacture of good ice cream is good cream. By this is meant cream that contains from 23 to 25 per cent. of fat. With this quality of sound, sweet cream it is comparatively easy to make a first-class ice cream. If, however, this quality is not available a fair quality of ice cream can be made from cream containing but 16 per cent. of fat by adding to the cream about 2 per cent. of some gelatin filler.

The rule, if it can be called such, that has been followed by the writer for the past four years is as follows: For other than fruit flavors, two and one-half ounces of granulated sugar is weighed out to each pound of cream to be frozen. For chocolate flavor three-fourths of an ounce of chocolate paste is added to each pound of cream. The cream is put into the freezer which has previously been packed with a freezing mixture, the sugar and flavoring added, the cover put on and the freezer started; slowly at first to prevent churning, but rapidly as the cream begins to freeze. When crushed fruits are used for flavor the amount of sugar used need not exceed two ounces to the pound of cream, as the fruit being preserved in a syrup already contains a large amount of sugar. One of the most popular fruit flavors is strawberry, an ounce of the crushed fruit and an ounce of the fruit juice usually giving the desired amount of flavor. When canned peaches are used for flavoring the flavor will be materially improved by adding the juice of a lemon to each can of peaches used.

In using extracts for flavoring it is usually necessary to flavor at least the first lots of cream made from each new lot of extract by taste, as it is difficult to get two shipments of extract of the same strength. Some ice cream makers claim that extract flavorings injure the grain or body of the ice cream. Whether this claim can be substantiated or not, it is almost certain that a more delicate flavor can be obtained from the vanilla bean for example, than from the extract of vanilla. Unless care is exercised in the selection and use of extracts they are likely to impart a characteristic disagreeable flavor to the ice cream. Where their use can be avoided they are not to be recommended.

The body of the ice cream is influenced to a great extent by the richness of the cream used in its manufacture. Ice cream made from cream containing but from 16 to 20 per cent. of fat will lack body or character, when put into the mouth it immediately melts and vanishes, which is disappointing to the lover of good ice cream. On the other hand when cream with from 23 to 25 per cent. of fat is used the ice cream has a toughness that is regarded with favor by the ice cream connoisseur. Again, the richer ice cream is apparently not as cold as that made from poor cream and in consequence the

consumer is not troubled with the pains in the roof of the mouth so often caused by eating ice cream made from poor cream or from eating water ice or sherbet.

Perhaps the rapidity of freezing has some influence upon the body of the ice cream. This in turn is influenced by the strength of the freezing mixture or the amount of salt that is added to the ice. One pound of coarse ice cream salt, to ten or twelve pounds of crushed ice gives a medium, quick freezing mixture. The freezer should always be stopped as soon as the ice cream begins to roll up on the stirrer. If the freezing is carried too far the water in the cream freezes, the grain or body becomes granular and the cream is ruined.

The yield of ice cream is governed perhaps by three factors: First, by the amount of air that can be incorporated into the freezing mass. Second, by the expansion of the milk albumen caused by whipping the cream during freezing, and, third, by the expansion of the cream serum during the freezing of the cream. The increase of ice cream over the unfrozen cream varies within very wide limits. Why it should vary and vary so widely is a question that a large number of experimental freezings has failed to answer satisfactorily. Ice cream makers frequently claim that they get an increase of 100 per cent. of ice cream over cream. While the writer has occasionally gotten an increase of 80 per cent. the average has been approximately 60 per cent.

To obtain the greatest benefit of the increase of ice cream over cream it should be measured and disposed of as soon after freezing as convenient. Ice cream served as soon as it has hardened after freezing is very light and feathery and is preferred by many in this condition. If the ice cream is held in a packer for twenty-four hours a large part of the air that has been incorporated in it during freezing collects in the cream in such a way that, when the cream is stirred, as it has to be in repacking, it escapes and the bulk of the ice cream is reduced approximately 10 per cent. As a consequence the cream has a more solid consistency and to some does not have the light, fluffy, lively attractiveness characteristic of freshly frozen cream.

After the cream is frozen it is usually transferred to porcelain lined, iron packing cans packed in a freezing mixture in cedar tubs. From these the cream is distributed to the retail trade by means of small tin packing cans holding from one to four quarts. Ice cream should not be left in contact with metal for any considerable length of time, as the cream is liable to become tainted.

Care should be exercised to keep the cream in the large containers well packed to prevent the cream from becoming soft and to see that the freezing mixture in the retail packers is strong enough to keep the cream firm but not so strong that the cream will become so hard as to be unmanageable.

For the high class trade there is quite a demand for ice cream bricks containing from one to three flavors and two or more colors. These are made in a brick shaped tin mould, those having the double lid are much to be preferred. When more than one kind of cream is used in a single mould, care should be taken to make the different layers as even and as uniform as possible. Special care should also be taken to fill the mould as full as it will possibly hold, as moulds that are filled are not likely to be contaminated with salt in freezing. As soon as the moulds are full they are packed in a strong freezing mixture for an hour and a half or until the cream is frozen solid. They are then taken out, rinsed off with clean, cold water and both lids removed.

The thin blade of a knife is then run around the inside of the mould and the brick of ice cream pressed out upon a table. With a thin bladed knife the brick is cut into five or six pieces, each individual piece wrapped in paraffine paper, and put into a packer surrounded by a strong freezing mixture. Ice cream made into bricks frequently sells for from forty to seventy-five cents per quart.

Danger in Circulars for Wrapping.

A physician at Dresden prescribed a snuff for a patient with asthma, which contained belladonna, hyoscyamus and datura. The druggist dispensed it in two small boxes, each wrapped in a circular advertising somatose. The patient noticed the directions for taking the somatose, a teaspoonful in milk, three times a day. Supposing that they applied to the contents of the boxes, he took a teaspoonful of the snuff with severe results.

Of No Practical Use.

Bill—What's the use of tying a tin cup to a dog's tail?

Jill—I'm sure I don't know. I never saw a dog with a tin cup tied to his tail who looked as if he really had time to properly use it.

Logical Demands of Union Men.

The walking delegate of the carmen's union in a certain Western city has made the following demands on the street car companies of that city:

1. That the wages of all employes be increased from \$2.56 to \$3.75 per day.
2. That \$1.25 extra per day be paid for instructing candidates for employment by the companies.
3. That conductors be permitted to put off the cars any one speaking disrespectfully of the union.
4. That conductors be authorized to refuse to carry any passenger who wears a hat or coat which does not bear the union label.
5. That the union be permitted to make up the slate of directors for the various companies previous to the annual election and refuse to permit the election of any director who is not in hearty sympathy with the union.
6. That no man be elected to any office by the directors until his election has first been approved by the union.
7. That the walking delegate have the right to examine the companies' books from time to time to ascertain the earnings of its several roads, authority to dictate the discharge of any person in the companies' employment for violating the rules of the union, and, in general, the right to operate the roads as a sort of partnership enterprise for their own benefit, at the expense of the stockholders.

A boil is not really such a very painful affair when it is on the other fellow.

QUICK MEAL

Gas, Gasoline, Wickless Stoves
And Steel Ranges

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

D. E. VANDERVEEN, Jobber

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"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. Estimates carefully furnished. Established 1886. All orders promptly attended to. Try us.

JOHN JOHNSON & CO., 360 Gratiot Ave., Detroit, Michigan

Agents Wanted

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.

FIVE ESSENTIALS.

Exactness, Honesty, Politeness, Patience and Perseverance.

Any man and every man who has made any money in the grocery business will side with me when I say that every dollar made in this business is well earned and well deserved. I do not believe that there is another business on the face of the globe which incurs as many details and small aggravating occurrences as the retail grocer has to encounter.

And here is just where the good clerk and good assistant come in. A poor clerk will create and increase the disagreeable details, and a good clerk will share and lessen them. Good clerks, however, are not very often born; they have to be made and educated in the vocation.

When a boy of 14 years of age, I was put into the retail grocery business in a city of about 4,000 inhabitants in Switzerland. I had to work for my own boarding and lodging and pay what would be in our money about \$100 a year. One hundred dollars in the old country forty years ago was a lot of money to pay for the privilege of doing about two

men's and a mule's work. That is exactly what it meant. I had to do work from 5 a. m. to 9 p. m. and on Sundays, too, excepting two hours in the forenoon, when all stores were closed, to give everybody a chance to go to church. This was the only chance we had to steal a little time.

There were five of us. One had to go to church and bring us the text of the sermon, while the other four enjoyed a little game of rolling nine-pins, in some out of the way place. We rolled nine-pins because we did not know anything about strikes or walking delegates in those days.

The first thing I was taught here was to sweep. It did not mean to take a broom and run through the store with it. It meant to sweep clean. The next thing to make paper bags, and to make these as large as possible out of as little paper as possible; even the paste had to be just so, and not otherwise. One of my superiors told me once that if I would ever try to make sacks again with such paste, he would make me eat it. He said it was thick enough for a cat to sleep on.

Next we learned how to unpack

goods and how to save every nail we extracted. How to handle goods and how to take care of them and how to do it in the most economical manner and without losing any unnecessary time. What I learned here was to be a handle for my lifetime. The main object was to sweep clean, leave nothing undisturbed in any corner and sweep out nothing which might be of any value whatever. A piece of paper, if only four inches square had to be picked up before it got dirty and had to be used. Not a piece of string even a foot long should remain in the sweepings; and all the other work had to be done in like manner. This was teaching exactness, thoroughness and above all economy; and later in life I found just these things the most essential qualities of a good clerk.

But how can you teach these qualities to others when you do not possess them yourself? Even if you had an employe who possessed these qualities and his principal does not practice them, he will soon abandon them himself and get accustomed to the more easy-going qualities of his master. Thus I spent one year.

The second year I was taught salesmanship. Here I was told that the first principles of a good salesman are strict and absolute honesty, politeness, patience and perseverance. Having been taught exactness before, here I was to practice it. I was told that exact weighing and measuring do justice to your employer and to your customer. Absolute honesty to your customer as well as to yourself will gain the confidence of your fellow man at all times. Politeness is the cheapest thing on the face of the globe and never fails to bring good results. Patience will help you to make many sales which others will miss who do not possess it. Perseverance and the foregoing qualities constitute the solid foundation of a strong, substantial business. And these items constitute the good qualities of a good clerk.

How to keep a good clerk? This question is, in my opinion, easily answered. There is only one way to keep him and that is the right way. Pay him all he is worth, treat him as you would expect to be treated, and look out for his future welfare as well as your own. Robert Kellar.

Executive Committee and Past Counselors of Grand Rapids Council No. 131, U. C. T.



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Member Executive Committee



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Member Executive Committee



John H. Millar
Member Executive Committee



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Member Executive Committee



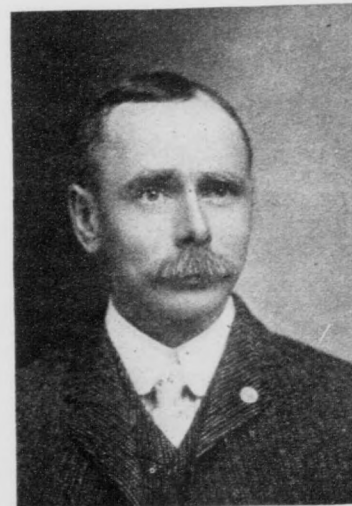
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When writing to any of our advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY - - - JULY 8, 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.

GENERAL TRADE REVIEW.

It is coming to be more generally accepted that the long dulness and depression in the Wall Street markets is but the natural reaction from overcapitalization attending the great mania for combination which followed the opening of the present period of industrial prosperity. The practice of issuing double the actual values of the properties taken in preferred stock and then an equal or greater quantity of common, making a four-fold inflation at least was a discounting of the future which could hardly result in other than reaction. The business of the country has been, and is, tremendous, but the wildest dreams could hardly expect it to meet so great a quantity of watering. That this is being squeezed out without material interruption to industrial prosperity is a new and remarkable feature of modern economic history.

While many observers of stock market conditions are on the qui vive for the turn upward, those who have made a study of the degree of stock expansion to be dealt with are in no haste to come to the rescue. Such are not discouraged, but see the necessity of reorganization and the acceptance of losses, or at least disappointed expectations until values are brought to a reasonable basis. A feature which indicates the correctness of this view is that market fluctuations seem to be independent of ordinary current influences.

The advent of the heated term and vacation season is having little apparent effect on trade. More seasonable weather is helping the crop prospects and, a feature of annually in-

creasing importance, is assuring a successful resort business. Demand for building enterprises, railway betterments, etc., are reducing the prospect of mid-summer shut downs to the minimum.

Iron and steel contracts are being freely placed on the new level of prices which are considered reasonable under the conditions of demand. Textiles are still unsettled on account of labor disturbance and disparity in prices. Footwear is still making high record of movement with steady prices.

THE BERLIN ACCIDENT.

The deplorable accident which occurred one-half mile west of Berlin on the morning of July 4 naturally calls attention to the lack of precautionary signals in use by the interurban roads of Michigan and the necessity for more rigid rules and more accurate signal systems in the running of cars. Fifteen dollars would have erected a semaphore at the Berlin depot and this signal, dropped across the track, would have stopped the limited car for orders and thus averted the calamity. The Tradesman fails to see where either conductor or motorman was in any way to blame for the accident. They did their duty as they saw it, but a little expenditure along the lines of public safety on the part of the company would have saved thousands where it would have cost dollars. Now that the necessity for greater precaution has been demonstrated, the company will probably adopt some system by which cars can be stopped for orders; and in the opinion of the Tradesman, those who use interurban cars will never feel entirely safe until these lines are placed under the same rules and subjected to the same rigid inspection the steam roads are. Considering the inexperience of most of the motormen and conductors on the interurban lines and the short period of apprenticeship they serve before being given full charge of cars, there is special occasion for well-defined rules and the adoption of signal systems which can not be mistaken.

The influx of cheap labor from Europe, which has been unprecedented this year, will, it is feared, swamp the country if it continues at the present rate. There are some signs that many of the immigrants come here under contracts, in violation of law, but proof of that fact is difficult to secure. The classes that make up the bulk of the new arrivals are not as desirable as those of former years. They are not readily absorbed into the national life and add appreciably to the problems of the Government.

John Wanamaker is to build a new store in New York City adjoining the mammoth establishment he now conducts. The new building will cost more than \$3,000,000. Together they will give Wanamaker a really colossal emporium of trade. Wanamaker is unquestionably one of the greatest merchants of the age. When asked why he has been able to accomplish so much, he says: "Because I advertise." He uses millions of dollars in printers' ink every year.

NO NEED TO WORRY.

A great deal of anxiety is finding expression in different parts of the country in regard to what is to become of the young men and the young women who are now at home for the college vacation. There seems to be the generally conceded conclusion that the young woman will naturally and easily fall into the regular routine of the home life without having too much to do with the cooking stove and the washtub, but with the young man it is different. "Many fond parents are a little worried as to what shall be done with their student sons during the long summer vacation," and these same anxious ones venture to suggest to the worried parent that "there is usually a great shortage of farm hands for harvesting the crops about this time of the year;" and having delivered themselves of this needless bit of advice put down the pen with the assurance that something new and bright has been said and that they have said it, while the real facts are that it is neither new nor bright; that the fond parents are not worrying at all and that the young man in question will do exactly as the young man has always done during the college vacation and always will do—work if he has to and play if he can. In short, it is the old question of billiard cue and hoe handle with necessity to dictate which.

Beginning with the fact that human nature is the only thing earthly that never changes it does seem as if the time had come for the generation managing the world's affairs to stop making fun of the generation that is getting ready to manage them. Man for man the scoffer is just as lazy as the student is. They have the same "senses, affections, passions; fed with the same food, hurt with the same weapons, subject to the same diseases, warmed and cooled by the same winter and summer," and yet the man in harness, pining for the student's vacation which never comes to him, suggests to his youthful brother the utility and the beauty, now that his year's work is done, of resting and recreating himself in the robust toils of the harvest field. Are we to infer that the advice-giver, if his vacation time begins this afternoon, will be found to-morrow in his humble way making up the short age of farm hands "for harvesting the crops about this time of the year?" He knows better; and he knows, too, if he knows anything, that the college boy has earned the respite that comes to him and, sensible fellow that he is, will make the most of it in a common sense, up-to-date way, with the cue if he can or the hoe if he must.

There are men who, contrary to their own practice, would have us believe that the young man who is going to make his mark in the world has no time for play. The parables dear to him are those of the "early bird" and the "busy bee" and "Go to the ant." He reads, as he works, of the strenuous life of Lincoln and Franklin and Garfield; determined to be somebody, he feed on Poor Rich-

ard's maxim illustrating them per se, substitutes the kerosene lamp for the burntout pine knot and studies long after everybody else is abed and asleep and so by keeping constantly at it zig-zags his way to the presidency or some other commendable prominence. This country is too full of such instances, past and present, to make a fuss over them. They all illustrate the American principle of "get there," which has long been looked upon as the national motto and the man who does not reveal this characteristic of his New England ancestry in times that are intended to try men's souls is beneath contempt; but with the prize won nature asserts herself and the generals of success, laurel-crowned, proceed to "take mine ease at mine inn," because now they "don't have to" go on with the old "demnition grind."

"Can you tell me what is the first ingredient to make a man as wealthy as yourself?" was recently asked an American multi-millionaire. "Poverty" was the prompt reply; and this is the conclusion of the whole matter.

The boy who believes that his highest ideal lies on the other side of a college course will go through college. No matter what obstacles stand in his way, he gets by them and poverty is the least of them. Now, then, with the money question in his favor does anybody suppose that that student after a year of study—for despite the popular belief the American college boy does study—is going to sweat for the next three months in the harvest field because "the little busy bee improves each shining hour?" or because "there is usually a great shortage of farm hands for harvesting the crops about this time of the year?"

The financial condition of the student world has never been better than now. All over the country and especially throughout the great Middle West the boys are coming in from the farms and ranches and swelling, enormously so, the roll call of the universities and colleges. They have located their ideal life on the other side of the college course and like their Puritan ancestors they are "getting there" without any cross cuts. Those who "have to" are at the present writing working the harvest field and those who don't have to, because harvest hands are few, are working with them—a pretty convincing proof that fond fathers are not worrying even a little as to what shall be done with their sons during the long summer vacation.

In connection with the reference made in last week's paper to the jail sentence of Samuel M. Tucker, of Detroit, and the previous conviction of Frederick T. Crawford, the Tradesman should have noted that the credit for bringing these men to their just deserts is due solely to J. J. Larmour, Postoffice Inspector for this district. Mr. Larmour has been persistent in ferreting out the misdoings of men of this class and to his patient watchfulness is due, in large degree, the immunity Michigan shippers have enjoyed from the depredations of men of this character.

THE GREATEST WONDER.

Whatever pertains to the lengthening of human life is a matter of the greatest moment to the American. Young or old, rich or poor, the light bright and alluring and forever leading him on is the hope of a blissful period away off there somewhere when, his pile made, he will take his ease and in the evening of his life enjoy to the utmost his hard-earned competency. With this dream to realize, he early in life settles down to business. The legend of the early bird pleases him and an alarm clock becomes a valued possession. He finds after some lively experience the shortest possible time to get up and dress. He knows to a tick how long it takes to eat his breakfast and read the headlines of his paper. He gives himself the shortest time for catching his car, lets no grass grow under his feet between car and office and from that time until the close of business is in a whirl of excitement broken into only by midday lunch, if that can be said to be broken into, which includes a particular guest with whom at their leisure he transacts the most important matter of the day.

After such a strenuous business day as this there must be a let-up. "The bow to last must be occasionally unstrung," or words to that effect, and he proceeds with might and main to "unstring." If he has not dined with friends he now hastens to meet them. Ball or play or something more exciting claims him and, relaxing as he works, he is eagerly at it until far into the morning. Hungry then he must have a little supper and that over he goes to bed hardly knowing how and stays there until his faithful alarm clock tells him about the bird and the worm and then, deploring alike headache and "brown taste" he longs for "that good old time," be it summer or winter, when he can go to bed when he pleases and get up at the same time without any of this constant push and drive which he knows is hurrying him into his grave before the close of the third decade. He longs for his crown of a hundred years and the greatest wonder is how he will manage to live until he is thirty-five.

What increases this wonder is that the average business man depends upon external agencies to keep him long upon this mundane sphere. The world is becoming educated in this matter of lengthening life. We know a good deal more of sanitation than our fathers did. The microscope and the microbe are matters of modern concern and through them alone longevity has increased a certain per cent. Diseases that were once regarded as visitations of Providence we now know Providence to have precious little to do with and we are preventing them by suitable measures. The yellow fever has lost its terror; consumption, its fateful germ having been found, has lost its grip upon human lungs; smallpox now comes and goes and humanity cares little or nothing about it; cancer is beginning to "fold up its tent like the Arabs and as silently steal away;" surgery painlessly works its wonders

and the dumb speak, the blind see and the cripple breaks his crutches across his once useless legs and becomes another miracle of this miracle-producing age—all showing as plainly as fact can show that one hundred is the limit for a man now-a-days to think of growing old.

Is it not about time for the man himself to come to the aid of these agencies whose single purpose is a lengthening out of human life? All these are so many means of helping nature to the accomplishment of her purpose—only that. There is, and never has been, any secret about it. The nonagenarian has but one story to tell, the main point being that a candle burnt at both ends never lasts long. "It is a simple rule, easy to state and easy to follow: "Be good-natured; be clean, for your own and succeeding generations; exercise; be comfortable; sleep—mark that—in the most comfortable bed you can get; do not eat twice as much as you need and do not eat food that will abuse that poor old muscle, the human stomach."

The notable omission is the omnipresent "worry," but he who is induced to test the above recipe for a long life will soon see that it is a preventive of the omitted evil. Another life-shortener which the business man of to-day may profitably consider is the fact that he has got to stop in this living "on time." The open-faced watch is popular from the fact that the owner wastes no time in opening it. He sleeps on time; he eats on time; ready at the minute he welcomes the coming and speeds the parting business guest. His playtime is the only time he infringes on, unless it be his sleeping time and what he filches from sleep is so much gain, a habit which will shorten life in spite of modern medical discovery and scientific research and skill.

No one cares to question the truth of the old copy book maxim: "Punctuality is an angel virtue." Unquestionably the practice of doing things exactly on time has won for us a large measure of our industrial success; but in the face of this success coupled with the inevitable breakdown, it may be proper to ask if the whole thing pays. If the nineteenth decade and the enjoyment that ought to go with it is worth working for, the methods of attainment must be more carefully looked after. A fortune is a good thing, the earning it is a better one, the spending of it during the earner's nineties the best of all; but how short-sighted is he who earns his money to pay doctor's and the undertaker's bills before he reaches the semi-centennial milestone.

A Moscow dentist has invented a system whereby false teeth can be made to grow into the gums as firmly as natural ones. After a few months' use it is just as hard to extract them as it is to dislodge the genuine molar, made on the premises. Soon, possibly, this tooth grafting Muscovite will achieve that goddiest height to which the dentist can soar, the manufacture of false teeth that ache.

THE DANISH WEST INDIES.

The people of the Danish West Indies are represented as being most unhappy over their present situation and their prospects. Some of them have been over to Puerto Rico recently and they brought back to their homes very interesting and complimentary accounts of how the people in that island are getting along under American jurisdiction. The comparison does not make the residents of St. Thomas and St. Croix at all satisfied with their condition. The Puerto Ricans shipped over \$500,000 worth of coffee to the United States between January and June of this year, whereas the shipments for the same time last year amounted to only \$21,000. They are also sending more sugar, tobacco, fruit, etc., than ever before. Puerto Ricans are taking courage, entering upon new enterprises and, what is more to the purpose, are making money. They have no troubles which they talk about, but they have many hopes which they are confident will be realized.

What the residents of the Danish West Indies have seen with their own eyes, both at home and in Puerto Rico, is calculated to make them look with still greater favor upon the desirability of becoming an American possession. The United States Government is entirely friendly to the plan and ready to carry out its part of the contract, but the Danish representatives by a narrow margin refused and left their West Indian possessions just as they have been for so many years. The islands are not of much use or benefit to Denmark and it has frequently been said that when the question comes up for vote again there the decision will be different. The United States is not disposed to urge or hurry the matter. The residents of the Danish West Indies would be glad to see the change and when Denmark voluntarily consents, the purchase will presumably be made. The responsibility rests entirely with Denmark, which really has nothing to lose by the sale and will gain the millions of dollars named as the purchase price. These islands are very fertile and susceptible of being made very attractive. The inhabitants speak English and no other of the West Indian Islands offer better advantages for winter residence. In all probability some day they will be a United States possession.

PLYMOUTH ROCK.

The tour recently taken by the Liberty Bell and the attention accorded it has suggested to some enterprising showman that if Plymouth Rock could be taken from its place, put on a freight car and carried around the country for exhibit it would yield a handsome revenue. The rock as now exhibited in an enclosure a few feet from its original position, is not large enough to make the transportation problem very serious. Important as it is historically and although surrounded by many tender and patriotic sentiments, truth compels the confession that it does not materially differ in appearance from any of the

other rocks to be found in abundance in that locality. Any other stone could be fixed up to look like it and the bystander could not tell the difference between the genuine and the spurious.

The significance of what goes by the name Plymouth Rock is not limited to this one particular stone. It is not to be supposed that the Pilgrim fathers each and every one landed and stood for any length of time thereon. They landed on that shore, where the whole coast is rocky and perhaps even now the stone preserved and revered is not actually the real one but another which chanced to be near it. The probability is that no great amount of money could be made by exhibiting Plymouth Rock around the country and there would be no appropriateness or dignity in such a procedure. Those sufficiently interested will go where it is and the interest as well as the entertainment is enhanced by the general locality rather than by a particular stone only a few feet square. A barn storming trip around the country is entirely out of character with Plymouth Rock and what it stands for in American history and sentiment. It can not be believed that there is any serious probability that this venerable relic will go into the show business.

Bliss Perry, editor of the Atlantic Monthly, in an address at Smith College on "Men Who Do Things," advised that they be not too much glorified. "Study the faces of these men," he said, "as you find them presented in the illustrated periodicals. They are strong, straightforward faces, the sign of a powerful, high geared bodily mechanism. These men are the winners in the game which our generation has set itself to play. But many of the faces are singularly hard, insensitive, untouched by meditation. If we have purchased speed and power at the cost of nobler qualities, if the men who do things are bred at the expense of the men who think and feel, surely the present American model needs modification."

The process known as Americanization is one that few races can resist, however stubborn their natures or ingrained their customs. This was forcibly illustrated the other night in New York when a hundred Chinamen appeared at a banquet wearing dress suits and minus the queues that Chinamen have regarded as sacred. It is announced that during the past month five hundred Chinamen in the metropolis have sacrificed their pig tails and will henceforth conform to American habits of dress in all essential particulars.

Mosquitoes have made their appearance in Paris, which has never before been troubled by these insect pests. The many sheets of ornamental but stagnant or sluggish water are believed to have something to do with a situation which is rendering mosquito nets a necessity in many houses. Various remedies are suggested—from filling up the ponds to poisoning the water.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—A number of additional advances have been named this week for staple cottons, though they have not been made on account of the demand. It is the scarcity and promise of greater scarcity that prompts these advances and as a matter of fact many lines are really "at value" while others receive prices according to the amount of goods in the market and the necessities of the buyer. Where a buyer needs the goods there is no difficulty in securing the top market prices. Brown cottons and drills are slow. Colored cottons continue to occupy the same strong position as heretofore, and increasing difficulty is experienced in finding desirable lines, denims, checks, stripes and cheviots emphasizing the situation. The higher price level established for ducks has had no special effect in curtailing the demand. Buyers pay the higher prices readily enough where deliveries can be promised anywhere near the time wanted. Bleached goods are rather quiet, but certain lines are scarce, especially in three-quarter and seven-eighths goods, and sellers feel very independent where they are able to make promises. Wide sheetings are all on a high level, and made-up sheets and pillow cases are well sold up and strong.

Wool Dress Goods—The duplicate fall dress goods demand fails to show the improvement that first hands have been hoping for, and consequently there is something of an air of disappointment in the market. Individual reorders, as a rule, have been comparatively small, and what is more, there has been no general disposition to renew their buying operations. Buyers, be they jobbers or garment manufacturers, are free from speculative inclinations, and as their sales of fall goods have not reached a substantial volume their attitude to the initial market is not one of active interest. The reorder business runs to staples, and also neat fancies of the suiting and skirting order principally. Goods of a lustrous character, of wool and mohair are well represented in current sales. Cheviots, that simulate the zibeline, have found very fair favor. Black and blue cheviots, and also cheviot mixture effects for suit wear, have attracted a very fair share of the attention. The mannish cheviots and tweed effects are well considered by the cutting-up trade. Worsted fabrics, particularly of a staple character, are also well regarded for wear in tailored garments. Such fabrics as armures, mohairs, broadcloths, Venetians, thibets, etc., are among the best regarded fabrics for fall consumption, especially for out-of-door wear, and all figure in the current reorder trade.

Underwear—The greatest interest in the underwear end of the market centers in the spring lines for 1904. Prices are being named, though not as yet generally. On those that have been disclosed they run from 5 to 10,

and in one or two cases, about 12½ per cent. above the prices that ruled for this last spring's goods. This advance certainly cannot be considered excessive in any way, but on the contrary, must be looked upon as quite moderate and should the price of cotton remain even on this present basis, the advance must be considered small and as a matter of fact cotton might take a considerable drop before it could materially affect the prices now set for next spring's underwear and make them lower. Considering the advances that have been made in prices and comparing them with the advances in the cost of manufacturing, which includes yarns, trimmings and labor, it must be evident to the most casual observer that the manufacturers are going to get the small end of the bargain if they give the same values that they did at this time a year ago, but they will not do so. There is no question that lower grades of material will be used, less care will be used in sorting up and it will be found that seams and edges are less carefully finished. As all manufacturers will be doing the same thing, all will fare alike. So far there has nothing very new or very novel been shown to the trade in spring lines; the market conditions do not promise enough to encourage them in any experiments, so they will stick just as close to bed rock lines as they can. A number of the department stores and a few other stores that are in a position to keep in touch with the market conditions have already placed orders for next spring on lower grades of goods, and this would seem to indicate that they have sized up the situation pretty carefully and feel that they will be on the right side if they order now. They certainly would not do this unless they felt considerable confidence in it themselves. In looking over the situation and getting at the root of the matter, it would seem as though the manufacturers might have difficulty in supplying any very important demand. It cannot be said yet of course what the supply will be, for the rapidly changing weather conditions prevent any accurate prediction in regard to crops, and this will be a most important factor on next spring's lines.

There are few if any new developments in regard to fall underwear. All lines that include cotton to any important proportion in the make-up continue to be scarce in quantity and high in price. Fleeces in particular are in important demand especially from the European trade and with no possibilities of meeting this demand. In fact this request for American made underwear for abroad is reaching a very important proportion, but at a time when it practically cannot be supplied. For the present summer season there is little to say. The bad weather in June prevented large sales by the retailers and those who failed to receive their full supplies from the mills are now easy on that account. There are some agents that have small quantities of goods for the present season to be delivered, but not to any important degree.

Hosiery—There is little to say in

NOBBY STUFF



to retail at

25 cts

is the strong item
in a new lot of

NECK-WEAR

We have to offer.



Grand Rapids Dry Goods Co.

Grand Rapids, Mich.
Exclusively Wholesale

HAVE YOUR BOOKS AUDITED

Our auditing department is equipped to go over books of any company and draw off an exact statement of affairs.

We can arrange with any firm or corporation to audit their accounts periodically.

We open books of new companies and install new modern and approved book-keeping systems.

Statements of business affairs of companies that are unsatisfactory or are so involved that they are confusing, can be investigated and elucidated by us and the result attained will be the result of our many years of business judgment.

Write to us and we will give you special information that will be of interest to you.

MICHIGAN TRUST CO.
GRAND RAPIDS, MICH.

Retailers

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

Merchants' Quick Price and Sign Marker

Made and sold by

DAVID FORBES

"The Rubber Stamp Man"

34 Canal Street,
Grand Rapids, Michigan

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

H. M. R. BRAND
Asphalt
Torpedo Granite
Ready Roofing



MOST PRACTICAL FOR
ALL CLASSES OF
BUILDINGS.

MANUFACTURED BY
H. M. Reynolds Roofing Co.
GRAND RAPIDS, MICH.

regard to hosiery to-day, for among the agents, the Philadelphia strike has been the most important topic of conversation. There seems to be little of interest, however, found there. Manufacturers are taking the matter philosophically, because it happens at a time that is very convenient for them. The traveling representatives are going out with the spring lines and taking orders, for it is felt that when the proper time arrives the mills will be run in good shape.

Carpets—As far as demand is concerned, the carpet manufacturing industry is in a very favorable condition. Orders show considerable bulk in nearly all the mills and those that are not affected by any labor disturbances are getting more than their usual share of the business. In three-quarter goods circles, as a rule, everything is progressing as smoothly as in previous seasons, with exceptions here and there, due to the difficulty in procuring enough stock and yarns. Deliveries of fall goods are being made on time as a general thing. In ingrains the situation is entirely different from what it is in three quarter goods. As most of the carpet mills under the ban of the great Philadelphia textile workers' strike are those turning out ingrains, and as fully 80 per cent. of ingrains turned out in this country are products of the Philadelphia mills, the shutdown puts a very serious aspect upon the ingrain market, particularly when the strike continues on for so long a period as it has to-day. Orders taken the first of the season, in which no attempt has been made to come to the point of fulfillment, will be about as good as no business at all, when the time comes for the mills to resume work again. Jobbers must have deliveries of the initial business before a certain period or the goods will be of no use to them during the season current with them. It is generally supposed that a good deal of ingrain business will find its way into other hands now that the Philadelphia mills are closed, but the other mills can only turn out their usual productions when running full swing as they generally do. Consequently they are not in a position to take anywhere near the amount of business that would otherwise come to the Philadelphia mills. Demand still continues as large as ever, while production has been heavily curtailed. This will mean smaller stocks on hand next season and better prices. Jobbers are closing up their spring season and getting their first shipments ready for their fall trade. Those having Philadelphia connections are looking elsewhere for supplies. Demands run largely for the medium-priced carpets such as tapestries, Brussels and Axminsters in three-quarter goods, and the better all-wool ingrains.

Rubbing It In.

Bridget—Miss Gladys is not at home, sor.

Mr. Kallow—Really? Pshaw? That's too bad.

Bridget—Yis, sor; but she said if that's a box of candy ye're carryin' she hoped ye'd l'ave it.

Advertising That Doesn't Pay.

What would we say of the manufacturer who built a fire under his boiler, then went off and allowed the fire to die out, expecting his mill to run all day on that one fire? And yet there are advertisers who make "one time" splurges or take "trial advertisements" and then, because business does not keep them up nights, say "advertising doesn't pay." How about the farmer who plants corn and then sits down to wait for the crop? He would be expected to say that "farming doesn't pay." And yet there are advertisers who plant the seed of an advertisement and think their work is done. For such people advertising does not pay and never will, and money spent in such advertising would better be deposited in the poor box at church. Advertising is the fire under the business boiler, which must be tended and kept hot to produce the results sought. It is the seed planted which, properly nurtured and tended, will spring up and bear fruit "some 20, some 60 and some 100-fold."

Perils of Camphor Hunters.

A dispatch from Tokio says that a camphor refinery at Gilan, in the island of Formosa, was attacked recently by 150 of the wild natives, who killed the Japanese workmen and the policemen who were guarding them, says the New York Sun. It was a small establishment, and the victims numbered only eleven persons, but the tragedy illustrates the perils of the camphor industry in that island.

Few industries of the world are carried on under conditions so difficult and dangerous as camphor collecting and refining in Formosa. There is a great deal more tragedy than romance about it, and camphor is obtained only by braving these dangers, for nearly all the world's supply comes from Formosa.

Japan and China together produce only about 500,000 pounds a year, but the annual yield of Formosa is from 6,000,000 to 7,000,000 pounds. Formosa controls the camphor markets of the world, and will probably always be the greatest source of this valuable gum. The world has to pay more for camphor than it did a few years ago, and one reason is the danger and difficulty of collecting it.

The tree clad mountains of the east part of the island contain the largest camphor forests in the world. They are also the home of savage tribes that have never been subdued.

Nearly half of Formosa is still occupied by these murderous men of the forests, whose weapons are turned against all strangers. Thus the forests present very different conditions from the peaceful plains to the west, inhabited largely by Chinese rice growers.

The men who collect the camphor have to work among these treacherous natives. The camphor camps are scattered for 140 miles north and south. The workmen themselves are well armed, but the natives do not hesitate to attack them unless they are in considerable numbers or are strongly guarded by Japanese police.

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

WRAPPERS for Summer, WRAPPERS for Winter, WRAPPERS for Spring, WRAPPERS for Fall, But some merchants try to do business Without any wrappers at all. But the merchant who wants "something doing" And desires to provide for his trade Will make judicious selections From the very best wrappers that's made We have them, you need look no further, For experience proves this to be true, That the "LOWELL" outranks every other And will bring in good dollars to you.

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.

BALLOU BASKETS ARE BEST



THINK IT OVER

and ask yourself why ONE BASKET is as good as ANOTHER. Of course you know it's not true, but you pay your jobber just the same for anything he sends you. He selects the make, no matter how poorly made, if it is CHEAP. Suppose you do the selecting and demand BALLOU BASKETS or none. Handle a good make of Baskets as well as any other line, and remember we make that kind.

BALLOU BASKET WORKS
Belding, Michigan

BALLOU BASKETS ARE BEST

PAPER BOXES

We manufacture a complete line of MADE UP and FOLDING BOXES for

Cereal Food, Candy, Shoe, Corset and Other Trades

When in the market write us for estimates and samples. Prices reasonable. Prompt service.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

The Meat Market

Trade in Frogs in the Chicago Market.

Oshkosh, over in Wisconsin, is undoubtedly the best frog market on the American continent. Chicago is a very close second, however. More than two thousand dozen of the green and speckled "jumpers"—24,000 and more frogs—are sold along State street in the Western metropolis every season to persons who then hie themselves to Wisconsin waters in search of fish yarns. Most of the croakers come from Oshkosh, where the tadpole industry is marked up as one of the leading commercial enterprises.

Scores of Chicago men buy frogs regularly every Saturday afternoon and go junketing up into Wisconsin to troll for bass. Inasmuch as the young frogs have won a reputation as first-class bait, every fisherman, amateur or professional, has thrown away his minnow bucket and his can of pork rind, and has bought a frog basket. Most of the big stores in Chicago now have a frog department. The jumpers are kept in a wire cage, where the buyer may have a view of their liveliness and croaking ability before investing. If he believes they will decoy the bass from the rocks, he pays twenty-five cents for a dozen batrachians—twenty-five cents a dozen is all they cost, for Oshkosh has an unlimited supply.

The trade in frogs last year did not exceed 1,000 dozen per week during the height of the angling season. This year the stores have doubled the size of the frog cases, and have no trouble in selling twice the number sold last year. Many fishermen have standing orders at the stores, and at a certain hour every Saturday there are awaiting them bags of the brown jumpers. Some of the best-known Ike Waltons in the city carry these bags through the streets much like a small boy would carry a bag of peanuts. A few days ago two men met on the State street sidewalk. Each of them was carrying a small cheese-cloth bag in one hand.

"Hello, goin' North?" one man saluted.

"Yep, got my bait already," answered the other.

"Say, don't you think those Oshkosh frogs are better than the ones from the Pink Mink marsh down in Indiana? Wisconsin bass won't bite on those Pink Minx frogs. It is in the coloring, I think. The Pink Mink frogs have a sort of a funny look about them. I'm buying the Oshkosh brand altogether."

"Tisn't that," said the other man as he rammed his hand into the cheese-cloth bag and brought out a green jumper by one leg. "There are two reasons why the Indiana frog is no good for Wisconsin fishing. First place, do you see this Oshkosh frog? Look at his kick. An Indiana frog never kicks. It isn't in him. Then the flavor of live frogs is different. The Wisconsin frogs come from clear water, and have only the taste of pure frog meat, while the Indiana frogs, which are scooped up in the

mud, have a sort of catfish or sucker taste to them."

And that is what almost any dealer in frogs will tell you. The Wisconsin frogs are considered the best for bait. They live longer in captivity than the Hoosier batrachians, are better liked by the bass and are sure to make a man's reputation as a fisherman much quicker than the Pink Minx frog.

The men who furnish frogs in the market find it a paying business. In the lakes of Wisconsin there are hundreds of millions of the jumpers, and a man with a small dip net can catch hundreds of them in a day. He gets about 10 cents a dozen for them in the Chicago market, and although the journey to the city ends disastrously to about one-fourth of the batrachians, the frog-catcher yet finds plenty of profit in them. The majority of frog-catchers are boys who wade out into the shallow water, whipping the water with their nets. They drive the frogs ahead of them until there are quite a number altogether. Then they dip the net into the water and it is seldom they do not catch as many as ten at a dip.

No Beef Famine in Sight.

For something more than a month there has been a diversity of opinion as to the supply of cattle to be marketed up to the time of opening of the range season. The majority of opinions favored liberal supplies and, too, the condition of cattle coming rather favored this side of the question. But there were, and still are, men who believe that supplies in feed lots have been pretty closely worked down. This belief is supported by country shippers from many sections, to the effect that "cattle in my section are all gone."

The cattle feeding territory in this country, however, has become too big for the above argument and it has transpired of late years that for months after these reports are given circulation, the receipts run into surprising figures and suggest the question: "Where do they come from?" Our only answer to the question would be that this is a large country and they come from feed lots over in the next neighborhood.

There have been features of the trade of late weeks that suggest the possibility of much smaller supplies of fat beef cattle later on, probably next fall and winter, but for the next couple of months we can see nothing like a paucity of fat, native cattle supply, and by that time the Northwestern ranges will have begun to send in their summer crop.—Live Stock World.

In his early days Sir Thomas Lipton denied himself almost every pleasure except that of amassing a fortune. Calling one day on a consul on business matters he was offered a cigar by the official. "No, thank you," said Sir Thomas (then Mr.) Lipton. "Although I am the biggest smoker in England, I never smoke cigars." "What do you smoke?" was the surprised query. "Bacon," was the prompt reply.

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

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When Huckleberries are ripe, remember we can handle your shipments to advantage.

SHIP YOUR

BUTTER AND EGGS

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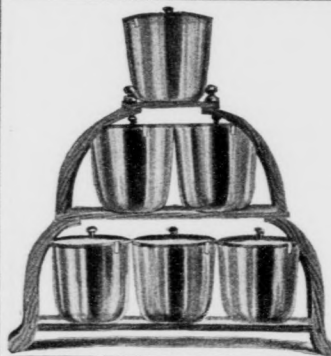
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and be sure of getting the Highest Market Price.

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.

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

Proper Steps To Take in Starting a Creamery.

Where cows are numerous and a co-operative sentiment prevails, the creamery has been one of the greatest benefits that has come to bless the farmers of modern times. The financial results have been so satisfactory in the favored localities that other neighborhoods have become enthused and started creameries before the number of cows would warrant the undertaking. Hence we consider it wise to always preface our remarks on "starting a creamery" with a few words of caution.

No creamery should be started until a pledge of at least 400 cows can be obtained, for a creamery without patronage is an expensive luxury.

It is well to always bear in mind that a creamery is not a producer of milk, but the means of handling it, and that a neighborhood with a creamery doing an unsatisfactory business, due to lack of patronage, is an unprofitable investment and a great hindrance to dairy development, for the ordinary patron is very liable to pass judgment on the profits of dairying according to the size of his creamery check.

When you have the required number of cows do your own organizing without the help of the professional creamery agitator. On every hand we find creamery wrecks as the result of the work done by a certain class of professional creamery promoters, who go about enthusing the farmers, organizing, building and equipping creameries with worthless machinery, at several thousand dollars more than their actual value. His methods usually lead to creamery failures; as a result the dairy industry becomes unprofitable in those localities and distasteful to those who might otherwise have become prosperous dairymen.

The creamery statistics of the Northwest show that a large proportion of the dead creameries were built by professional organizers. We recently ran across one of those "sky-high," \$5,000 Davis & Rankin concerns that had long since closed which was brought into existence years ago by the aid of a big celebration, a railroad excursion, a banquet and a general warm up; most everything was on the programme except the old cow. The creamery agitator can build creameries on farmers' autographs, but it takes cows to run 'em. Yes, 400 cows first—then a creamery; not through a professional creamery agitator, but by an organization of interested farmers. They, by visiting a few good creameries, can in a few days find out the actual cost of equipping a creamery with up-to-date machinery.

The creamery started by the unscrupulous agitator usually turns out to be a four or five thousand dollar monument to the neighborhood's gullibility, while the one organized, built and equipped by a class of studious, painstaking farmers usually turns out an institution that is the pride of the neighborhood, and will stand as an enduring evidence of prosperity.

We are not antagonistic to the honorable creamery suppliers, for the above views are endorsed by the best creamery supply houses of the Northwest, and they, with others who have closely observed the development of the farmers' co-operative creamery, are of the opinion that conditions are not ripe for a successful farmers' creamery where the farmers are unable to make a start without the help of a professional agitator, as a lack of ability to organize and equip indicates a serious lack of those qualifications which will later be essential in successfully running the creamery. It is much better to have no creamery at all than an idle one, as it is more difficult to resurrect a dead creamery than build a new one. The harm done to the dairy industry by an idle creamery is simply incalculable.

A. W. Trow.

Recent Business Changes Among Indiana Merchants.

Connersville—The Starr & Mahle Hardware Co. has been succeeded by Starr-Mount Hardware Co.

Cynthiana—Jos. L. Blaze has sold out to W. E. Bixler, dealer in drugs and stationery.

Danville — The Pinnell-Barrett Lumber Co. has bought the stock of the Danville Lumber Co.

Eaton—J. S. McDaniels, dealer in cigars and tobacco, has been succeeded by Geo. P. Walters.

Elwood—Geo. L. Moore has bought out A. J. Baker, dealer in meats.

Fort Wayne—The Fort Wayne Iron & Steel Co. has been incorporated with a capital stock of \$175,000.

Frankton—T. B. Cripe, dealer in meats, has been succeeded by Harper & Son.

Livonia—E. K. Hardin has purchased the stock of G. W. T. Gardner.

Richmond—D. P. Armer succeeds Spencer & Co. in the jewelry business.

Rushville—Stewart & Schrichte, tailors, have sold out to E. Schrichte.

Sullivan—Deckard Bros. have bought the stock of J. A. Watson.

Wabash—Smallwood & Steele, dealers in groceries and notions, have dissolved partnership.

Warsaw—J. S. Smith succeeds Adams & Smith in the grocery and meat business.

Griffin—Price & Garrett succeed J. H. Price in the grocery business.

Protecting Pretty Faces.

The bill recently signed by Governor Odell, entitled "An act to prevent the unauthorized use of the name or picture of any person for the purposes of trade" goes into effect in New York, on September 1. From that date any person, firm or corporation that uses for advertising purposes or for the purpose of trade the name, portrait or picture of any living person without having obtained the written consent of such person may be adjudged guilty of a misdemeanor.

If a customer asks you something about goods and you can not answer his question, study the subject as soon as you can.

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.

JOBBERS 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

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

Printing for Produce Dealers

The New York Market

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

New York, July 4.—The coffee market maintains its easy tone and contract prices were hammered down. It is thought that the receipts of coffee at Rio and Santos this month will beat the record and possibly reach 1,425,000 bags. To this is added the statement that the world's visible supply increased 100,000 bags during the month of June and it is no wonder that values are mighty shaky. The demand here for actual stock is of only an ordinary character and buyers will not purchase ahead of current wants. At the close No. 7— which grade is in comparatively light supply at the moment—is quotable at 5¼c. In store and afloat there are 2,383,028 bags, against 2,499,787 bags at the same time last year. The market for mild sorts has ruled quiet. Offerings have become freer and holders seem inclined to work off their supplies before new stocks arrive in large quantities. In East India sorts the market is a little easier, owing to more favorable advices from abroad.

New crop Japan teas are worth 25 @40c; Congous, 14@25c. Sales are of small lots as a rule and a better condition is to be hoped for with the advancing season.

The sugar trade is comparatively dull. Orders do not come up to expectations for the season and neither in withdrawals under old contracts nor in new business is trade active.

The distributive trade in rice keeps fairly active and the general situation is in favor of the seller. Sales are of rather small lots and are so because supplies are limited, stocks on all hands being light.

There has been a good market for spices all the week and pepper retains its strength and seems to be inclined to steadily advance. Singapore, 13@13¼c. Other lines are about steady and unchanged.

Nothing can be said of the molasses market. As usual at this time of year trade is at ebb tide and, while prices are well sustained, the lethargy is likely to last for the next eight weeks. Syrups are unchanged and a little business has been done in good table grades.

Actual business in canned goods has been very quiet and dealers have shown more interest in weather reports. If this hot weather stays with the East we shall have a good tomato and sweet corn crop. And on this depends the course of prices. At the moment the offering of corn is light and prices are firmly maintained. Maine is held at \$1.25@1.40.

Butter has been rather quiet and at the close not over 20½c is quotable for best extra Western creamery. Second to firsts, 18@20c; imitation creamery, 16@19c, latter for top grades; factory, 14½@16½c; renovated, 15@18c.

The market for cheese is quiet and unchanged, with full cream State held at about 10¼c.

Little, if any, change has taken place in the market for eggs and the enquiry is rather light. The supply, while not abundant, is still sufficient to meet requirements and at the close the situation is slightly in favor of the buyer. Best Western are worth 18@18½c, and firsts, 16@17c; seconds, 15c.

Old potatoes are reported as scarce and worth \$3@3.50 per 180 lbs. Southern Rose command about \$2.75 per bbl.

Proposes to Be Lenient to the Hired Girl.

A Chicago householder has freed his mind in a "card" in the papers, addressed to all persons willing to do general housework:

"If you come and stay long enough to create a mutual feeling of admiration and you think we live too far from State street, we will sell our home and move downtown.

"If you don't want to wash your own clothes we will send them with my laundry and pay for them.

"If you don't like to wait on table we will all walk out into the kitchen and wait on ourselves.

"Sometimes I don't get home to dinner until seven o'clock, and if that is too late you can have it at any time, for there is a restaurant three blocks from home where I can always get a cheese sandwich.

"Sometimes on Sunday, I like to have breakfast about ten o'clock, and dinner about four or five, but if you want to get out early, you can have dinner at twelve sharp, and we will try to enjoy it. Anyway, it will give me a chance to see a ball game.

"We think our children are pretty nice, but if you don't we will turn them out as soon as the weather will permit.

"The nurse and you have separate rooms on the third floor. She is very ladylike, but if she is objectionable to you in any way we will let her go.

"My wife will try very hard to please you, but if you don't like her I will let her—Well, anyway, these things I have mentioned are some of the trifles which have caused many a labor strike in our home. But they could all be remedied if we only have a perfect understanding when you 'sign' with us."

Answer to "The Grocer's Dream."

If that gray haired grocer had not been so awful rash
And trusted everybody, but always got his cash,
He would have been more happy, this I know full well,
And he'd saved all those people from going down to hell.

I know about his handling goods from morn till very late
But think him very foolish to ever keep a slate;
The Lord should send an angel his guardian for to be,
Or take him up to heaven the pearly sights to see.

For the man selling groceries I think to heaven should go,
For surely he has hell enough down on this earth below.

If the man who wrote "Grocer's Dream" has anything to say
I will try and have an answer ready at any future day.

Now any tired grocer who up to heaven looks,
You are sure not to get there if you keep a set of books.

I might go on forever writing up such rhyme,
But don't think you'd read it as you haven't got the time.

Saginaw, Mich. A. M. BENTLEY.

The habit of thrift is not hereditary; it can be acquired.

Buyers and Shippers of
POTATOES
in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

Fresh Eggs
SHIP TO
LAMSON & CO., BOSTON
Ask the Tradesman about us.

GOOD BARGAINS IN SECOND HAND AUTOMOBILES

No. 1. 1900 model Locomobile 5 h. p. steam, cost \$80, in A-1 condition throughout, all thoroughly overhauled and repainted with red and black trimmings, looks good as new, with new burner and chain which cost \$30, also four new tires which cost \$50. Has detachable Dos-a-Dos rear seat, new carpet and high new dash. It is a quiet and easy running steamer and worth fully \$500, which will sell for \$325 spot cash, first \$25 deposit received will get it.

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

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

Get our complete list
MICHIGAN AUTOMOBILE CO.
GRAND RAPIDS, MICH.

ELLIOT O. GROSVENOR
Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
1232 Majestic Building, Detroit, Mich.

National Fire Insurance Co.
of Hartford.
W. Fred McBain,
The Leading Agency,
Grand Rapids, Mich.

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES



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

Walter Baker & Co. Ltd.
Dorchester, Mass.
Established 1780.

John G. Doan Company
Manufacturers' Agent For All Kinds of
Fruit Packages
And Wholesale Dealer in Fruit and Produce
Main Office 127 Louis Street
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.

Four Kinds of Coupon Books
are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.
TRADESMAN COMPANY, Grand Rapids, Mich.

DISCLOSED BY DEATH.

Secret of Twenty Years of Self-Condemnation.

The silent tragedy of a woman's life closed the other day in a far away little Michigan village. There was a mystery over this woman from the day she arrived, twenty years ago. What that mystery was no one could tell, or if they could they would not. Since she has died the secret is out, but that can wait upon the story of her life.

In the village she was known as Jim Pavey's wife. She had made a man of him and no one knew it better than he. His adoration of the woman was shared by the entire community.

The village newspaper printed a two column lament over her death. In its sincerity, it forgot to be flamboyant. The local bard, who lives four miles from the village, learned of her loss and contributed an ode to her memory. Full of blemishes, the verses were nevertheless full of feeling for the woman and an undisputed testimonial to her.

No wonder was expressed in the article that the woman had consented to cast her lot among these simple people, and live their simple life, because the surprise had long since vanished.

The stories that had followed her arrival in the village, her wondrous social gifts, and the subtle something that made her unlike others could not be forgotten. At first it seemed that she was different because her clothes were city made, and her gracious manners were the result of city training. Her bridal array had long since disappeared, however, and her city mannerisms had left her; but she still went among them their superior.

With ingenuous simplicity much stress was laid upon her wonderful dairy and on the fact that summer resorters always insisted upon going out to see it—and her.

The woman's eyes always had a look of immortal sorrow in them and of nameless suffering.

The news was telegraphed to the woman's old home of her death. It revived in some of the older women the mystery of her marriage. The one who remembered it best was the wife of the city's most prominent physician, who had chaperoned her to the Martha Washington ball on the night that she became engaged.

Every one had expected her to marry a rich wine merchant from Cincinnati, he being the most eligible of a long line of suitors of which the young man, fresh from Michigan, was the least.

For the Martha Washington ball the merchant had sent her American beauties. The youth sent her calla lilies! That night she wore no flowers.

At 1 o'clock she left the ball room for the veranda on the arm of the wine merchant.

At 2:30 she stepped through the window, followed, not by the wine merchant, but by the youth from Michigan.

"Am I to wish you happiness, dear child?" asked the physician's wife, as the girl approached her.

"Wish me peace," she replied.

"You are the bride to be of a noble man," the woman ventured.

"Yes," the girl answered. "Of Mr. Pavey!"

The story of the physician's wife here goes off into ramifications—of the consternation of the hearers and their efforts to be polite to the green young fellow.

At dinner, on the evening of the day of the woman's death, the physician was told by his wife that the woman they had seen at the Martha Washington ball years before had died. "That mystery will evidently never be explained," the wife ended, reminiscently.

The physician's professional calm for once forsook him. "I know the mystery of it," he said, "and have known it these twenty years. That woman was a kleptomaniac, and," he added, reverently, "a noble woman. She knew how to fortify her weak points better than most women. She came to me about her case that day of the famous Martha Washington party.

"If there was any chance for her to recover, she was going to take the wine merchant. She loved him. If not, she was to take the boy and put herself out of temptation's way. We agreed that there was not anything up there in Michigan that she would have, and when she left my office we had about decided she had better go there. Her malady was purely physical. She could not any more keep from taking things than she could keep from catching the diphtheria if she was exposed to it. She always took the things back after stealing them; but when she went to take them back, ten to one, she would see something else that she could not resist. Nothing could be done for a sickness of that kind, but she did the

bravest thing there was for her to do."

So the secret of twenty years of self-condemnation and restraint came out.

Procrastination.

Think to-day and act to-morrow. There are firms to-day for whom fame is waiting just around the corner, but they are considering the question of approaching the corner. Fame has been waiting around the corner for them for years, but they have procrastinated, and are still thinking about it. They have missed hundreds of opportunities and their competitors have stepped in and scooped. And all this is due to procrastination.

WM. BRUMMELER & SONS

Makers of



Good Tinware

Grand Rapids, Mich.

Send For Catalogue.

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 \$4,000. Wish to engage in other business if taken at once. Splendid opportunity for a hustler. Cash preferred. Address

"A B C"

Care Michigan Tradesman.

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.

IT WILL BE YOUR BEST CUSTOMERS, or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Clothing

Condition of the Underwear and Hosiery Market.

A stiff and steadily advancing cotton and yarn market has had the effect of keeping most of the underwear and hosiery mills out of the market on spring lines. They claim that they are not in position, under the circumstances, to make prices for next year. Few of the mills have sufficient raw or yarn stock on hand bought at old prices. Some of those who are covered far enough ahead have taken orders at nominally last year's figures. Manufacturers and jobbers alike say that goods for next year will be adulterated with inferior stock, yet, notwithstanding all the manipulation possible, it will be difficult to turn out slightly looking goods at \$1.90 and \$2.25. Jobbers inform us that the lines usually retailed around 39 cents will have to be sold at half a dollar a garment to bring the retailer a profit next spring. Regular lines of fine gauge balbriggan, for immediate business, to retail around half a dollar are scarce. Jobbers say they can not get additional supplies, nor can they get orders taken for next year, although they are willing to pay a reasonable advance. Lines of balbriggan and fleeced underwear for fall have advanced from 10 to 20 per cent. Manufacturers know that lots of business can be secured for spring, but they are not so positioned that they can make prices. They are fearful of contracting for cotton and yarns at present prices, lest there may come a decline later; hence they are waiting. That the strike of the knit goods operatives in Philadelphia will prove a factor in curtailing production is not disputed. Yet, notwithstanding these conditions, which seem to indicate a shortage of goods and higher prices, it is within the possibilities of the mills to restore equanimity to the market, and it is just likely that after all, retailers will be able to secure all the underwear and hosiery they want when the time comes, and the loss will have to be pocketed by the mills.

Fall business in all lines shows increases over last year. Most of the mills are sold up for the season. Orders are ahead of the same period last year on wool goods in super and medium weights in natural and camel's hair stock. The leading mills report gains varying from 30 to 50 per cent. over a year ago. A good straight average all around of 25 per cent. would be a conservative estimate of the increase. This has been due to the fact that jobbers have anticipated their season's wants and ordered early and fully to forestall any advance. Apropos of which it would be wisdom for retailers to get their fall orders in early to insure delivery. Balbriggan and mercerized underwear and cotton fleeces are in an equally strong position so far as the mills are concerned. All the leading standard makes are sold ahead.

The demand for novelties in underwear and knit goods has been growing so steadily and the request for

specialties has been so heavy for fall that a number of mills have turned over portions of their plants to the making of specialties for the men's wear trade.

The increased business on knit goods is due to the adaptability of these fabrics to automobiling, golfing and outdoor summer and winter sports.

Domestic manufacturers have been so successful on these garments that they are doing business with dealers in far away countries, shipping goods to South Africa and as far north as British Columbia.

Specialties in men's sweaters are a feature of fall orders. Good business has been done on garments in combination stitches and polka-dot effects.

Worsted and mercerized golf garments, vest-shaped, with detachable collar to be used when wanted, are one of the newest things on the market. They are also selling in hand-made plaid patterns and polka-dot effects. These garments sell for from \$7.50 to \$75 a dozen.

Hand-made sweaters in zephyr yarns and stripes in attractive effects are novelties in men's goods, selling from \$27 to \$42 a dozen.

The latest thing in men's underwear is knitted open-mesh garment with all the elasticity of ribbed goods, an improvement in mesh goods, which are without this elasticity.

White is increasing in popularity in underwear and is in good demand for fall, as there is a scarcity in Egyptian yarns, which makes goods of that fiber higher. Many things are shown in fancy colors, and blues, pinks, salmon, gold and tans and grays are selling on order.

On fleeces manufacturers are getting 25c a dozen more than at the opening of the season.

There has been but little change in the conditions of the Chicago wholesale underwear market since our last report. The immediate order business remains quiet. Mercerized goods are taking well and considerable attention is being paid to colors, with blue and tan as leaders in demand.

In hosiery for fall there is no change in demand from that recorded in our last report. Staples continue in the lead pending the arrival of novelties, of which good opinion is entertained.

A good volume of business is being done in Chicago, both on immediate and future orders. On immediate trade grays continue to be greatly in demand, and indications point to their being just as much of a leader with the fall trade. Blacks, with embroidered and openwork effects, are meeting with steady call. Very little demand is being felt for plaids. The higher priced lines for fall imported mixed goods are meeting with favor.—Apparel Gazette.

A Hard Contract.

"I don't see why you should say they treat their chauffeur shabbily, when they pay four hundred dollars a month wages."

"But you forget that the poor chap has to pay all the fines out of that."



That Air of Jauntiness

which is a distinguishing characteristic of

PAN-AMERICAN GUARANTEED CLOTHING

added to our famous guarantee,

"A NEW SUIT FOR EVERY UNSATISFACTORY ONE,"

makes it the best selling line of Popular Price Clothing for Men, Boys and Children in the United States. And the Retailer's profit is larger, too—Union Label has improved quality—has not changed the price, though.





Men's Suits and Overcoats

\$3.75 to \$13.50

High grade materials, all wool, stylishly cut and handsomely finished, substantial trimmings, stayed seams—every suit made so that it will uphold our guarantee. Our salesmen or our office at 10 Kanter Building, Detroit, will tell you about it. Or a postal to us will bring information and samples.

WILE BROS. & WEILL

BUFFALO, N.Y.

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.

"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.

New Ideas and Coming Things in Cravats.

If the truth must be told the opening weeks of the summer season have not been up to expectations, and in many lines of the most popular goods the orders have been so disappointing that manufacturers have not hesitated in cutting the prices. In foulards the market was demoralized practically before salesmen made their first trips and at this time it seems impossible to restore prices, or even to give goods away which have been cut. The truth of the matter is that our domestic printers have made thousands of yards of foulards more than there could possibly have been a market for and now manufacturers are trying to get rid of the surplus at figures which must mean a very great monetary loss.

Whenever the cravat market favors a fabric which can be cheaply and quickly produced the result is always the same. Manufacturers follow the leaders, and like a great flock of geese they all line up and expect to make a fortune selling goods that everyone has got and that everyone can get. This was the case with rumchundas. Salesman after salesman called upon buyers and urged them to order from them. The buyers took their pick and what they did not take clogged the market with the inevitable result that every line which did not possess either great novelty or great quality had to be sacrificed.

The result of the dull spring season and the rumchunda slump will have no lasting effect on the market. Prices and spirits revive quickly when orders come in. The warm weather has brought in new business and it is safe to predict that when the season closes more goods at regular prices will have been disposed of than ever before. The country has been prosperous, orders have been big and with good weather the prospects for an early and a good fall business were never better.

There is a movement on foot in the trade looking to the organization of a company, or corporation, which would be capitalized by several cravat makers. The latter would take up so many shares apiece, it requiring about fifteen or twenty houses to absorb all of the stock. The company would be a sort of clearing house for silks that did not sell in the regular way and at regular prices. The stockholders would send their bad selling silks to the company at a discount of 20 to 25 per cent. from regular prices and the company would make the goods up to be sold at very low prices and in big lots only to large retailers, exporters and jobbers. Exporters would be favored and everything that could be done to move the silks out of the country and therefore save the market would be done.

The scheme is still in the embryonic stage, but so far as it has gone it has been favorably considered and report has it that enough houses have agreed to sign the organization papers to make the new venture a

success so far as capital and backing are concerned.

The idea is novel and radical and as it applies to \$4.50 goods only, the retailer may get some idea of the straits manufacturers are placed in when they have to shoulder the entire cost and all the burdens inseparable from extensive varieties and the almost constant introduction of novelties.

Manufacturers of washable cravats and hunting stocks were agreeably surprised by the sales that were made in early May. The warm spell brought in telegraphic as well as mail orders and something like the old time activity pervaded the market. The sale of white hunting stocks was unusually good. These are practically the only stock that sells, the fancy effects being out of it. The stocks will be worn as much as they ever have been by golfers, wheelers, autoists and by men roughing it in the country as well as by riders and drivers. There is a solid and permanent place in every retailer's shop for stocks. In the washable cravats the 1½ inch four-in-hand in the new fancy mercerized weaves have sold well, as have the new ties. Ascots are very quiet. It was thought that with the rise in popular favor of the wing collar the broad white ascots would sell, but men seem to jump from winter dress into summer dress, passing entirely over the intermediary stage which calls for goods lighter than those worn in winter, but of the same form and general characteristics.

The improvements made in baratheas practically amount to a revolution. Painstaking and scientific experiments have resulted in the making of new machinery and loom attachments and now the sturdy baratheas are being offered in the most intricate and twisty allover patterns as well as in the geometrical, clean cut units for which this weave is famous. The new fall patterns show very small and closely assembled units, wavy lines in very clean cut floral effects, divided cube patterns, scattered units, and the most intricate general patterns. These are all decidedly new and in both treatment and in color show the possibilities of this extremely versatile cravatting.

There seems to be a disposition on the part of manufacturers to get away from the leading weave idea. Last season nearly every house with any pretensions to leadership had a line of silks which was labeled exclusive and this line was pushed much to the cost of every other line. When variety is the keynote of success in cravat buying no one weave or one novelty can overshadow the whole line. Retailers must have variety and they can not have it if they take up one big line of leaders and ignore everything else that is shown to them.—Haberdasher.

The advertisement of a rural practitioner reads thus: "Teeth pulled and limbs cut off while you wait. Also night school and music teaching. Terms, cash in advance. Chickens and eggs is as good as money. Also, wood taken—oak and pine."

This cut represents our

Dickey Kersey Coat

of which we are large manufacturers



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

An Interesting State of Trade in Clothing.

Labor troubles in the building trades, which have taken millions of dollars out of circulation, the break in stocks in Wall Street, and bleak, rainy weather throughout the greater part of this month have put retailers on the anxious seat regarding their summer stocks. Strenuous advertising and a liberal use of printer's ink have been resorted to to force business and stimulate demand. Best endeavors along this line, however, have been nullified by the fact that the kind of advertising done and the clothing advertised were unsuited to the weather. Discouragements followed, and a study of the advertisements of even those firms who have never failed to interest the public shows merchants at their wits' end in trying to interest the public to the purchasing point.

During the days, the coldest in the month, when the maximum temperature was hovering around the sixties, clothiers were advertising garments for "clothing oneself in cobweb thinness—freeing one's body from the stifling heat," outing and vacation wear, and duck trousers. Was there ever such mistimed effort? Floundering like fish out of water, it seemed hard for them to realize that they would have been more in their natural element had they promoted the dark worsteds they have relegated to the rear of the stores. These should have been dilated upon as dressy and serviceable for the weather and suitable for early autumn wear. But the retail clothiers seem to have nothing else in mind but clothing of "cobwebby thinness" once they begin to sell actual summer clothes, and blindly follow out a hit or miss plan in their advertising campaign. They seem to forget how important the advertising of a merchant is as a barometer of his business. The consumer knows and is guided accordingly.

Just how important is the advertising of a business as indicating its success or non-success, its life and character, was brought home to a merchant recently in a manner unlooked for. He wanted to dispose of his store and thought he had a purchaser. The prospective buyer visited the store, and after walking through it on a tour of inspection was asked by the proprietor to walk back to the office, where he would be shown the books. He replied that he did not want to see them, that he could tell nothing from the books. He said: "What I want to see is your advertising books. Have you kept a file of your advertisements?" He was shown to the file, and after a careful examination of them said: "I am quite sure I don't want to buy your store." In giving his reason for not buying to a friend afterward he said: "I know clothing, and saw by their advertisements that their business had been steadily slipping from them, then concluded that I did not want that kind of a business." It was a clever way of getting at results. By your advertisements the public knows the state of trade with

you, Mr. Merchant, be you large or small.

If, instead of dictating to the public what it shall wear, what it shall buy, willy nilly, the merchant will, at least sometimes, be guided by what the public knows and what it wants, perhaps he will be more successful.

Influenced by its belief that public judgment is oftentimes the best, one of New York's most successful retail houses has built up a business which competitors acknowledge can not be taken away. Just how important this house estimates the public was indelibly impressed upon a gentleman who came to the store with a promising reputation from a Western house to fill the position of clothing buyer. In the system of the house it is a rule for department chiefs to present their section books to the head of the firm every so often for inspection. Going over the clothing stock books with the new buyer for the first time, the member of the firm said: "There is something wrong here. You have sold 24 suits of this lot, but 2 of the next, 10 of the next, 5 of the next, 30 of the next; yes, something's wrong," repeating "something wrong" as he went on down the columns through each lot. Turning to the buyer he said: "You bought lot 5678 for \$5, you marked them \$7; now mark them down to \$5 and clear them out." He treated others of the "slow sellers" similarly. "But, Mr. —," said the buyer, "those are blue serges, black chevots and staple goods." "I do not care if they are made of gold; the public does not want them; they are not selling, and the public is the best judge. Better get the money and let the suits go." Mr. Merchant, the public is the best judge. And an appreciation of the public's good judgment wins out for the merchant every time.

Retailers handling medium and fine grades of clothing are doing much better business than those in cheap lines. The former are always doing a good business, with little effort outside of a few fixed methods of advertising, using the same amount of space regularly. Those who are resorting to the inflated, adjectival advertising of the Barnum type are reaping the whirlwind of business doubt and depression.

Neighborhood stores keeping open at night, and until a late hour on Saturday, report that business is fairly good, but that the idleness of mechanics, enforced by the strikes, has materially reduced their receipts.

Beginning with the middle of last week, some of the largest Broadway clothiers inaugurated "broken lot" sales to stimulate buying, advertising suits that were \$12, \$15 and \$18 at \$10.50; suits that were \$18, \$20, \$22 and \$25, at \$15, and other similar reductions, some greater, some less; all seasonable clothing and the make of the best retail and wholesale manufacturers.

During the rainy spell one house advertised rainproofed serge suits at \$18.

In the aggregate, the season's sales

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.

"The Clothing that makes Rochester Famous"

REGISTERED BY Solomon Bros. & Kempert, 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

Are You Skeptical



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

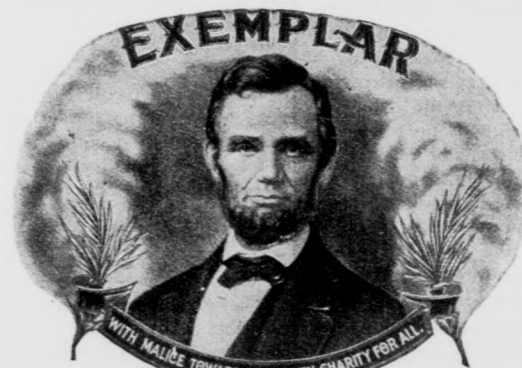
Great Northern Oil Company

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



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

of suits shows the double-breasted sack to be gaining in popularity.

Novelties in Awnings and Shades.

There is nothing more conspicuous about a store front than its awnings, and an old, faded or ragged article in this line is a standing notice that you are not up to date.

The latest awnings are colored, and the plain white awning with lettering on the top—which, by the way, does not long remain white—is seldom seen of late. The latest styles show broad stripes, 4 to 6 inches wide, alternating with a slightly narrower white stripe, the most popular colorings being tan, red and blue. A very natty awning is in two shades of tan in broad bands marked off with narrow stripes of red or black. These colorings are restful and cast a warm-toned shadow that is pleasing. Most awnings are of "awning stripe," but the best and latest thing is a "drill weave." Drill is colored on one side only, but seen from below the stripes reflect through and the appearance is satisfactory.

For a store the roller awning is the only thing to be considered, as it has many points of superiority over the old rope device. The roller is much neater in appearance, closes the awning in a more compact form, does away with the wear and chafing caused by the ropes, protects it from water, dust, etc., when not in use, and adds materially to the durability of the entire fixture. It is also much easier to operate.

Most cities have an ordinance limiting the width of awnings, but where possible it is best to have the awning as wide as it can fall and come within 6½ feet of the sidewalk.

In buying an awning it is best to correspond with the makers of the roller devices, decide what is needed, and have the work done by a local firm.

If your store front has all plate-glass windows, or the corners are a narrow metal strip, it will be necessary to have a light iron pipe descending to the walk on each side of the door to support the awning frame, but this will not be conspicuous and can be removed in the winter.

The latest things in shades for store windows afford good advertising in that they are attractive and will create comment. The most novel shade shown is printed to imitate cathedral glass, with its colored patterns in leaded frames. The colors are not glaring, and the effect is artistic. If something strongly colored is desired, a deep-red shade is shown on which any lettering desired is left uncolored. The white letters show up strongly in the daytime, and at night when lighted from behind appear luminant. Another dark shade has the letters formed by tiny perforations, and when lighted from behind the name appears in small, sparkling jewels. Popular shades are in light tints, with a vine or foliage stretching diagonally across the foot, leaving space for lettering below. The upper part of such a shade is in a conventional panel of foliage. Many houses have a

trade-mark or combination of colors, and the manufacturers can supply these apparently woven in the cloth itself, which are handsomer than a painted sign.

Points on Stock Keeping.

The importance of keeping the stock properly can hardly be overestimated. This matter constitutes a factor in a business no less important than the buying and selling, and should be treated with due consideration by everyone connected with the selling end of the business.

Cleanliness should stamp every article from the largest to the most insignificant, which means constant cleaning; but when done in a systematic manner it entails less work than periodical cleanings.

Dusty box-lids mean soiled fingers for the clerks, and there is not anything that reflects greater discredit upon a haberdashery than for a customer to receive from it a collar or any other delicate article with finger marks on it.

Novelties should be kept near the front and given the most prominent display space, as staple goods will sell themselves.

All broken lines and slow selling goods should be kept in a convenient place where they are easily handled.

If this is done the salesmen are not apt to lose sight of them, and it will often cause them to show such articles that might otherwise be overlooked.

It is quite a good idea to keep all of each size of the different stock numbers of the same grade of goods together, instead of keeping the lot numbers separately.

Perhaps, sometimes, this may not present as good an appearance, but it is unquestionably far more convenient, and every effort should be made to serve the customers as quickly as possible. Suppose a customer wishes to inspect the line of 50 cent fancy hose, size 10½. If all of this size is kept together the salesman is enabled to show the entire line in much less time than by having to look through each lot number for the size wanted.

The clerks should be required to go through the stock often so as to fully acquaint themselves with the goods that are not constantly handled. When the salesmen know exactly what is in stock, odds and ends will not be so fast in accumulating, as every clerk who is earning his salary will always strive to sell them.

It is well to have a certain counter or place to display goods that have been found necessary to sacrifice in price, and let it be known that all goods kept in this certain place are bargain offerings.

Where this plan is carried out it will always be found a profitable one, as the bargain hunters will eagerly watch for new offerings and the merchant will be enabled to dispose of goods that could not be sold to those who want the latest in fashion.—Eugene L. Magri in Haberdasher.

The boss who lacks the respect and confidence of his men is a boss in name only.

Ellsworth & Thayer Mfg. Co.
MILWAUKEE, WIS.



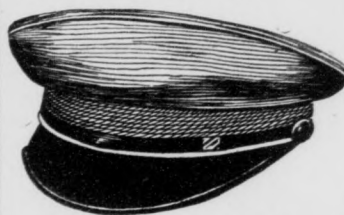
MANUFACTURERS OF
Great Western Fur and Fur Lined
Cloth Coats

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

B. B. DOWNARD, General-Salesman

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.

RUGS FROM OLD CARPETS
THE SANITARY KIND

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

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

"The Kady"

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

The Ohio Suspender Co.
Mansfield, Ohio

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

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, a n d information about the train service on the

Grand Rapids & Indiana Railway
(The Fishing Line)

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

Fishermen will be interested in our booklet, "Where to Go Fishing," mailed free.

C. L. LOCKWOOD, Gen'l Passenger Agent,
Grand Rapids, Mich.

The Kent County Savings Bank

Deposits exceed
2 1/2 million dollars.

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

The banking business of Merchants, Salesmen and Individuals solicited.

DIRECTORS

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

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

Shoes and Rubbers

Treatment of the Public by the Hired Help.

There is something that the proprietors and managers of both exclusive and department stores alike need waking up on and that is the treatment of the public by their help.

There is always one store in a town that is far ahead of all competitors, and if investigated it will be found that the help and management of this store are all courteous and accommodating to the transient or prospective customer, as well as to the acquaintance.

The writer, in company with a friend, stopped, the other day, to look at some low cut shoes displayed in the windows of a shoe store. The shoes were not ticketed and my friend stepped inside the store to enquire the price of a shoe he liked the looks of. The clerk came on the outside and when the shoe was pointed out to him told the price, but made no further attempt to interest the party. The gentleman asked him a number of questions which were answered in the shortest manner possible.

For instance, he asked if the stock was heavy or light. "Light." "Do you have them on a B last?" "Yes." "Well, if the shoe looks as good on the foot as it does in the window it is quite a pretty shoe." "Yes; she's all right."

As we walked up the street he said, "If that fellow had showed any interest he might have sold me that pair of shoes. If he had acted a little bit pleasant I would have gone in and tried them on, but I am afraid I might not just like them and he was so 'grouchy' about it I did not feel like troubling him."

Now if that clerk (he may have been the proprietor, for all I know) had answered the questions pleasantly, and mildly insisted that he come inside and see the shoe in stock, then induced him to try a pair on, the chances are nine to one he would have made the sale.

We all like to be treated pleasantly and many times we buy something from a clerk who is affable and polite and tries to please us when if he acted contrary it would be the only excuse we needed not to make the purchase.

Another thing that would bear looking into is the way some clerks treat customers who do not buy. They will be quite polite and show a desire to please the customer, but if he says he is not exactly suited and will look around before he decides, they suddenly freeze up and show by their looks and actions that they do not like it a little bit, instead of saying in a pleasant manner, "All right, I am confident you won't find anything better for the money, and if you do not, be sure and come back," at the same time calling attention to the prominent or superior points about the article in question, to be used in comparison at other stores. This is sure to produce a pleasant impression and often induces

the party to take the article without looking further.

At any rate, if he does look around, unless he finds something he considers superior, he is almost certain to return. But when the clerk, dissatisfied at losing a sale, turns in and gives him a roast, the chances are he never will go into the store again if he can help it.

This is one drawback to putting salesmen on commission, for when a commission man has spent ten or fifteen minutes showing a customer goods he does not like to have him get away. Of course he makes a mistake and drives away a possible chance of getting even.

When a clerk greets a customer with a pleasant smile and courteous manner the sale is half made, but when he acts otherwise he is severely handicapping himself right in the start. Even if the article and price should suit, the prejudice he has awakened in the mind of the customer by his indifferent manner must be overcome.

The success made by the big Chicago shoe retailer, N. B. Holden, is attributed, in a great part, to the treatment he insists every clerk must give every person coming into the store. He will not allow clerks to insist that a party shall take something they very plainly show they do not want. His instructions are to do the best they can to fit and please the customer, but if he fails to be suited and says he will look around before buying, the clerk must give in pleasantly, and cordially invite him to come in again. Some proprietors and managers "jump" on the clerk if he allows a customer to depart without making a purchase, which, of course, only makes matters worse.

It is a good thing for a merchant to occasionally visit the stores in some other city as a prospective purchaser and note the treatment he gets. He will find a few all right, but he will find more that will start him to thinking and looking over his own business.

I know a merchant who is the proprietor of a large store and employs a great many salespeople, and he has a method of testing new clerks and finding out how the old ones are keeping up to the mark. The way he does it is to have a number of his friends who are unknown to the clerks come in and make purchases. They are instructed to be a little fussy and exacting and report exactly just how the clerk acts and treats them. If he is found to be lacking in courtesy and tact on several occasions he does not stay long. If a complaint is lodged against a house for some time he is talked to and given a chance to do better. A failure to improve is sure to cost him his place.

A little "waking up" along these lines is in order.—Traveler in Shoe and Leather Gazette.

Why is a watch-dog bigger at night than in the morning? Because he is let out at night and taken in in the morning.

The Lacy Shoe Co.

Laro, Mich.

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

Advertised Shoes

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

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

Announcement

WE TAKE great pleasure in announcing that we have moved into our new and commodious business home, 131-135 N. Franklin street, corner Tuscola street, where we will be more than pleased to have you call upon us when in the city. We now have one of the largest and best equipped Wholesale Shoe and Rubber Houses in Michigan, and have much better facilities for handling our rapidly increasing trade than ever before. Thanking you for past consideration, and soliciting a more liberal portion of your future business, which we hope to merit, we beg to remain

Yours very truly,

Waldron, Alderton & Melze,
Saginaw, Mich.



Our justly celebrated No. 104

Ladies' \$1.50 Shoes

are still having the greatest run of any \$1.50 shoe in the market. No 215 is much like it with patent leather foxing. If you haven't these two beauties send for them at once.

Walden Shoe Co.,
Grand Rapids, Mich.

Western Agents for Hood Rubber Co.



We'll Put Our

Hard Pan Shoes

(Wear Like Iron)

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

Herold - Bertsch
Shoe Co.

Grand Rapids, Mich.

Makers of Shoes.

A Fortune For a Stolen Purse.

"I, George W. Todd, give and bequeath all my moneys, amounting to tens of thousands of dollars, along with other property, to one Mrs. Peter Jordan, of Brockton, Mass., as remunerative to the theft of a pocket-book, of which she (Mrs. Jordan) lost on the last night of the Brockton fair, on October 8, 1888."

This is the opening sentence of the strange will of the hermit, George W. Todd, whose conscience smote him for a theft committed fifteen years ago. To make right the loss of about \$60 he bequeathed to Mrs. Jordan his entire fortune, which he had been hoarding for years, amounting to \$40,000 in bank deposits. The money is deposited in Syracuse, Rochester and Buffalo banks and is awaiting a rightful claimant.

The announcement of Hermit Todd's will was the first indication that he was anything but honest. That he was a miser was well known, and that he denied himself enough to eat in the effort to swell his bank account was also stated, but it was never known that he resorted to theft until he made this deathbed confession.

Mrs. Jordan is the wife of a grocer at Brockton, Mass., and her husband has a comfortable income. She says she will not be disappointed if she does not secure the money, but she has retained a Brockton attorney to look after her interests. The will concludes:

"I was the one who secured the purse. I made a statement at the time that I would make all things good before I would die, and I have taken this means of doing right to the wronged. I wish this understood. Pay my funeral expenses, and all my bank accounts to be forwarded to this Mrs. Peter Jordan as quickly as possible, as I am not to live many days. Send her word of the good luck which comes to her by the loss of her pocketbook, and long may she live and enjoy same. At present in Hamilton, Ont.

"P. S.—Please make no mistake, and I wish the directors of the Rochester banks to have this notice forwarded to the Buffalo banks, as I have a large amount invested there also.

"George W. Todd."

Todd was one of the most remarkable characters Syracuse ever knew. He commenced coming to this city about thirty years ago, and appeared regularly every six months to have his bank book written up and make new deposits. In all that time it might almost be said that one could count on the fingers of one hand the words he spoke to the bank people.

The first time he appeared, thirty years ago, he had walked from Hamilton, Ontario. He came into the bank with an ax over his shoulder. His long, unkempt hair and beard and his old clothes gave him such an appearance that the teller grabbed a revolver and had it ready for immediate action, thinking that Todd was insane.

Todd did not appear to notice this action. He laid down his ax and

pulled out a large wad of bills, which he said he wanted to deposit. He wrote his signature in a crude hand, but not a worse one than the average backwoodsman. He was tall and gaunt and looked many years older than he really was. At the time of his death early last month he was said to be 75 or 80 years old.

It was not until after his death that much was known of Todd. After being pressed repeatedly by the bank clerks he once gave his address at "Four Corners, Canada." Upon his death letters were found in his possession addressed "George W. Todd, Forks Road, Welland county, Canada." Upon his last appearance at the bank a few weeks ago the paying teller, Hulburt D. Rose, asked him where his home was. He replied that he had no home. He further said that he was not feeling well and did not think he had long to live. With that he went away, and, it was learned, took a train for Hamilton, Ontario, the first time in his life that he was ever known to ride on a railroad train.

It was his custom to canvass the country selling such articles as are usually carried by a pack peddler. These he carried in a satchel on a wheelbarrow. He slept where night overtook him, in barns, in fields and under trees. A hair cut was foreign to him, and he let nature take care of this. He traded his wares for meals at farmers' houses.

It was on one of his trips through the country that he visited Brockton, Mass., to sell his wares at the fair. Mrs. Jordan went down town to do some shopping on the last night of the fair. She had a purse containing \$60 in the outside pocket of her cloak. The streets were crowded, and it was an easy matter for some one to take the purse from the pocket. Mrs. Jordan missed it and gave the alarm to the police. The next day she advertised the loss in the daily paper and signed her name and address. This was how Todd knew whose purse he had stolen. It is probable that this was the first and last theft of Todd's.

Two Reasons.

Mrs. Skrapp—It seems to me so ridiculous to refer to a tugboat as "she."

Mr. Skrapp—That's so; tugboats do actually accomplish some good in the world.

Mrs. Skrapp—Yes, and they puff and blow about it so.

Why It Was Lucky.

Mr. Flynn—Mrs. Gilligan, I see yez have a horse-shoe over the door; do yez think it's lucky?

Mrs. Gilligan—I do that. That shoe wor on the horse that kicked the top off Gilligan's head, an' begorra I got siventee-foive dollars from the insurance company.

Cucumber juice makes a cleansing and refreshing bath for the face. Cut a large, spongy cucumber past use for the table in thick slices and thoroughly rub the skin on face, neck and hands.

Good merchandise is the kind that does not come back.



ONE REASON people prefer our shoes is that they are so comfortable. Whether it's a heavy work shoe or a Goodyear Welt, if it bears our trade mark it goes on easily and fits all over. Another reason is that they always wear well. Our line makes you customers who stay customers.

**RINDGE, KALMBACH, LOGIE
& CO., LTD.
Grand Rapids, Michigan**

Mayer's
Men's Fine Shoes

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

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

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.

Hides To Be Tanned by Roentgen Rays.

The discovery of a process of tanning by means of which hides can be transformed into leather in a short time by the use of the X-ray is the result of four months of experimenting, and will be the first application of the X-ray to an industrial use. Heretofore the ray has been valuable only to the medical fraternity, but the invention of Cincinnati men opens the way for it to become an important factor in the commercial world.

The hides will be soaked in lime for the separation of the fibers and removal of the hair as is done now. When this has been completed, which usually requires about four days, the hides will be soaked in a solution of certain chemicals, a part of the invention, for about two hours, and will then be exposed to the X-rays for about fifteen or twenty minutes, after which they will be thoroughly tanned. The finishing will then proceed in the way employed at present.

The value of the invention consists in the exposition of the soaked hides to the rays. The present process of soaking the leather in vats requires about four months, so that the chemicals may penetrate every fiber of the skin. Under the new system the chemicals absorbed by the hides during the two hours' soaking are decomposed by the X-rays in less than half an hour. Every molecule is thoroughly penetrated, and the leather is as perfect as any tanned by the old process.

After the hides have been soaked in the solution they are put on a highly polished steel plate, and a series of three tubes diffuse the rays upon their entire surface. They remain in this state for about twenty minutes, when they are ready to finish as usual into enamel, patent leather or any desired article. The great difficulty with which the inventors met was to obtain a ray sufficiently strong to penetrate the entire hide. The discovery of Scheidel's coil led them to further experiment, and gave them a ray powerful enough to photograph a hand after the ray had been passed through a city directory, an oak board and the hide intended to be tanned. This gave absolute proof that they will be able to tan about twenty hides at one time, laying one upon the other.

Not only will this new process reduce the time necessary for tanning from four months to four days, but it will also reduce the cost of manufacture fully 75 per cent. More than that, it will be possible to fit up a plant necessary for the working of the process at about one-fourth the cost of erecting a plant under the present system, and all skilled labor will be dispensed with, not even an electrician being necessary once the plant is in operation.

The applications for patents and foreign rights are now being made, and as soon as they have been granted the plant and the process will be put to commercial use. At present the inventors are undecided what line they will follow—whether to form a tanning company of their own or to

sell the chemicals and explain the system of operation to tanners throughout the country under a special license and royalty clause.

The idea principally favored, however, is the organization of a large company to establish tanneries not only in New York, but throughout the country, entering into direct competition with the other manufacturers who employ the old, more lengthy and more expensive method.

The inventors were led to make the experiments which resulted in their valuable discovery by the chemical effect of the X-rays in the process of photography. If their claims in the present discovery materialize—and from all appearances they are thoroughly practical and substantiated by the finished product—they regard it as but the first step in the use of the X-ray in commercial industries, which will eventually lead to its employment in a great degree in the various manufacturing interests.

Windrow's Wisdom.

Give up and go down.
Believe all you hear and die a fool.
An empty crock has no need of a spoon.

The man who wants it all never gets it.

A flea in a blanket can spoil a night's sleep.

The man who borrows ends in being a man who sorrows.

A man not at peace with himself has none with anybody else.

A blind horse and a blind rider are apt to take the wrong road.

What good does it do if a child is born with flaxen hair to dye it black?

There is something wrong with a horse when he runs away from his oats.

Disappointments may sour the milk, but they need not hamstring the cow.

To a hungry man a fat potato is of more value than a silver fork with nothing on it.

Commercialism is reaching the condition of the cabbage, when there is more caterpillar than leaf and less leaf than heart.

The Russian "closed-door in the Orient does not seem to work disastrously to American trade. The latest reports from the Treasury Bureau of Statistics show that the quantity of flour shipped to China and Hongkong shows a decrease during the first ten months, but there has been a "marked increase" in the quantity shipped to Russian China, (Manchuria.)

A Florida coast correspondent writes: "A party of boys went to the beach at Malabar for turtle eggs a few nights ago. They soon found a turtle laying, and sat down to wait for the eggs. Just then a big bear came up the beach, and the boys had business further up the beach, while the bear got the eggs."

To some men business is like golf. They try to see how few strokes they can make it between one hole and another.

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

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.

W. W. Wallis, Manager.

GOODYEAR RUBBER CO., Milwaukee, Wis.



Housecleaning

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

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

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

USE THE CELEBRATED

Sweet Loma

FINE CUT TOBACCO.

NEW SCOTTEN TOBACCO CO. (Against the Trust.)

FACTORY FEVER.

Opportune Advice To Those Afflicted By It.

Every town lying contingent to any very considerable lot of hardwood timber at one time or another gets the furniture factory fever. This fever is like a boil on a man's neck; it benefits the man, but is all-fired painful until it breaks. Then it either is a good thing or—gentle reader, ever had a boil? You can guess the rest. So the town aspires to be the proud possessor of a furniture factory, and in many cases builds one, equips one and starts it. In a few instances it is a decided success, in many a fairly good paying investment, in some a failure. A brief, plain talk to those contemplating building, to those now building and to those in the first stages of operation, is at this time opportune.

First, to those contemplating building. In the outset look well to the first principles of the business. The foundation—your timber. If needs be, have an expert examine it and pass on its adaptability for the purpose. A few options on 200,000 to 500,000 feet ought to be obtained before even your factory is started, and a purchase is always advisable so that you can have your boards up in the air for five or six months before you put them in the dry kiln. Then try and have the owners of the timber have an interest in the plant. It always proves of mutual advantage to select your timber carefully. Buy your options close and by all means include a mill in your factory equipment. Buying hardwood boards is only adding to the cost of the raw stock.

Next, your manager or superintendent. Before you do one thing toward your factory—even the site—possess yourself of the services of a good man—pay him a decent salary—give him your confidence and put the practical end of the business in his hands. Give him authority and back him up. Of course, have him consult with you and report to you. In nine cases out of ten he is the "only furniture man in the whole outfit." You would not let him interfere with your business if he was only a stockholder in it, so don't in his. He should be interested in the plant financially if only for a small amount. The reason is obvious. It is taken, of course, for granted that he is reliable, practical, and knows the business or you would not employ him. Hence do not hamper him or interfere. Tell him how much you can go on the site, the factory, the equipment, and he will, in almost every case, get you more for your investment than if you buy yourself on the advice of any traveling man who puts in the lowest bid, which is not always the cheapest. The writer knows of one factory of which a lawyer is president, where the manager is simply a foreman in fact and to date that factory has cost 40 per cent. over gross original estimated cost. "The cobbler to his last"; now the site. Get it as near your railroad station as you can, and on level high land if possible; beware of flat, low land.

The dampness will injure your finished stock and hurt your unfinished parts. Don't buy a small site, get ample ground. One and two story buildings with plenty of floor space are much better than high cramped quarters. The buildings should be placed so as to shift or move the stock in process of manufacture in regular order and as little as possible, and always forward toward the finishing room. Your capital, of course, determines the character of your buildings, but frame constructions at first are advisable, cheaper and quicker. What to make is the next question. Consult the market, see what lines are overcrowded and avoid them, note the trade papers carefully, see where the market is short, consult the large wholesale houses and try and make a line that will be out of violent competition. Certain lines of chairs, say to sell for over \$20 per dozen, tables in odd designs, desks, church, school and office furniture and refrigerators of medium price are at this time greatly in demand and will continue so for some time to come. Get a good designer, not how cheap but how good, and be original in your goods, specialize them as it were, and in fancy goods consult your road man. Better a fair profit and safe orders than low profits and big sales. The end is the same, perhaps, but make your goods to sell and price them right and orders will follow.

Much of the foregoing will apply to those building and who are just operating, and if you are just between the building and the operating remember that care and attention to details is all important. Don't harass your factory man with office affairs; hire a book-keeper for him. Have a system from the start and adhere to it. If you have no knowledge of the business, and many failures result from men who are not furniture men, who think they know it because they are officers or stockholders and in authority attempt to run it on their ideas—don't try and supercede your manager. One factory of the writer's knowledge is to-day a failure because the president, a physician, ran it his way. If you see an officer who is not a furniture man assuming the executive end and running the practical end too, sell your stock and you will save money. Lawyers can't build beds nor doctor's chairs. Success will attend your factory if you adhere to that oft repeated advice: "Don't dabble in what ain't yer line."

Hugh C. Risdon.

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

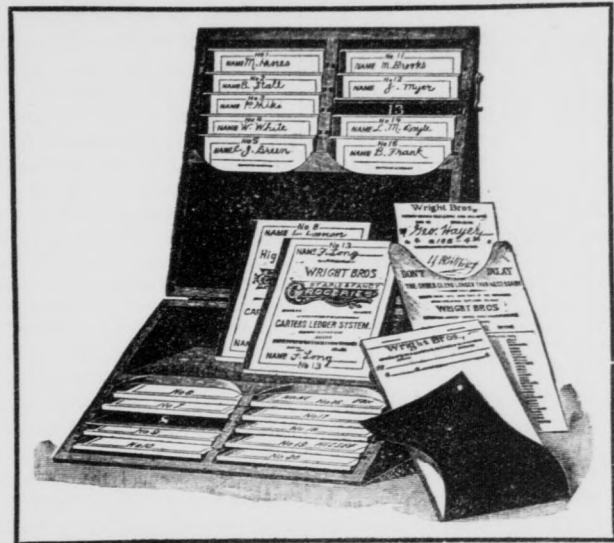
W. B. Hart, Secretary,
Pentwater, Mich.

Would Be Glad To Pay.

Miss Frances—Don't you think there should be a tax on bachelors?
Mr. Muchlywed—I'd gladly pay for the privilege of being one.

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.

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.

Woman's World

Picking Out the Right Sort of Parents.

The most important element in any man or woman's success consists in picking out the right sort of parents. Every child has primarily a right to be well born—that is, to inherit a clean bill of health mentally, morally and physically. If, in addition to that, it has the privilege of being properly reared, it need ask nothing else of fortune, for it can do the balance itself. Fate has placed it in the class of the winners in life, and it can take all that a bold heart wants and a strong hand can hold.

There are many crimes against childhood. The first, and the unforgivable sin, is bringing a diseased human being into the world to suffer, to be buffeted by the storms it has not the strength to surmount, to be the victim of inherited appetites and vices. To take a life is no more serious a matter than to give one, and there are circumstances under which murder is no worse than birth.

The second crime, almost equally great, against childhood, is to fail in duty to it, to fail to so direct and guide and teach it that it shall be able to tread the highways of life without falling and stumbling, to fail to so train and strengthen it that it will be able to combat the enemies that it will surely meet.

There is no other spectacle in all the world that fills the vast majority of people with such pity as the sight

of a little, forlorn, neglected child, unloved, uncared for, left to fight its own way through life. There is, however, another spectacle, equally deserving of our sympathy, that we may behold on our own hearths every day—that of the poor, unfortunate, overcared-for, overloved, over-indulged child of the rich and well-to-do, who is being deliberately handicapped in life by its parents. Moreover, that between the two the advantage is actually with the child of the street is abundantly proven by the fact that the boy who began the world as a bootblack, or selling newspapers, succeeds oftener than the boy who was the son of a millionaire.

The pampered child is, travelers tell us, a distinctive American product that is met with nowhere else but in this country, and it is certainly a curious paradox that the people who are esteemed the most practical should be the most imbecilely and idiotically impractical in dealing with their own children. Knowing what the conditions of life are, knowing what strength of body and mind and purpose it takes to win success, we not only do not cultivate these qualities in our boys and girls, but do everything to make them supine and helpless. It is precisely as if one prepared a pugilist for the ring by keeping him reclining on silken cushions and feeding him on chocolate creams.

What renders this all the more remarkable is that ninety-nine out of a hundred of the men and women we know were the architects of their

own fortunes. They will tell you that they rose from the ranks by hard work, by having responsibilities thrown on them from the very cradle almost, by self-denial and frugality and every strenuous virtue, yet there is nothing from which they are so anxious to protect their own children as from the very conditions that made them the fine men and women they are.

This may be ideal parental love, but it is fool judgment, and the child of to-day might well exclaim that if heaven will protect me from my imbecile and adoring father and mother, I will protect myself from my other enemies, for it is the overtender parent who is responsible for more blighted lives, more no-account, good-for-nothing, worthless, drunken men and women than all other causes combined.

The most mistaken idea we have ever gotten hold of is that it is the province of love to protect us from hardships. It is not. The highest and holiest mission of love is to brace us up to doing our duty, to raise us up when we fall, and bind up our wounds, and then urge us once more on to the fray. This is true of all love, but it is particularly true of parental love, for that ought to be wise, as well as tender, and the pity of it is that it so seldom looks beyond the moment.

The overtender parent is at the bottom of every failure in life almost. This is a hard saying, but look around among your acquaintances, and see if it is not true. Who are the women

who are bad wives and shiftless managers? Every time the girl whose mother did the housework while she laid in bed and read novels. Who are the incompetent clerks always out of a job? The men who as boys were never required to do anything hard, who were permitted to play baseball for exercise instead of splitting the kindling, and who never had any responsibility thrust upon them.

If only rich people spoiled their children, and kept every wind from blowing harshly upon them, there might be some excuse made for it, for the rich man might at least justify himself by thinking that he could leave his children a fortune, but the matter becomes tragical when the poor, who can not safeguard their young with even money, indulge in this weakness. Yet it is the poor, even more than the rich, who are guilty of this crime. Indeed, there seems to be a kind of undercurrent of sentiment that makes the poor mother and father feel they will somehow make up by overindulgence to their children for lack of the things that wealth gives.

I know dozens of mothers who slave themselves to death over the cooking stove and the sewing machine, while their daughters live as idly as if they were millionaires. The mother's idea is to protect her girls as long as possible from the hardships of life, and she fails to realize that she is warping their characters by it, and making them selfish and lazy. More than that, she is thwarting the very ends she has in view,

They Say It Saves Money

If you will give us a chance, we can prove to you that National Cash Registers save money. We have proved this fact to 330,000 storekeepers. That is why we have sold 330,000 registers.

Read the following nine letters. They will give you an idea of the strength of our proof. Note that every man says that a "National" saves money. If space permitted, we could print hundreds of other letters like these.

SKOWHEGAN, MAINE.
National Cash Register Co.

GENTLEMEN: I consider the sales-strip on your machine invaluable, and know that it alone has saved me \$50 during the past year.
E. K. DELANO.

ST. PETERSBURG, FLA.
National Cash Register Co.

GENTLEMEN: The register has been the means of saving us money in many ways.
P. B. STONER & SON.

KNOXVILLE, TENN.
National Cash Register Co.

GENTLEMEN: The register saves us many dollars by enabling us to locate the clerk who makes errors; it also saves us money on credit transactions.
LOWRY & CURETON.

DES MOINES, IOWA.
National Cash Register Co.

GENTLEMEN: Your machine has stopped a daily shortage of from \$1 to \$3.
A. W. WHELOCK.

VALLEY CITY, N. D.
National Cash Register Co.

GENTLEMEN: My register has saved me money more than once in settling disputes with customers, etc.
WM. MCKINNEY.

MARSHFIELD HILLS, MASS.
National Cash Register Co.

GENTLEMEN: We can directly trace where the register has more than saved us the interest on the money invested.
E. W. HALL & SON.

NEVADA, MO.
National Cash Register Co.

GENTLEMEN: The register has saved me money in more ways than one.
J. S. DAVIS.

CHATTANOOGA, TENN.
National Cash Register Co.

GENTLEMEN: The register is the greatest money-saving device ever invented.
R. O. BENNETT.

HONEY GROVE, TEXAS.
National Cash Register Co.

GENTLEMEN: My register works like a charm, gives entire satisfaction, and has saved me money every day since it has been in the house.
V. F. MATTHEWS.

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

CUT OFF HERE

Name _____

Mail Address _____

We have a handsome book telling how a "National" saves money and increases sales. If you are not using a "National," you will be interested in this book. Write for it today.

National Cash Register Company
Dayton, Ohio

for instead of rendering them attractive, as she thinks, she is making people have a contempt and abhorrence of them. Malignity itself could not devise a more unattractive figure of a girl than one who lets her old mother work for her. No man wants such a wife.

Once upon a time I knew precisely such a case as this, in which the mother was a veritable slave, and so proud of her daughter's hands, which were white and soft as a lily and beautiful enough for an artist's model, that she would not even let the girl peel and slice an orange for her own eating. Finally, there came a suitor, rich, intelligent, thoughtful, every inch a man, but after a few visits his passion suddenly cooled and he came no more. I asked him why. "Because," he said, "one day I saw her mother's hands—hard, work-knotted, seamed with scars from the cooking stove and pricked with the needle, and then I looked at Mabel's—and that was enough for me. I do not want any girl with no more heart and conscience than to manure her nails while her mother washes the dishes."

In other families I have known heroic efforts made to keep from the growing boys and girls the fact that there was little money in the exchequer. The father and mother would make the most pinching economies in their own clothes and food in order to give the children foolish luxuries like other children had. "We do not want to burden them with the trials of life. They will come soon enough," said the parents. This is a terrible mistake to make. Nothing develops character like having responsibility thrown on one, and the boy and girl who are admitted into the family council, who have the need of economy explained to them, and the necessity of all working and pulling together, grow up into being the men and women whose shoulders are broad and strong enough to bear not only their own loads, but the burdens of others. Some of the greatest financiers in the world got their training in such homes, where around a deal table ways and means for meeting the rent or getting money to pay the butcher's bills were discussed. They learned to be fertile in expedient, to be prompt and loyal, and to take that look ahead that is the basis of all success.

There comes a crucial moment in the life of every boy and girl when they get discouraged and disheartened and ready to throw up whatever they are doing, simply because it is hard and disagreeable. In that moment one's fate trembles in the balance, and almost without exception it is determined by the kind of parents the children have. If they are strong, wise and forceful, they hold the youngsters steady—as a commander holds his troops who are on the verge of panic—they instill fresh courage and new grit into the faltering little hearts, and the boy and girl go on to success in life. But if the parent is one of the overly-tender kind, she says: "Come home. Do not do anything that is so hard. Per-

haps you can get something easy after awhile," and the young one's doom is fixed.

Half of the divorces would be nipped in the bud if the spoiled and discontented wife, who has found out that being married means something more than perpetual love-making, knew that when she threatened to go home to mother, that mother, instead of saying: "Come to my arms, you poor persecuted angel," would say: "Go back home and do your duty and behave yourself." Only a woman with that kind of a mother would never come trotting back to her people. She would have backbone enough to manage her own affairs, and her husband, too, if he needed it.

Half of the worthless young men who are always going from situation to situation would brace up and work if they did not have their mother's boarding-house to fall back upon. It is a safe guess that every dirty, disgusting tramp you see was somebody's darling who was loved so tenderly he was not made to behave himself.

If one could always keep their nestlings under the shelter of their wing, there would be reason for this excessive tenderness, but they can not. Soon the little wings will spread, and whether they fall or rise depends upon the strength that is in them. True, the parent can not fight the child's battle, for in the end each of us grapples alone with our fate, but he can prepare him for it. There are muscles and sinews of the soul no less than the body, and as these are trained and are strong or weak and flabby, so do we win or lose.

Dorothy Dix.

How They Buy Their Hats.

That there are radical differences between men and women is exemplified in no more striking manner than in the way in which they buy their headwear. When a woman wants to buy a new hat she enters a shop and makes for the hat department. Arriving there, she selects a hat—any hat will do—puts it on her head and looks in the mirror. The saleswoman merely pushes her belt down an inch and strolls leisurely toward the other woman. The first woman does not like the first hat, nor the second, nor the third, nor the forty-third. She flings each down until there is a goodly pile about her. At this stage the stately saleswoman saunters up and asks in a noncommittal tone:

"Did you want a hat?"

The first woman tries on three more and then says carelessly: "I was just looking these over. Have you anything in the way of a perique straw with ingrowing flounces?" Then she readjusts her own hat, looks at herself complacently and moves along. The saleswoman knows she asks for an impossible style just to get away.

The woman trips to the next shop and another, buys a pair of shoe-strings and goes home.

This is on Monday. On Tuesday she starts in again, visiting other shops. About Saturday she sails into the highest-price shop, begins the

usual piling up process, and then, with a whoop of delight, finally seizes on the last hat on the wire heads and cries as she hugs it: "Oh! What a love of a hat! That's exactly what she wore!"

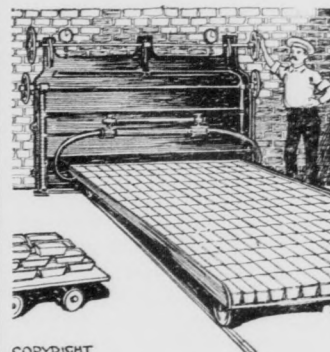
She then makes overtures to the saleswoman, and they begin negotiations for the possession of the deed that will make over this hat—this and none other—to the purchaser. Minor points have to do with retrimming, shaping, etc., and finally the hat is hers. She has purchased it.

And here is the man's way: The man steps timidly into the first hat store he sees. A grim-looking salesman rushes him down the aisle, takes off his old derby, whips a straw out of a box, crushes it on the man's head, takes \$3, puts the wrapped derby under the man's arm and escorts him to the street. When the man gets home he finds he has purchased a white straw hat, whereas he intended asking for one of those new speckled black and white fellows.

An editor of a small American paper recently stated that he had been kissed by one of the most beautiful married women in the town. He promised to tell her name in the first issue of his paper the next month. In two weeks the circulation of his newspaper doubled. But when he gave the name of his wife he had to leave town.

The highest learning is to be wise and the greatest wisdom is to be good.

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.

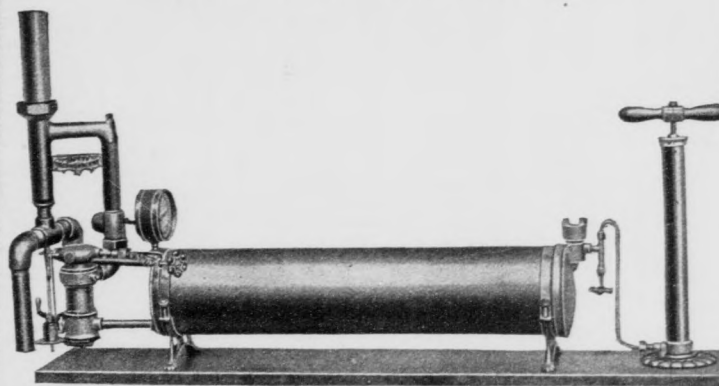
The Model Bakery of Michigan

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

A. B. Wilmlink

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.

A Fair Appreciation of Self Is No Crime.

Written for the Tradesman.

As early as the first of May Dong Dale began to tell the rest of the fellows what he was going to do during the summer vacation.

"Father's queer in a good many ways and one of his hobbies is that my brother and I have got to get a job for the summer and have something to do that'll keep us in pocket money and out o' mischief at the same time. Somehow or other he's got it into his head that I have too much to say to the girls and I suppose he thinks that if I'm going to feed 'em with candy the money for it is coming out o' my pocket instead o' his, and I don't know's I blame him. Anyway a friend of mine writes me from Maxwell that their leading grocer wants a delivery clerk for the summer and I'm going to go to work the first Monday after school begins and keep at it for fifteen good hot weeks."

"What ye going to get for 't?" growled "Swadley from Hastings," in a double-decker bass that set the earth shaking. "The work's well enough and there isn't any doubt during dog days, but about the time school opens how much money are you going to have to show for it all? I happen to know something about his nibs at Maxwell and he has an idea that it's worth fifty cents a day just to be connected with his grocery. The delivery wagon is a deep red, the horses are young and well fed and the harness is new and well

taken care of—the driver keeps that clean and oiled after his day's work is done; but it's no comfort to me to work from six in the morning until half-past the Lord knows what at night for the \$3.50 that you'll get for your week's work. What do you want to do that foolish thing for?"

"Well, in the first place, it gives me something to do and that's another way of saying it keeps me out of mischief. The \$3.50 takes care of my living, which makes me all right with my dad. Then you know my girl!—sixteen his last birthday!—"lives up there and it won't cost anything to keep us both in candy. So I don't see why I can't afford it, if Cuddyman Company can. It's all fixed, anyway, and if I don't have a summer that'll be worth telling about next fall it won't be because I don't know how to carry out a carefully made out programme."

"Yes; but by gings! after you get through telling your story, there'll be a part of the story that you'll want left out and it'll all hinge on the difference between a fair price and that \$3.50 which you are going to piece out with stealing candy. You are going to do your own washing and do the cigarettes go with the candy? and do you think the livery stable man is going to do any chalking for you on the back of his door? We all know you, boy, and we know that your opinion of water as a beverage in summer does not harmonize with the foundation plank of the W. C. T. U. Now, then, how are you going to manage? You need not look at

me that way. It is my business; and I'll tell you right here and now, you work for \$3.50 a week this summer and I won't lend you a cent. How many of you fellows join me in that?"

Dale's reputation as a money borrower and a non-payer was well established and there was a loud and hearty "aye!" that ended in tumultuous laughter.

"You see where you stand, Dong, and although I'm not quite old enough to be your dad I'm going to tell you something you want to think of. Listen: The man that does not have a pretty fair estimation of himself and of what he can do in the world and isn't willing to back it up with some pretty lively hustling is going to be taken at his own estimation and be treated accordingly."

"Swadley'll be the man that'll come back in the fall with his pockets sticking out," sneered Jim Ridgely, "only some way or other the old man always has a time at the bank the day before Swad leaves. Wouldn't there be a family row if Swad, Sr., should ever find out where some of his hard dollars go to!"

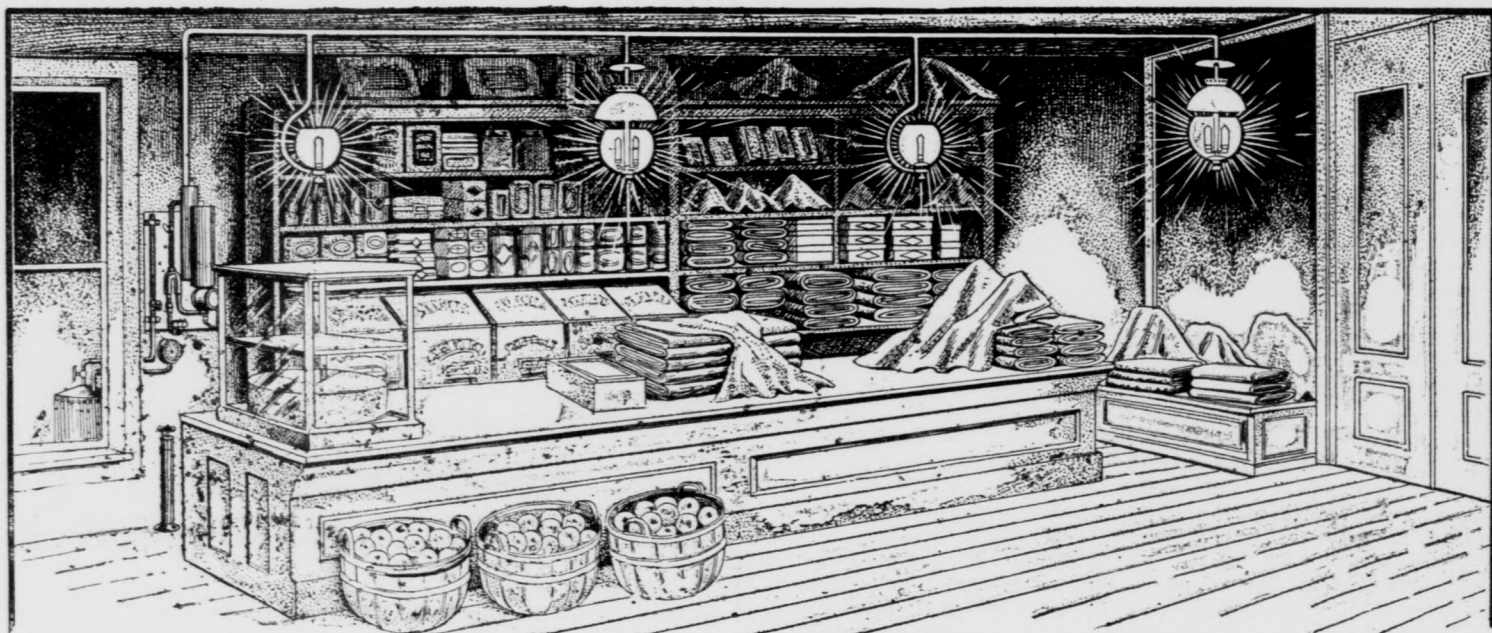
"Oh, well, I don't know. I keep him pretty well posted. I have a bundle for the laundry once in a while; he likes to have me drop in a nickel into the contribution box every other Sunday; I get my hair cut without asking the fellers to chip in; I don't steal what little soap I use; I don't make believe that somebody's swiped my towels or my shoe-blacking and I don't buy a pound of peanut candy and hide myself in my

room while I'm eating it! To my everlasting dishonor, Jim, I did lose five dollars that night at that gaming table; but it was the only money that ever left my hands that way or ever will again—and there wasn't any row about it at all. I wrote to my father the next morning and told him all about it; and if there's anything else that you know of that will start a row in the family just tell me what and I'll take you home with me to see it out, paying your fare both ways. You'll get all that and your board for nothing, and I don't know of anything that will start you quite so surely as that!

"Now, see here, fellows: Listen: School closes the 28th—that's Thursday. Saturday I go home and on Monday morning I'm going to work where I've worked for the last two summers. The first year I had \$5 a week; last year \$6 and this year I'm going to have \$7, which I think is pretty good pay for a boy sixteen years old. The vacation is going to be fifteen weeks long and if \$105 will make my pockets stick out, out they're going to stick with my own wages. I don't have to pay any board. My dad happens to be one of these fathers who likes to help a fellow along and, so far, when I've been at work all summer he ends the vacation by giving me twenty-five dollars. That'll make me \$130.

"Now I'm going to tell you where the old man's money's going to: The \$25 is going to be salted down in the bank where my dad has his row the day before I leave. Forty

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.

of it is going to the best tailor in Hastings, because I've about got my growth and after that a first-class fellow can't afford to wear hand-me-downs. About half of what's left I'm going to put into first-class underwear—including stockings to change as often as once a month, you pig!—and the rest I'm going to bring here and blow it in! You seem to know how as well as I do; and I'll bet you one good dollar that when the school year is over I'll have spent a good deal less of my father's money, Jim, than you will have of yours. Will you take it?"

Of course he did not. Cads never do and when the group broke up, as it soon did, somehow there was the general feeling abroad that a fellow has a right to spend his money as he wants to if he has earned it himself.

A day or two ago chance brought me to the pleasant town of Hastings. In thrift, neatness, push, beauty and self-centered energy it is the banner town of the State. It looks as if it thought well of itself. It holds up its head and when it sits down on its front piazza at the close of the day with its well-kept lawn and its shady streets before it, there is a sense of condensed respectability about it that it is pleasing to contemplate. The finest suburban station in the State is only a square from the main street and I had hardly turned into it when Swadley's double bass drum beat out from the seat of a passing delivery wagon: "If you're not too proud to get up here I'll give you a ride and a visit. It's business, you know, to kill as many birds as you can with one stone."

Of course I wasn't proud and of course I was soon by the side of one of the best fellows in the wide world and of course we had a good visit; but this is all that the reader will care to have repeated.

"Dale? Yes, he's here and it's the funniest thing about that boy. You heard what he said that day? Well, when the time came for him to go to Maxwell, he did not go. They did not want him. Then he came home here and could not find a job and I found one for him. I knew they had been paying \$5 a week and told him to ask \$6, because they rather give it than be without a man any longer. What do you think! Listen: He offered to work for \$3. They would not have him and the proprietor told me yesterday the reason why. He said a fellow these times who thinks he's worth only \$3 a week isn't worth even that and we do not want him at any price. It's just as I told Dale there: The man that does not have a pretty good opinion of himself and is not willing to back it up with pretty lively hustling is going to be taken at his own estimate."

Next term I'm going to help Swadley "blow in" some of "his own money." Richard Malcolm Strong.

Strikes and Prosperity.

It is not possible for the country, however prosperous it may be, to stand the evil effects of so much interruption of work and such limitation of production without suffering severely from it sooner or later.

Etiquette in Mexico.

Ladies do not attend funerals. Children kiss the hands of their parents.

The hostess is served first at a Mexican table.

The bridegroom purchases the bride's trousseau.

Female friends kiss on both cheeks when greeting or taking leave.

Gentlemen speak first when passing lady acquaintances on the street.

The sofa is the seat of honor, and a guest waits to be invited to occupy it.

Men and women in the same social circle call each other by their first names.

When a Mexican speaks to you of his home he refers to it as "your house."

When you move into a new locality it is your duty to make the first neighborhood calls.

When friends pass each other on the street without stopping they say adios (good-by).

Cards are sent to friends upon the anniversary of their saint's day and upon New Year's Day.

Even the younger children of the family are dressed in mourning upon the death of a relative.

Young ladies never receive calls from young men and are not escorted to entertainments by them.

Daily enquiry is made for a sick friend, and cards are left or the name written in a book with the porter.

Dinner calls are not customary, but upon rising from the table the guest thanks his host for the entertainment.

Mexican gentlemen remove their hats as scrupulously upon entering a business office as in a private residence.

After a dance the gentleman returns his partner to her seat beside her parents or chaperon and at once leaves her side.

"Ancient" Tall Clocks.

An old German cabinetmaker, having "got onto" the fashionable craze for old-fashioned tall clocks two or three years ago, began at once making them, and since then he has done little else. His little shop uptown is scarcely wider than the height of the clocks he builds. There he works all day long without help. A kitchen stove close beside his workbench serves to heat his glue pot. The rear of the shop is filled with finished clock cases awaiting their works.

It is his fancy to make his clocks unusually tall, fully eight and a half feet, and he has made one case considerably shorter, just by way of showing what is the style of ordinary clockmakers. His material is usually new mahogany, sometimes veneered, sometimes solid, often inlaid and carved. The price of his clocks varies with the style of case and the quality of the works.

It is this old man's patriotic German belief that the best works for such clocks come from Germany, and accordingly he uses no other kind. The works cost from \$30 to \$55, according to what they are made to accomplish. The most expensive are made to indicate not only hours, minutes and seconds, but the phases of

the moon and the day of the month. A clock consisting of the best works in a mahogany case of the best workmanship that the old man can turn out fetches \$150. Others cost from \$25 to \$40 less.

The old cabinetmaker's customers are shops and private persons. With orders from one or the other he is busy most of the time. He has several clocks making at once, so that he does not lose time in waiting for stain or glue to dry. A few familiar patterns are his models, and his new clocks, when finished and set going, look amazingly like those of a century and a half ago.

Confirmation.

"I wish to state," said a fresh young lawyer, rising in court, "that the rumor to the effect that John Doe, now under indictment for murder, has attempted to commit suicide has no foundation in fact. I saw him this morning, and he has retained me to defend his life."

"That seems to confirm the rumor," said the judge. "Let the case proceed."

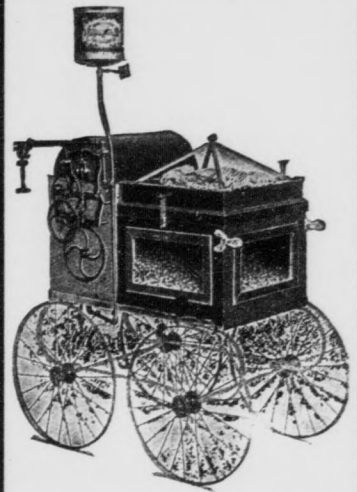
Wherein They Differ.

"What," asked the very young man, "is the difference between a statesman and a politician?"

"A statesman," replied the old gentleman who was long on wisdom, "is a self-made politician, and a politician is a machine-made statesman."

Fashion wears out more apparel than the man, but the boy gets the best of it.

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 \$3.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/2 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

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

TWO MILLION DOLLARS.

The Champion Money Finder of the World.

The champion money finder of the world must undoubtedly be Isaac Banks, of Philadelphia, for this good old man, in the course of his 77 years, has found over \$2,000,000.

Not a penny of that great sum stuck to Mr. Banks' fingers, for he was quite as lucky as he had been in finding the money itself.

It would seem, though, that he must have reaped a great harvest in the way of rewards, but that is not the case. The following is a complete list of the rewards that were given to him:

In cash, \$30; three books, valued at \$5; five neckties, valued at \$2; seven silk handkerchiefs, \$5; eight pairs of suspenders, \$3; six pairs of slippers, \$10; nine pairs of gloves, \$12; three pairs of pulse warmers, \$1; two hats, \$6; four boxes of writing paper, \$2; one watch guard, \$3; five shirts, \$6; total, \$85.

For returning \$2,000,000, he got \$85 in rewards—four cents, that is to say, for each \$1,000 returned.

The question, "Do you regard honesty as the best policy?" was put to Mr. Banks the other day. He replied:

"I do."

"But," it was objected, "if you had been less honest, look what you might have had."

"I might have had," said the old man, "a good long term in jail."

He lives in a clean and modest house at 1634 Bainbridge street. His figure is spare, and, despite his 77 years, he stands erect, and walks with a quick gait. Recently he was pensioned, and that he should have gotten a pension is not strange, for he worked for one employer 58 years.

Mr. Banks was the doorkeeper of the vaults of the Fidelity Trust Company on Chestnut street, below Fourth. In these vaults there are thousands of private deposit boxes, and over 600 depositors a day passed Mr. Banks on their way into the vaults to examine their boxes. He had charge of the room in which the examinations were made, and in this room pretty nearly all of the \$2,000,000 was found. Every cent of it, while not in actual cash, was in paper or valuables as good as cash; every cent of it was negotiable. Had it not been negotiable its owners would not have thought it worth their while to keep it in the Fidelity Trust Company's expensive vaults.

The biggest sum Mr. Banks ever found at one time was \$100,000. The man to whom this sum was returned gave Mr. Banks no reward whatever. That, though, is nothing. Another man, to whom he returned \$60,000, not only gave him no reward, but also stopped speaking to him. Such conduct seems inexplicable, but Mr. Banks can explain it. He says:

"These rich men, these handlers of great sums of money, hold, as a rule, positions of trust. There are many persons who regard them as incomparably reliable, careful men, or men with whom money can be placed with

absolute safety. This reputation for reliability and carefulness is their stock in trade. They guard it sedulously.

"When they lose, as carelessly as any schoolboy, a big sum they are tremendously disgusted and enraged, and they desire to keep the matter secret. You, if you happen to be the person that found and returned the lost money to them, are thereafter disliked and shunned, for you are the one man that has found them out. In your presence they can not retain their pompous dignity. You have a little joke on them. You know they are not the perfectly reliable and trustworthy men they want to be taken for. Well, it is not good to have a joke of that kind on a prominent man of affairs. He is apt to stop speaking to you on account of it."

The first find that Mr. Banks made was thirty-three years ago, when the Fidelity Trust Company opened its present building. What he found was a little heap of gold watches, of diamond rings and necklaces and of ropes of pearls. An old man had passed him as he stood guarding the door of the vaults, had taken down a deposit box, had unlocked it on a table.

After the unlocking of the box Mr. Banks paid no more attention to the depositor, who in a little while departed. Later, walking through the room, the doorkeeper perceived a heap of jewels upon the table and carried them to the superintendent of the company. Their owner on their return to him gave Mr. Banks \$5.

All the money that he found was found in the same way. A client of the company would open his deposit box on a table, take out part of its contents, rummage about until he came upon what he wanted, close and lock the box, forgetting the valuables he had taken out, and depart, leaving them on the table. Or else the valuables would fall from the table unperceived and the box would be relocked without its owner missing them. Or else they would fall from the packet the man had made of them as he departed with them in his hand or pocket.

Mr. Banks once found jewels valued at \$3,000, and their owner did not know he had lost these jewels for seven years. They were discovered late in the day, on a chair in a distant corner of the room. As 500 persons had visited the room in the day's course, and as the jewels had on them no identifying marks whatever, it was impossible to locate their possessor. The company, in its accustomed careful manner, set an enquiry on foot, and asked all its clients to examine their boxes, as it knew there had been a loss. But the owner of the jewels was making a tour of the world, and the company's letter either did not reach him, or else, after reading it, he forgot it. At any rate, he knew nothing of his loss until seven years later, when he consulted his box again.

On another occasion Mr. Banks found on a table in plain sight \$25-



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.

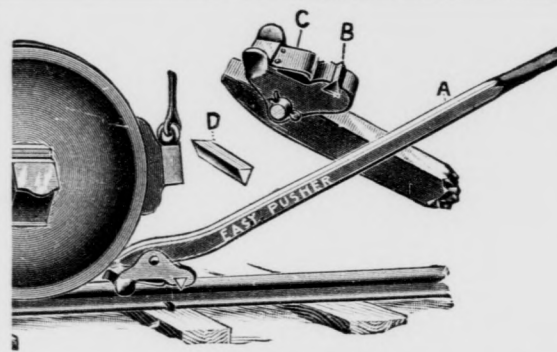
- No. 0 8 Gallons, 1 to 2 cows.....Each, \$4 00
- No. 1 10 Gallons, 2 to 3 cows.....Each, 5 00
- No. 2 15 Gallons, 3 to 4 cows.....Each, 6 00
- No. 3 22 Gallons, 4 to 7 cows.....Each, 7 00
- No. 4 29 Gallons, 7 to 10 cows.....Each, 8 00

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

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

000 which no less than 300 persons had overlooked. This sum, in a neat packet, lay on a table from 10 o'clock in the morning until 3 o'clock in the afternoon. During those five hours 300 persons by actual count (it was a part of Mr. Banks' duty to register in a book the names of all visitors to the vaults) had passed through the room, and had even in some cases sat at the table. Any one of them could have made off with the \$25,000 with perfect safety. None of them, however, did so, and it remained for Mr. Banks to find and return the money to its owner. For this pleasant duty his reward was a pair of suspenders.

He has made a study of money losers, and from this study has drawn several surprising conclusions. They are:

"Women are less liable to lose money and valuables than men. I would rather intrust irreplaceable papers for safe-keeping to a woman than to a man, for my experience has shown me that the average woman is 25 per cent. more careful than the average man.

"The young are better guardians of money than the middle-aged and old. This may be because they are less accustomed to money. At any rate, in four cases out of five it was old rather than young men who lost at the Fidelity Trust Company the money that I found.

"The self-made are more careless than the aristocrats with their money. The sums I found were, in four cases out of five lost by self-made men."

Mr. Banks, although not a church-goer, has led an exemplary life. He does not smoke and he never was drunk. As for his industry, the fact that he held one position for fifty-eight years speaks loudly enough for that.

Aluminum As An Abrasive.

It has been discovered in Germany that aluminum is valuable in sharpening cutlery. The metal apparently has the structure of a fine stone and possesses a good dissolving power. It moreover develops during the whetting process an exceedingly fine metal setting substance, greasy to touch, while showing strong adhesion for steel. The knives in a short time obtain such a razor like edge that it is said that even the best whetstone can not compete with the result.

Self-confidence is the keystone of the arch. The confidence born of maturity and knowledge means clean accomplishment, without the errors and friction which arise from inexperience. But even the self-confidence of inexperience is better than none at all, for it assures against stagnation. The fellow who drifts is sure to drift the wrong way. If a man is of that fiber that can stand disappointment without being discouraged; if, in the face of failure, he keeps everlastingly at it, with cheerfulness and faith, he will some time and somewhere pull out on top. But self-confidence must be the basis of his belief. Doubting himself, no one can succeed.

RADIO ACTIVITY.

It Will Not Effect An Immediate Revolution.

The discovery of the peculiar properties of radium and other by-products of pitchblende has started the scientific world searching for other sources of radio-activity. Some scientists are apparently temporarily deranged on the subject in the exuberance of their enthusiasm over the possibilities which a plentiful supply of radio-active substances may produce. The Cambridge professor, J. J. Thomson, assumes that if the heat and energy contained in the newly discovered element radium can be utilized, the coal measures will cease to be of value as generators. The problem which must be solved to accomplish this result is a plentiful supply of radio-active material. Once that is obtained the rest will be easy. Perpetual motion and the philosopher's stone will be conjointly developed, as the activity of the new agent of heat, light and power never ceases and its volume is permanently unaffected.

It is assumed that nature contains a source of supply on which the human race can draw. Where is it? is the question the leading chemists of the world are, for the time, trying to answer. Two English chemists and two Yale professors are studying the waters of the earth, hoping to find it there, on the general principle, presumably, that inasmuch as water is the greatest solvent in nature the radio-active principle will be found in it more readily than in any other element. They have grown enthusiastic over the alleged discovery of radio-activity in the water drawn from a well 1,500 feet deep in New Milford, Connecticut. The owners of collieries, oil wells and electric power plants need not get alarmed over the discovery, for the presence of this radio-activity in the State famous for wooden nutmegs and shoe-peg oats was only revealed through the use of the electroscope after the water drawn from this marvelous well had been converted into steam and the gas contained in it had been carefully collected in a holder. The result obtained is valuable from a scientific standpoint only, as it shows that some water in the earth contains the radio-active principle. The proof is yet to be produced that any water contains the principle in sufficient volume to be of any practical value. Until that is in evidence radio-activity will continue, as it is now, among the curiosities of nature. The waters of the oceans contain a definite percentage of gold, but no one has ever yet invented a process that will make the working of that vast gold deposit profitable, and it is too much of a strain on human credulity to suppose that one ever will be discovered. If we must rely upon the water in the bowels of the earth as a source of future supply of radio-activity, we may rest assured that the displacement of coal and other sources of energy now being utilized is not by any means in sight.

Every time you knock a competitor you advertise your own unfitness.

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.

Hardware

Use of Machinery in the Potato Industry.

The time has not been so long past when the growing of potatoes was one of the most tedious processes on the farm, as nearly all the work was done by hand. The first duty was to select the best potatoes, and this depended upon the variety, the condition of the seed, and the soil and climate. Unless the soil is thoroughly prepared, and an abundant supply of plant food provided, the most energetic efforts of potato growers will be of no avail. The boy on the farm of a generation ago will well remember the deep disgust entertained for the work of cutting the seed potatoes into pieces, they being halved, quartered, or further divided, according to the methods and peculiarities in vogue in the section in which the crop is grown. Each piece must have at least one eye, and more were desired, but the one with the knife was compelled to carefully examine each potato and use a sharp blade in a manner to secure the greatest number of eyes to each piece. The result was that frequently the knife passed through both the potato and the hand of the operator, the end of the day witnessing sore and bloody hands and tired individuals who had performed tedious and disagreeable work. These pieces were next to be dropped by hand in the rows, when planting was done, and as the pieces were to be placed at regular distances, and each handled separately, it resulted in another tedious and back-breaking undertaking that did not lead to blessings being showered upon the work by those engaged in it. Planting the crop meant plowing the ground, harrowing several times, laying off the rows, cutting and dropping the seed, covering the seed, and often harrowing again to level the ground, all in order to simply plant the crop. After this came frequent cultivation and the harvesting of the tubers and their storage away for sale during the fall and winter.

The progressive farmer now uses a potato cutter, thus saving his hands, and having his seed potatoes cut into suitable sizes or pieces as rapidly as the potatoes can be fed to the cutter. This cutter is a very simple contrivance, and when seen at work the first suggestion is that it should have been invented many years ago. The land being ready the farmer deposits enough of the seed to fill the hopper of a potato planter, gets on a seat to ride, starts off, and the planter opens the rows, drops each piece of seed potato where it is desired in the row, and more uniformly than can be done by hand, covers the seed, and if necessary can also apply fertilizer. Here are several processes of planting done at one operation, the farmer riding at his work, and he accomplishes more in one day, all alone, than could formerly be done in two or three days, with one or more persons to assist.

Harvesting the potato crop was also a job to be dreaded. Every farmer knows that to attempt to turn out

the potatoes with a plow, facing high and strong vines, required skill, while many of the tubers were never recovered from the rows. With the present improved potato diggers the harvesting of the potato crop is as sure as that of cutting a crop of grain. Nothing is lost; the weeds and potato tops are thrown aside, the tubers are brought to the surface and screened from the soil, being placed neatly where they can be collected with but little difficulty, the farmer securing all of the tubers instead of sacrificing a portion for lack of suitable harvesting machinery and labor for securing the crop.

Harvesting machinery for potatoes saves valuable time and does the work thoroughly. American farmers object to heavy and unwieldy appliances. Two or three horses should serve for an American potato harvester unless on extraordinarily hard ground. On light, sandy soils two horses will harvest the crop rapidly, only one man being required to handle the team and throw the potatoes to the surface. The light and strong potato diggers, as made by United States manufacturers, are intended to not only do the work well, but to do it in a hurry, as time is money, and labor must be paid for, whether the farmer employs some one or does the work himself.

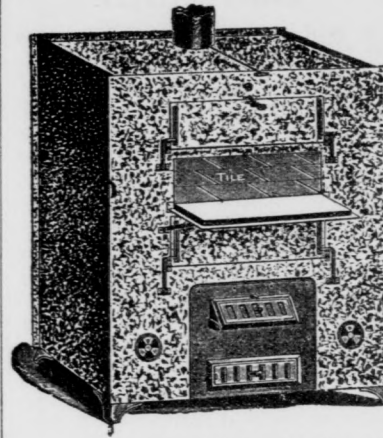
It was believed that with the introduction of the potato cutter, potato assorter, which assort the tubers after they are harvested, potato planter and potato digger, the production of potatoes would be so great as to render it unprofitable to grow the tubers, but experience demonstrates that there is a greater demand, in all countries, for potatoes, at the present time, than when the tubers were grown mostly by hand labor. The United States grows thousands of bushels, yet imports potatoes from Germany, France, the Bermudas, and other countries, and the consumption of potatoes is increasing every year. What is more, the quality of the tubers is improving, and more potatoes are being used because with the aid of potato machinery they are placed within the reach of more consumers.

The potato crop of the United States is annually very large. In 1901 the yield of potatoes was over 210,000,000 bushels. In 1895 the production was over 297,000,000 bushels, yet at certain seasons of the year potatoes are imported. Nearly the whole of the potato crop of the United States is consumed, at home, very little being sent abroad, and some years the imports of potatoes are large.

But for the use of potato implements the United States could not supply the home demand for potatoes. The prices obtained are fairly good, and potatoes pay well, but they could not be now made profitable but for labor-saving machinery.

No Mirrors There.

"Mrs. Blinker is a good woman."
"Yes, but she is so careless about her attire. Why, I dreamed last night that I met her in heaven and she had her halo tipped clear down over one ear."



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

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The FOREST CITY PAINT & VARNISH CO.

Established 1865

CLEVELAND, OHIO

Profit In Bank Accounts.

Not a few persons who have the "bank habit," but whose balances are never very large, often wonder where the profits to the banks come in from such accounts. They note the uniform courtesy and consideration always accorded them by the bank's officers and employes, whether it be when they appear at the counter in person or through their correspondence by mail, and they are very sure that the carrying of their small accounts is acceptable to the bank somewhere or somehow; so a natural question is, why do the banks want such accounts?

To such persons an address by Mr. Frank Noble delivered not long ago before the Buffalo Chapter of the American Institute of Bank Clerks will prove interesting. He entitled his remarks, "The Profit and Loss of Bank Accounts," and these suggestions were made as to the best methods of ascertaining whether an individual account is really profitable:

"A shrewd banker begins to inquire into the details of his business and demands answers to these questions: First, are there individual accounts on the books that are being carried at a loss; and, second, are the arrangements with correspondents such that collections are made at a minimum of cost?

"Taking the first of these questions this problem immediately presents itself: What method shall be used in determining the value of an open account?

"I take it that most of you know of the plan to find the average cost of accounts by dividing the annual expense by the number of accounts and multiplying this by the per cent. of expense to net deposits, which will give the balance which the account must maintain to be on a paying basis. As it was manifestly unjust to treat large and small accounts alike, one cashier has ingeniously figured the cost according to the number of items handled and also according to the size of the balance. The average of the three computations would be the cost of the account.

"This is indeed a very clever method, and there is much in it to commend it to our earnest consideration, not the least of which is the ease with which the result is reached; but that it is as valuable to us as it is in New York city, I very much doubt, because the conditions are quite different. There you will find that commercial banks pay interest only in very exceptional cases, and that the exchange charges are much more uniform, so that such a method would be reasonably accurate. Here, although most accounts do not receive interest, nevertheless some fortunate ones get 2, 2½ or 3 per cent., whichever they can squeeze out; then some pay exchange on almost all their out-of-town checks, some pay only the cost, and still others do not pay any exchange. Besides this, one is apt to run across other special concessions which make it imperative that each account be treated separately; this can best be done by a careful analysis, going

about the work in a thorough manner and bringing to bear everything that will affect the profit or loss upon the account."

New Basis For Profit Sharing.

The Engineer and Iron Traders' Advertiser of Glasgow, Scotland, thus describes the system of profit sharing practiced at the works of A. S. Baker & Co., of Evansville, Wis. In a recent enlargement of the company's business the capital stock was increased to \$300,000, \$200,000 of which was preferred and fully paid, the rest being set aside for profit sharing between capital and labor in proportion to the earnings of each, allowing the earning power of capital to be 5 per cent., and that of labor the actual wages of the workman. In other words, each man's capital is reckoned at as much as would produce his wages at a rate of 5 per cent. If, then, the profit for the year is found to be 10 per cent., the holder of \$10,000 of preferred stock would receive \$1,000, and the man whose salary for the year was \$500, and whose capital of skill, industry, and strength are, therefore, rated at \$10,000, would also receive \$1,000. As a matter of fact, the profit for the last year was such that each man who earned \$600 received in profits \$496.20. This is a remarkable departure from the usual methods adopted in a profit-sharing plan, and puts the laborer on an entirely new basis, inasmuch as it treats his accumulated stock of experience and skill, which increases his earning capacity, as a real capital. It gives a much larger share of the profits to the workman than has been the case under any former plan, with corresponding easing of his circumstances and strengthening of his allegiance to his employers. The result in the community has been better education among the majority of the people, a great increase in the number of cottage homes, and the introduction of a much higher standard of living throughout the town. It would seem as though by some plan of profit-sharing which shall bring home to the workman his direct interest in the success of the business and the loss which results from disturbance of normal conditions must come the solution of the problem which is now one of the most disturbing elements in the manufacturing field. It is right that those who furnish the sinews of business should have suitable recompense for so doing, and that he who directs and takes responsibility should be well rewarded; but it is, nevertheless, only fair that he who employs the skill of his hand to further the interests of a business should share in a time of prosperity in the fruits of his labor. It is important that the workman have forcibly impressed upon him the fact that all men are not of equal skill or ability, and although it is proper that a minimum rate be established, it is not fair that a maximum of performance be imposed, except as it is set by nature, so long as the specially skilled workman is paid for his additional work.

Faith is the cocktail of success.



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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
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DETROIT, MICH. U.S.A.

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

McCollum Manufacturing Co.
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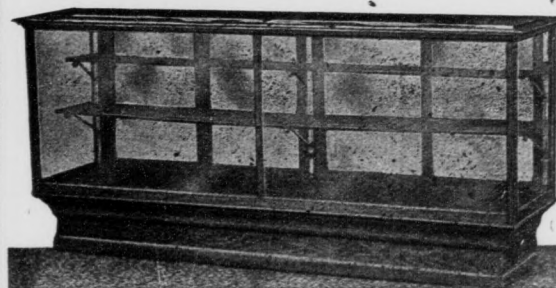


If you will give us a little information about the nature of the work you want the system to cover, we will draw up for you, without charge, a special business system, consisting of cards, guides, plans for filing, ready references, etc. It will be especially adapted to YOUR business and will contain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

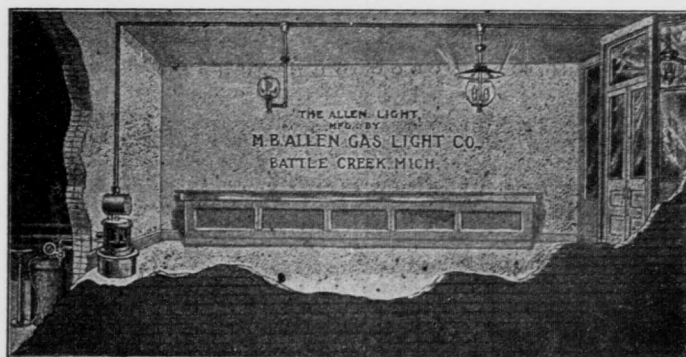


SUNDRIES CASE.

Also made with Metal Legs, or with Tennessee Marble Base. Cigar Cases to match.

Shipped knocked down. Takes first class freight rate.

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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.

FAMILY PEACE.

The Psychic Factors of Marriage and Divorce.

Ruskin University, situated in the State of Illinois, has undertaken to reduce the business of the divorce courts by promoting the study of psychology. Some who have groped a little into the mysteries of that dark science may possibly doubt whether the remedy will not produce more misery than the disease, but those who have got really wise in the cult profess to find in it the cure for most ills. And as for the rest of us, we are much like the good Irish Bishop who was examining a class in the catechism. "What," said he to a red-headed boy, "is matrimony?" "It is a state of torment wherein souls remain for a space to be punished for their sins and prepared for a higher and better world." "Go to the fut, ye spalpeen," broke in the irate attendant priest, who had prepared the class, "that is the answer for purgatory." "Lave him alone," said the Bishop, "lave him alone; for all that you or I know to the contrary, the answer may be perfectly right." And in the present state of our knowledge of psychology very few of us would feel free to maintain that psychology is not a specific for matrimony or measles.

The woman faculty of Ruskin University, at any rate, have no doubt whatever in the premises, and whether by virtue of their psychological lore or the exercise of womanly intuition, they fix the universal cause of family dissension on the woman in the case. "Women," say these professors, "should learn to know their husbands." Incidentally, we may observe that most husbands will feel mightily relieved to learn that their wives do not know them already. They were afraid they did. "It is my theory," says Superintendent Morgan, of this university, "that most divorces are caused by the failure of women to understand their husbands. By teaching women psychology we will change all this and do away with the 500,000 divorces granted every year." Doubtless all good citizens sincerely wish for the abatement of the evil of divorce, but many will doubt whether that end will be attained by getting wives to know any more about their husbands than they know now. It may be a mere fancy, but it has been a very common opinion that the strongest cement of the family relation is the abiding faith which most good women have that their husbands—not other women's husbands—are as good as themselves. There may be occasions in life when fiction is more useful than fact.

Why it is that the faculty of Ruskin University do not deem it necessary for husbands to study their wives is not explained. Possibly because it would be useless, woman being unknowable to the masculine intellect. Possibly, since it seems to be assumed that all family troubles are the fault of the woman, it is not considered necessary to do anything whatever with the men. Possibly—sly creatures—in the interest of the sex they do not care to have the women

found out. Doubtless, however, whatever the reason, the conclusion will be readily accepted by the men as excusing them from the study of psychology, which is said to be very hard, indeed, to understand. The outcome of this new propaganda will be watched for with great interest, especially by the judges, who are very weary of the interminable family wrangles, and the divorce lawyers who get their living by stirring them up.

Plows For Service.

The plow is probably the oldest of all agricultural implements, but it is not the same in all countries, as its construction depends upon the kind of soil to be broken, its texture and the crop to be grown thereon. All civilized nations manufacture plows of some pattern, and rude plows are used wherever man attempts to secure sustenance from the soil. The first important improvements of plows were made in the United States, and it is safe to claim that America holds the leading position in her various styles of plows, adapting them for all purposes, and for use in all countries. The wood beam plow is used to-day, as it has been for years in the past, but greatly improved, while steel has also largely entered into the modern plow. There seems a disposition to get rid of weight in the plow, in order to gain in power. Improvement has been also made in riding plows of all kinds, disk plows, gang plows and even the cultivator tooth is now in the form of a small shovel plow in some instances. The American plow is used in every country of the world, which is evidence of its excellence, and if there is a plow not yet made for service in any country requiring something better than is now employed, then the pattern need only be sent to any American manufacturer, who will at once endeavor to supply the demand.

Champion Circulation Liar.

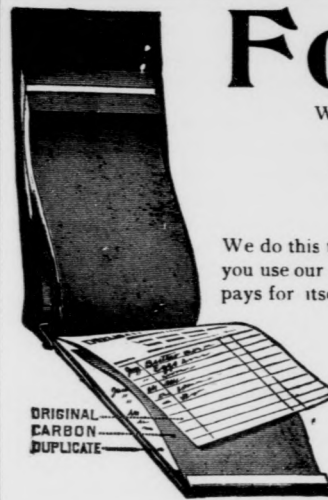
The champion circulation liar has been discovered. His lair is in Japan, where he is acting as editor-in-chief of the Thundering Dawn, a Buddhist organ just started in Tokio. Here is his "greeting to the public:"

"This paper has come from eternity. It starts its circulation with millions and millions of numbers. The rays of the sun, the beams of the stars, the leaves of the trees, the blades of grass, the grains of sand, the hearts of tigers, elephants, lions, ants, men and women are its subscribers. This journal will henceforth flow in the universe as the rivers flow and the oceans surge."

Any liar who can beat that can get a small job with a big salary.

One man sharpened the ends of his ladder crossways—the way the rungs run—and his ladder never slips on any hillside, for the weight drives the sharp ends into the ground and the ladder is safe.

Get away from the foot of the ladder! Every round is crowded to breaking; but the top rounds are as empty as an old bird's nest.



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made of metal and takes up counter room of only 10½ inches front and 10 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case with Meyer's Red Seal Brand of Saratoga Chips will increase their sales many times. Securely packed, ready to ship anywhere.

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

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

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

J. W. MEYER,
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The Test That Tells

the superiority of Diamond Crystal Salt, is the test given the dairy products at the various butter and cheese-makers' conventions. No better illustrations of the exceedingly high quality of "the Salt that's ALL Salt" could be offered than the records of these tests. At the last National Creamery Buttermakers' Convention, Milwaukee, in October; at the last Michigan Dairymen's Convention; at the recent Minnesota Buttermakers' Convention and the Minnesota Dairymen's Convention; at the Illinois Dairymen's Convention, and at the Wisconsin Cheesemakers' Convention, butter or cheese, salted with Diamond Crystal Salt, was awarded the highest prizes. There's a good reason for this; and the same good reason that wins prizes for the butter maker, will win trade for the grocer who sells Diamond Crystal Salt—it's the merit of the salt. For more reasons why you should sell "the Salt that's ALL Salt," write to

DIAMOND CRYSTAL SALT COMPANY,
 St. Clair, Mich.

Tips For the Detecting of Counterfeit Money.

The average photographic counterfeits can be readily detected by persons familiar with money by their bad color as against the perfect printing of a good bill. Some counterfeiters "touch up" by hand the red seal of the Treasury upon all bills with colors and brush, and where this work, together with photographic execution and good paper, is well done, the counterfeit is more apt to pass current until it strikes the quick eye of a money expert.

There have been counterfeited of the issues of national bank notes five \$2; fifty-eight \$5, of which seven are on Chicago banks; forty-three \$10, of which ten are on New York national banks; sixteen \$20, nine \$50, of which seven are on New York national banks, and nine \$100 bills. Of the United States Treasury notes and certificates there have been counterfeited four \$1, thirteen \$2, seventeen \$5, twenty-three \$10, thirteen \$20, eight \$50, three \$100, one \$500 and one \$1,000 bills. Of the silver certificates there have been issued and recorded seven of the \$1 denomination, fourteen of the \$2, twenty-six of the \$5, twenty-one of the \$10, ten of the \$20 and one of the \$100. The gold certificates have not been as extensively counterfeited as the silver certificates, and they are much more difficult to imitate. There are outstanding three counterfeit issues of the \$20, two of the \$50 and one of the \$100 certificates.

The \$100 silver certificate is one of the most dangerous counterfeits yet put out. There are several dangerous counterfeits of the certificates in the \$20, \$10 and \$5 denominations, while of the \$2 denomination there are four different dangerous issues, and of one of these the gang sending out this issue has floated five separate issues. In the original issue of this last counterfeit the word "Two" was incorrectly spelled backward, thus: "owT." The counterfeiters did not discover this error until they floated the note; then they promptly sent out a second issue with the word spelled correctly. This \$2 silver certificate counterfeit is an exceedingly dangerous article, and the fact that five separate issues have been "shoved" testifies to the skill of the counterfeiters. All of the seven known issues of \$1 certificates are poor and are readily detected, or ought to be.

Of the United States Treasury notes there are several very dangerous counterfeits of \$20 and \$10 denominations in circulation. One or two of these have had as many as three successive issues "shoved" on the public, but all of the counterfeits of the \$1 denomination of Treasury notes are poor, and of the \$2 there are none that ought to deceive the expert handler of money, and most of these issues of \$2 counterfeits are poor to only fair. Of the many issues of \$5 notes only one or two are calculated to deceive a cashier who looks at his bills.

A Penny That Returned.

Take an ordinary copper cent piece, stamp it with a private mark,

put it into circulation, and what are the chances that you will ever see it again? There is one man who says he tried the trick and succeeded in it. He is a business man in Philadelphia who refuses to allow his name to be used in print about the story, but he tells the tale to many of his friends and he vouches for its truth.

In 1894, he says, he found a one-cent piece, dated 1893, in the restaurant of the Lafayette Hotel. He pocketed it for luck, and as a memento of a jolly little dinner scratched his initials on it just above the feathered head, while on the cheek he added those of the hotel. Until 1896 he treasured the coin, then drew it out of his pocket with a handful of other change and before he realized it the cent piece had gone the mysterious way of all money.

A year ago he chanced, being of a curious turn of mind, to fall into conversation one evening with a professional beggar at Broad and Chestnut streets. He upbraided the man for getting so much money for nothing. "Oh," said the beggar, "I don't get so much. That's all I've got in the last hour." And he held up a cent piece.

At that moment the electric light fell upon the coin and the business man, to his amazement, caught sight of the letters "H. L." on the cheek of the face. He took the coin and examined it more closely. Sure enough, there were his own initials just above the feathers where he had placed them a half-dozen years before.

At once his prejudice against begging vanished.

"I'll give you a dollar for that coin!" he cried.

The beggar grew wary at this eagerness and demanded five. Needless to say he got it and also, of course, the cent piece has never since left the business man's watch chain, which it now adorns.

What To Do With a New Idea.

If an original idea comes to you, do not measure it by your estimate of the efforts of your competitors, to test its worth. Do not be afraid of it because it is unlike all the other ideas being carried out in your line of business. Its very newness is a big argument in its favor because new things attract attention. If it has real merit, launch it. You will soon be convinced of its effectiveness, probably, by its being copied by all the others.

Business Advertisements.

You may be ambitious to be a literary man, but where your business is concerned you must be a business man.

Your sole and only aim should be to make your advertisements business-bringers, not literary gems.

Say what you have to say in as few, short words as you can make your meaning clear in.

And when you have said them, shut up.

The man who never changes his ways of doing business is likely to see the day when he can not afford to even change his clothes.

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.

In Everybody's Mouth

Honeysuckle

Chocolate Chips

Packed In Pails and Boxes

Putnam Factory

National Candy Company

Grand Rapids, Mich.

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.

Wall Papers

Newest Designs

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Newest Patterns

High Grade Paints and Oils

C. L. Harvey & Co.

Exclusively Retail

59 Monroe St., Grand Rapids, Mich.

THE DEVIL WAGON.

Only One Great Good It Can Possibly Work.

Written for the Tradesman.

There has lately been pulled off in Ireland an automobile road race that was a great success—a man drove a machine 370 $\frac{3}{4}$ miles in 6 hours, 36 minutes and 9 seconds and only two persons were seriously injured. The event was under the auspices of the Automobile Club of Great Britain and again was England's liberal policy toward the Emerald Isle demonstrated to the satisfaction of all—Englishmen. When next the spirit of Ireland arises—and the Irish spirit it has the ordinary brand of self-rising buckwheat flour beaten a mile in that regard—as I say, when next the spirit of Ireland arises and demands recognition and consideration, England will draw itself up proudly and say:

"Be still, child—didn't we give you the auto road race?"

Then the Irish patriot will blush for shame at his own thoughtlessness. He will remember the grateful Irish farmers who locked their pigs and their children indoors for a week while the devil wagons were ripping up the highway. He will think of the chickens that tried to cross the road and were fricassed en route. He will think of the little children to whom a bogie man in future will be a creature with green glass eyes and rubber wheels instead of legs. He will remember the Week of Prayer that is being observed in Ireland by all the good people who have business outside of their own dooryards. And, at the last, there will come to him the spectacle of a man named Jarrott, the English patriot whose indigo blood dyed the Irish soil in Ireland's cause in order that Ireland might have an auto race, even although she was denied the paltry boon of liberty.

The headquarters of the race was Bally Shannon, which sounds appropriate; for Bally Shannon sounds somewhat like Donnybrook and an auto race possesses some of the characteristics of Donnybrook's famous agricultural exposition. At Donnybrook the cry was "If you see a head, hit it;" at Bally Shannon it was the same, except that it was a fence that time.

The course selected for the race by the Automobile Club of Great Britain, the chief conspirator, was over a tortuous route. The start was near Old Kilcullen. It is presumed that they did—that is if Cullen was in the way. In outline the course resembled a skeleton map of Africa, but it was separated into two loops, making it resemble more the figure 8. The comparatively easy task cut out for the competitors was to loop the loop in an automobile. It had already been done on bicycles and on roller skates and found to be such a harmless and exhilarating amusement that the patients at the hospitals will soon be doing it in wheel chairs.

The distance around the smaller loop was 45 miles and around the larger 102 $\frac{1}{2}$ miles. This was such a short distance that the autoists were

compelled by the rules to loop the little loop three times and then loop both loops three times. Starting at Old Kilcullen, the small loop was made by way of Carlow and Athy back to the starting place. Then the big loop was made by way of Monasterevan, Stradbally, Athy and Bally Shannon. I have mentioned all of these names because the reader will recognize them immediately.

Jarrott, of England, finished first. He came to a corner in the road but the steering gear was out of order and the machine kept on up the bank on the other side. This run on the bank made Jarrott a physical bankrupt for the time being. He did not succeed in breaking any records, although he did manage to fracture his collarbone and to smash his automobile in two. Otherwise the machine was uninjured. Mr. Jarrott's chauffeur was also hurt. A mere scratch, however, simply another busted collarbone and a broken leg. None of the other members of the International Suicide Club succeeded in assimilating half the choice collection of detached ligaments and exploded clavicles acquired by Mr. Jarrott.

A man named Jenatzey won the race. It is a good thing it was Jenatzey, because his name is so easily remembered. Had his name been Smith, for instance, fame might have confounded him with the Congressman from the Fifth. That would have been a confounded mistake. "Jenatzey" will also offer no opportunities for Kiser and Taylor and the rest of the newspaper poets with a daily capacity of 148 distiches; which is well, for they have enough to answer for already. Jenatzey is a German and one can readily imagine a resident of Bally Shannon pronouncing the name. He might be able to do it—by taking a pinch of snuff first.

Jenatzey was not the first man in. A Frenchman, by name DeKnyff, finished a minute ahead, but Jenatzey won on time allowance. Time allowance is a handy thing in an auto race or a yacht race. See Lipton. The third man under the wire was Ga-

briel. It had been supposed that Gabriel would gamer the whole bunch, but his horn refused to work. The race finished at 7:30 p. m. The Americans have not all arrived at the wire yet and there is joy in Kaiserland.

The event is not over yet by any means. There is still to be a hill-climbing test on the Kilorglin-Tracee road and the motors will also trip the trail among the lakes of Killarney. In fact, the autoists are out to kill everything from Kilorglin to Killarney and back to Kilcullen.

The merchants of Michigan will take considerable interest in this contest because it is so far away. If the course was around a triangle of which Grand Rapids and Central Lake and Saginaw were the points the merchants in those cities would

Gas or Gasoline Mantles at 50c on the Dollar

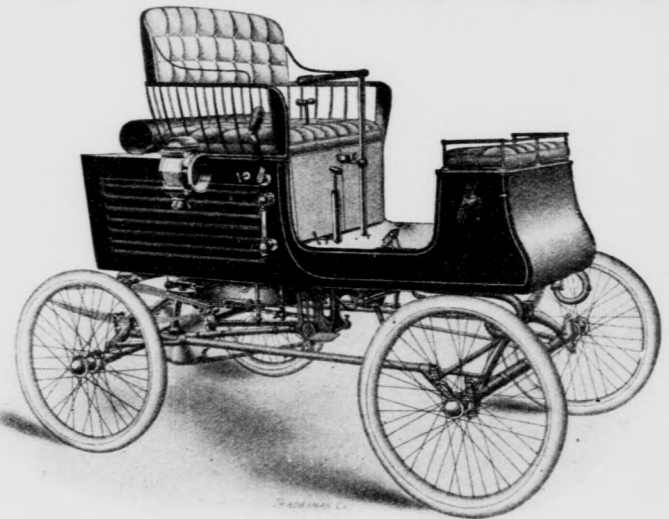
GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
of GAS AND GASOLINE SUNDRIES
Grand Rapids, Mich.

Things We Sell

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

Weatherly & Pulte
Grand Rapids, Mich.

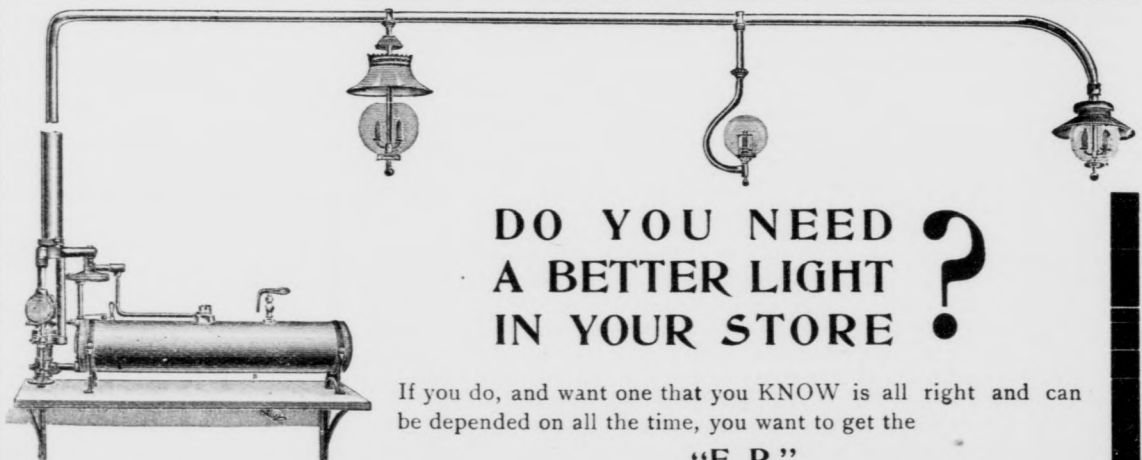
AUTOMOBILES



PRICE, \$500.00.

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., LTD.,
GRAND RAPIDS, MICH.



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.

not only take an interest but also a shotgun. The increase in the popularity of auto racing makes such a thing not an impossibility if the supply of humid fools holds out. It is to warn the merchants of Michigan, Indiana, Ohio and other states where the Tradesman and the coin of the realm circulate that this article is written. The village grocer is run down enough in the sewing circles and the farmers' clubs without being run down in the street.

Understand—I have no objection to the automobile of the private citizen, the man who is not out to break records or collarbones or fences. It is the devil wagon that is trying to reduce the census that I wish to warn the merchant against and notify the coroner about. Concerning the tame, domesticated automobile I have no objections; I could almost be induced to accept one as a gift if my admiring friends should leave one all hitched up in my shed.

For the racing car I have the greatest contempt and the utmost respect. I will condemn it at every opportunity and climb up on a fence whenever I see it coming. I will decry it in the synagogues and if possible avoid it in the road. When jogging leisurely along a country piece at seventy-five miles an hour it is a comparatively harmless vehicle; but when its steering gear won't work, its brakes won't operate and its gasoline ignites, it is time for those whose lives are of value to the commonwealth to take to the woods. Knowing my value to the State, I am hanging to the edge of the timber most of the time.

I see only one great good that the devil wagon can work. I am a Republican; and at the next general election I propose to pull off auto races in all the solid Democratic districts. I think this would be quicker than the gerrymander and more lasting in its effect. Douglas Malloch.

Big Profits in Growing Potatoes in Maine.

Bangor, Me., July 6—In Aroostock county, the "garden of Maine," the drought has not been felt so severely as in other sections, for rain has occasionally fallen there when the rest of the State was dry, and the soil, rich and deep, retains moisture longer than the less fertile fields of other sections. The great crops of Aroostock farms are potatoes, hay, and oats, potatoes being far in the lead. This year, notwithstanding the drought, the crop promises well, for planting was early, and the acreage is much greater than in former years. The crop ranges from 3,000,000 to 4,000,000 bushels, and in 1902 there were shipped out of the country, chiefly to Boston, New York and Southern markets, about 2,700,000 bushels. The Southern shipments, going as far as Galveston, are made in the spring for seed purposes. The average price received for the potatoes shipped out of the county in 1902 was about \$1.45 a barrel.

The cost of raising potatoes in Aroostock county is about \$50 an acre. The average crop is seventy-five barrels of marketable potatoes

to the acre, while there is also a large yield of small potatoes, for which the starch manufacturers pay 40 to 50 cents a barrel. Commercial fertilizers are universally used, each year in increasing quantities, for, although the soil is very productive, the farmers value the lime in the fertilizers as a preventive of rot. But for the duty of about 30 cents a bushel Maine starch factories and the American markets would be glutted with potatoes from New Brunswick, Nova Scotia, and Prince Edward Island. As it is, a great many potatoes are smuggled across the line from New Brunswick into Aroostock county, in spite of the vigilance of the customs officers.

The Aroostock potato farmer does business on a large scale. He plants fields of from forty to 100 acres, uses mechanical planters, cultivators, and harvesters, sells his crop often long in advance by contract, and conducts the industry generally on a systematic plan. Many a man, including the hardy and industrious Swede imported by William Widgery Thomas, United States Minister to Sweden, has risen from poverty to comparative affluence through the cultivation of potatoes in Aroostock, the fertile Northern tip of Maine. Where thirty years ago and less were straggling villages and isolated log huts, lost in the primeval wilderness, are now smart towns, bright and bustling with prosperous trade and happy in the enjoyment of the conveniences and luxuries of civilization, and comfortable, even handsome, farm houses, furnished as well as many city homes.

The sons and daughters go to school and to college; the women and girls dress well; the farmer, who once urged slow-footed oxen over corduroy roads, now drives fine horses on good, smooth highways; the banks are full of money earned at home; theaters are in every town; a railroad has been built from Bangor, extending more than 200 miles, to the St. John's banks, and this year the trolley car is to hum in several of the towns. All this chiefly from the potato! Were Aroostock to choose the State's flower, probably the potato blossom would be the emblem of Maine.

It Was All Right.

"And now, dear," said the delighted youth, "when may I speak to your father?"

"You don't have to, George," replied the sweet young thing, who had just accepted him. "He told me to-day that if you didn't speak to me to-night he'd speak to you to-morrow."

As She Should.

"So youthful in appearance, too! She doesn't look a day over 35. It must embarrass her somewhat when that strapping boy calls her grandma in the presence of strangers."

"Not on your life! She takes pride in being the youngest looking grandmother anybody ever saw."

If some people could see their faults as clearly as they see those of others, they would go into a far country and hide themselves.



Saving Pennies

This is one of the first things a careful parent teaches a child

Why not give your clerks a post graduate course in this same lesson?

Keep it Ever Before Them

They can make your business blossom like a rose.

A Dayton Moneyweight Scale

does this more effectually than anything else.

Ask Dept. "K" for 1903 Catalogue.

The Computing Scale Company Makers

Dayton, Ohio

The Moneyweight Scale Company Distributors

Chicago, Ill.



THE LAW OF COMPETITION. It Can Not Be Evaded, Repealed or Overruled.

The present unfriendly relations between capital and labor are intensely disagreeable to everybody, but they are an incident of human progress and no human power could avert the contest. All progress is the result of conflict. There can be no equilibrium established between opposing interests until after a try-out of strength. Labor has for centuries had grave cause of complaint, due to the exactions of unscrupulous employers. To meet this class of employers, which has always been in the minority, organization has been called into play. With the strength of organization, it is inevitable that labor should increase its demands until they exceed what is possible to grant; nor is it surprising that they should be presented by unscrupulous men who misuse their authority as walking delegates to negotiate bribes and levy blackmail.

Only by experience can men learn what is possible and what is not. Every gain is the foundation for new demands until the limit is reached and passed. Then there is a temporary reaction, with a permanent adjustment in the end. That is the normal course of all contests between opposing interests. That, doubtless, will be the course of the present contest between capital and labor which is in progress throughout the United States.

Frank discussion of the successive phases of the contest as it goes on would be exceedingly useful, but those whose comment would be most valuable dislike to engage in it. They can not say what seems to them true without inviting abuse. And as to this it is folly to deny that the labor leaders are by far the worse offenders. Capitalists are no better than workmen, but they are more civil to those who disagree with them. They are abler men and better understand the folly of abusing an opponent. The fact is that capital and labor are subject to the same natural forces. Labor unions are no better than other industrial trusts—in some respects very much worse. They are organized for the same purpose, managed by substantially the same methods, and are subject to the same limitations. Both desire monopoly and neither can get it. Both attempt to suppress competition by boycotts and both excite intense hostility thereby. The public never liked boycotts. It is rapidly coming to hate them. It would not tolerate them for a moment were it not that it has come to understand that they serve merely to advertise the boycotted concern.

It has always been the hearty wish of mankind that every human being should have a chance to do his best and reap whatever profit may come from superior accomplishment. That instinct is as strong now as ever it was. Its operation may be temporarily hindered by labor unions and trusts, but in the end it will prevail. Competition can not be permanently suppressed until human nature is

changed, and there are no signs of change in human nature.

There should be no ill feeling over the demand of workmen for higher wages or over the demand of other classes for higher prices. All have the right to ask what they please for what they have to sell and to combine to get it. If they ask too much the public will stop buying. In the end the sellers must meet the market. It has been demonstrated that manufacturing trusts can not oppress by high prices. It will be demonstrated that it is just as impossible for laboring men. It is nonsense for capital or labor to insist that their commodity is "worth" any specific sum or that its sale "ought" to assure the seller a certain standard of comfort. Labor and all other commodities are "worth" just what the public will pay for them. If diamonds should go out of fashion they would hardly sell for a dollar a quart. If mankind should take a sudden dislike to tobacco the streets would be crowded with starving cigar makers. And the world would not suffer by the loss of both commodities. We buy very few things that are necessary. Nearly all our expenditure is wasteful. It can not be demonstrated that what we call a "high civilization" is any more desirable than life of a much "lower" standard except that it provides jobs for more people. When too much is asked for what we see we do not buy, and in most cases are quite as well off. This check will always prevent both labor and capital from charging too much for their products. The market—not the producer—sets the price.

The quarrel of the public with both capital and labor is with their attempts to prevent free play of human activity. The public does not object to any man or combination of men agreeing upon what they will or will not do and sticking to it. It does object to dictation as to what it shall buy or whom it shall buy it from or as to what it shall sell or to whom it shall sell it. When the sugar trust or the oil trust boycotts those who buy from their competitors we are filled with indignation. We are inspired with the same feeling when a labor trust does the same thing. The substance of the contention of the labor leaders is that the public shall sustain them in doing what is forbidden to all other classes. There is no hope of sustaining that contention. Circumstances will sometimes give temporary success. It can not last. Mankind in the end will have freedom. Labor unions could win by bringing into their ranks the best workmen, using customers with more civility than their competitors, and by doing more work or better work for the same money. There is no probability that labor unions will ever win by such methods, because they do not attract the best workmen, do not treat their customers well and do not undertake to do more work or better work than non-union men. No good workman ever joins a union except under compulsion, because there is no incentive for a competent man to unite his fortunes with shirks and

incompetents, which comprise the major portion of the labor unions. The whole tendency of unionism is to see how little work can be done for the greatest amount of money on the theory that what one man does not do another man will have to do.

Trade unionism having been tried and found wanting, because it tends to make its adherents drunkards and slovens and rioters and anarchists, the question naturally arises, What weapon can the workingman utilize to better his condition? This question is answered by the savings bank, the building and loan association and the opportunity many institutions offer the employes to become interested in the business on a co-operative basis. The moment a man begins to use his head as well as his hands he places himself in an independent position, from which no trades union can dispossess him. The moment he allies himself with his employer and cuts loose from agitation and fault finders and trouble makers, he becomes himself an employer as well as an employe, increasing his usefulness in both capacities—to himself, his family and the business with which he is identified. Trades unionism has served a useful purpose by showing the workingman that it is not adapted to make him a better workman or more useful citizen—that its tendency is to lead him into excesses of drink, and unjust demands, and rioting and anarchy—and having been weighed in the balance and found wanting, it is now in order for the employer and employe to meet on common ground and discuss the situation calmly and dispassionately, with a view to arriving at an understanding which will be mutually satisfactory. This happy result can never be accomplished until the saloon, the politician and the walking delegate—which constitute the corner stones of the labor union—are eliminated from the situation.

Frank Stowell.

The "Shop" in England.

Exactly what is a "shop," as distinguished from a store, a warehouse, an "emporium," and so on? People's notions differ widely in this matter, according to their environment and experience.

It will be interesting, no doubt, to get at the British notion of it, approximately. A little light comes from Lord Anebury, who has introduced in Parliament his famous "shops bill" providing by compulsion early closing. This measure defines shops, as any building, booth, stall or place where "goods are exposed or offered for sale by retail, including barber shops but not including a booth or stall in a fair; and it excepts shops that are solely used for the sale of intoxicating liquors, for the sale of refreshments for consumption on the premises, tobacconists and news agencies.

Obviously the British idea is that no wholesale or jobbing business can maintain a shop.

The art of leadership consists in letting the other fellow think he is having his own way.

Look Out For the Swindler.

Patrick Kelly, Chief of Police, Columbus, Ohio, sends the Tradesman the following warning letter:

\$50 REWARD.

For information leading to the arrest of Frank Williams (name probably assumed). Age about 40 to 43, weight about 230, height about 5 feet 10, smooth face, swarthy, dark complexion, black hair and eyes, habit of squinting when talking, talks slowly and rather brokenly, had gold tooth in upper front jaw. Polish or Russian Jew, heavy set. Dresses in black clay worsted sack suit, black soft hat, low crown, wide brim. Wore old-fashioned watch chain of four or five strands passing through flat gold slide.

His method is to take to a town or city a stock of stolen merchandise, then buy empty cartons and repack the goods in them, then open a store, make misrepresentations as to his financial worth, buy for cash awhile, then buy large bills on short time, take the goods from original packages, pack in bulk in trunks and telescopes, check them to some city, leaving his store with the appearance of being full of merchandise, and then go away on a pretended errand to buy goods. When store is broken into by the authorities, the boxes are all empty, and the piles of clothing nothing but empty cases covered with calico. The work is being done by experts who have likely done it before. This stock was shipped away as baggage at different times from Sabina, Ohio; and he took with him a new harness, as though he was going to peddle the goods by wagon. Stock consisted of men's suits and pants, children's suits, men's watches and chains, jewelry, men's furnishing goods and hosiery and a large stock of shoes. Clothing was not marked except by tags and lot numbers (of which we have a list). Some of the overalls and working shirts had a yellow paper ticket on, "Man'd and warranted by The Capitol, Columbus, Ohio." Some of the men's socks were marked "Waldo." Razor strops were marked "No. 37 Bunker Hill Strop Co." The razor cases were marked "Wm. Elliott & Co., made in Germany;" the white handle of razor had picture of mounted cowboy, steer and dog. Some women's shoes were stamped on sole "Priscilla," "The Crown Shoe," "Radcliff," and one lot had low Ferguson rubber heels on them. Some of the men's shoes had woven or printed pull straps on back of shoes marked "The Henry C. Werner Co., Columbus, Ohio," and stamped on sole, "Ideal cork cushion innersole," "Tiger Calf," "Vici Kid," "Victor," "Water tight," "Kant rip shoe," "H. C. W. Co.'s," "Kraak-A-Jak 2.50 shoe," etc.

He will likely sell some of above to second-hand stores or job lot buyers in some city. I have a warrant for him, and am authorized to offer \$50 for information which will lead to his arrest. Wire or write me, should you get any trace.

Rules for long life are like guideboards to a deserted city.

Good Pluck Is Good Luck.

Persistency and pluck are the two weapons which win the battle of life.

Many a man has lost his grip in the world simply because he has lost his pluck.

It is that which amasses wealth, crowns man with success and brings honor to well-directed labors and efforts.

Duty and persistency in its discharge is to be the battle cry of life, and, although it matters not what the state may be, or what the opportunity, he will make his mark in the world.

Well matured and well disciplined talent is sure of a market, provided it exerts itself, but it must not cower at home and expect to be sought, for a barking dog is far more useful than a sleeping lion.

The world is always tortured with difficulties, waiting to be solved. If there is a man (or exists one) capable of solving these difficulties, he will most surely be welcomed universally; he has only to put his pen on paper, and the thing is done.

One-half of the people believe in luck right down in their hearts.

Luck is more valuable than ability or energy. Napoleon had confidence in his star; Cromwell died on his birthday; yet he always held it a lucky omen.

Men are too willing to change their shortcomings upon their want of luck. Never be a mere imitator in whatever you do. Fight with your own well prepared weapons or not at all.

To your own self be true. Get out of the old ruts, and make a path for yourself, with your eyes steadily fixed on the object to be attained. Have your own way to do a thing and do it your way if you can accomplish the best results by so doing.

Opportunities may come to a thousand men, but the ability or energy may be wanting until the one man seizes them and compels them to serve his purpose.

Longfellow's words are worthy to be adopted by the young man who is anxious for success. He said: "Learn to labor and to wait."

You know the crop follows not the day after the seed is sown; it must take time to germinate and bring forth after its kind. Plod onward with your aim steadily in view; patient perseverance is the price which the ambitious youth must pay for his success.

To know and learn is the great secret of success. It is not "genius," but perseverance that wins in the long run. Yet the world has gone wild in its pursuit of genius. New ideas are not fruitful instantly. They must have time to root themselves before they appear on the surface.

In science, in literature, in discovery, in window dressing, in card writing, decorating and almost every department of active life the boys who have persevered in the face of difficulties are the ones who have gained fame and won the prizes.

The best talker is he whose thoughts agree with our own.

Hardware Price Current

Table listing hardware items such as Ammunition, Cartridges, Primers, Gun Wads, Loaded Shells, Paper Shells, Gunpowder, Shot, Augurs and Bits, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, Iron, Knobs, Lanterns, and various tools like Stanley Rule and Level Co.'s, Mattocks, Adze Eye, etc.

Table listing various levels, metals, miscellaneous items, molasses gates, pans, patent finished iron, planes, nails, roofing plates, sheet iron, solder, squares, tin, wire goods, and wire goods like Bright Market, Annealed Market, Coppered Market, etc.

Table listing crockery and glassware items including Stoneware (Butters, Churns, Milkpans, Stewpans, Jugs), Sealing Wax, Lamp Burners (No. 0 Sun, No. 1 Sun, No. 2 Sun), Mason Fruit Jars, LAMP CHIMNEYS—Seconds, Anchor Carton Chimneys, First Quality, XXX Flint, Pearl Top, La Bastie, Rochester, Electric, OIL CANS, LANTERNS, LANTERN GLOBES, BEST WHITE COTTON WICKS, COUPON BOOKS, and Credit Checks.

INDIVIDUALITY.

The Value of the Personal Element in Business.

Written for the Tradesman.

This is an era of individuality. Every walk of life has its great figures who stand out above the rest by the strength of their own personality. Movements are identified by men, rather than men by the movements which they father. It is an era of greater personal power than any other perhaps since the days when there existed monarchies and confederations whose heads were permitted absolute authority.

The industrial world has hardly produced a worthy predecessor to Morgan, who impresses not so much by his wealth as by his tremendous power of organization and his ability to utilize the human forces about him.

In the commercial world we have Wanamaker and others whose names and characters and very selves are stamped indelibly upon the interests which they possess or represent.

In the magazine world Munsey, by his remarkable abilities, has won a personal reputation. It may be that a score of American magazines eclipse his and yet among the common people he is the best known magazine publisher. His magazine lacks literary quality, but it does not lack the personal force behind it which makes it a success.

In almost the same category is Hearst, whose newspapers have done nothing to uplift the newspaper profession, but have nevertheless won a conspicuous place with the newspaper reading public. Misdirected and misguided and misused as Hearst's power is, still one can not but respect the success he has achieved without enquiring into the methods.

In other branches of life also the personality of some one man prevails. The movement for the betterment, one might say the redemption, of the colored race in this country lacked organization until this era of which I speak produced a Booker T. Washington, a worthy namesake of a great liberator. George Washington helped to free the American people from the British yoke. Just so much is Booker T. Washington doing to break the bonds of ignorance and misunderstanding which bind the colored people.

In a less serious light one might consider Lipton and the yacht race. Who thinks "yacht race" without thinking "Lipton" and who thinks "Lipton" without thinking "Lipton's tea?"

In literature, the author is coming to be more and more recognized instead of his product. The public is perhaps coming to realize what travail accompanies the birth of a great book, a great epic or a great song or even a great sentiment. The people are becoming more and more interested in the personality, the lives and the methods of work of those who write. The creative faculty is hardly more remarkable in any branch of artistic effort than in composition, prose or verse. The painter portrays that which he sees before him in its

real or idealistic form. The composer groups harmonies of tones produced by some man-made instrument or God-made voice, but the writer creates out of the maze of his thoughts mental pictures which are as vivid to the intelligent reader as those that his brother places upon the canvas.

This labor is not unaccompanied by some brain racking and soul racking, and those who do not exercise the creative faculty can with difficulty conceive the thoughts and feelings of those who do.

This interest on the part of the public is of course mis-used, as are all good things in this world. It is misused in this particular by the energetic American publisher who makes a book a success, but a success that is based very largely on clever personal advertising. It must be this or some other strange circumstance that is responsible for the deluge of bad books that are now being sold.

If the personal element has made a success of great industrial movements, of great sociological movements, of art, of literature and of publishing, it would seem that the personal element might be applied to the ordinary routine of storekeeping. The merchant who makes himself an unknown person perched behind some inaccessible desk or hidden in some impenetrable office is losing ground to the man who gets out and meets his trade. The man who has no time to meet his customers because he keeps his own books is losing the opportunity to meet the people who make his books necessary. The customers like to see the man with whom they deal at the door to meet them and behind the counter to serve them if need be.

The man who is a stranger to his trade has many excuses to offer. He has not time, for instance, or else he says he has a man, some trusted employe, who can look after this branch of the storekeeping better than he can himself. He pats himself on the back because he has his man John broken in so John knows everybody and it is not necessary for the proprietor to worry about the women's babies or the men's affairs.

This is very well, but in time John may get it into his head to go into business for himself and then you may find that the people have been trading with John and not with you; that they know John and not his employer; that they know your name well, but they know the clerk's personality better.

I would not discourage you into discouraging individuality in the clerk, but let your own individuality preside over all. I have often said that the clerk who is delegated with some responsibility is more helpful than the clerk who has none, and that he who shared your responsibility would take pride in and work for your success, but if the persisting spirit is the man who owns the store, the clerk will be inspired to greater effort and the public will not be estranged from the real proprietor.

It's
Up
To
You

Mr. Merchant, to make your cracker trade the best paying part of your business by sending us an order for

**Standard
D
Crackers**

They are conceded by all who have used them to be the best in the market. Write for full information and price list.

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

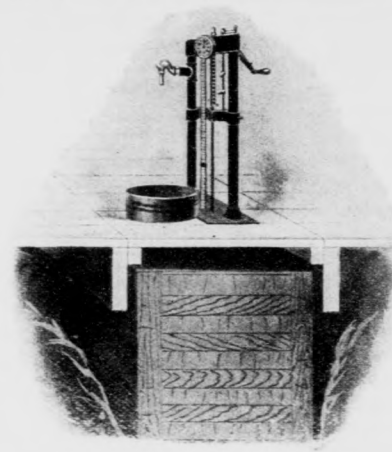
ADAMS & HART
12 West Bridge Street, Grand Rapids, Mich.

CAN RUBBERS
SCHAEFER'S HANDY BOX

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

MOORE & WYKES
Merchandise Brokers
GRAND RAPIDS, MICHIGAN
Write us for sample.

THE PRICE OF A THING



UNDER THE FLOOR OUTFIT

ALL BOWSER OIL TANKS

ARE EQUIPPED WITH
MONEY COMPUTERS
DIAL DISCHARGE REGISTERS
ANTI-DRIP NOZZLES and
DOUBLE BRASS VALVES
AND MEASURE ACCURATELY
GALLONS, HALF GALLONS AND QUARTS
AT A STROKE
Fifty different styles

Catalogue "M" free upon request

S. F. BOWSER & CO.
FORT WAYNE, INDIANA

**IS NOT ALWAYS A
CRITERION OF ITS
VALUE**

Were a merchant beginning business to include in his fixtures an old-fashioned "jigger" oil tank or some other "makeshift" simply because the price was low, his investment might really prove an extravagant one. He might go along year after year wasting oil from leaky barrels and sloppy measures, enduring DIRT, INCONVENIENCE and WASTE, all the time hugging to his breast the delusion that he is saving money thereby, when the fact is he has WASTED ENOUGH OIL in all those years to pay for several good oil tanks and he is just where he begun. The small additional cost of

BOWSER
self-measuring
OIL TANKS

is just that part of the whole price that insures subsequent ECONOMY and SATISFACTION. It is the premium you pay for a high grade tank that will return to you its cost surely and promptly beginning the moment it is placed in your store.

In advertising, the stamp of individuality is most valuable. A score of men could be named, Douglas, Mennen, Wanamaker and others, who have made a success of life through intense personal advertising. The public feels that a man will not stamp his name on an article that he can not commend and guarantee.

Personally, as one interested in advertising, I prefer "Brown's Drug Store" to the "Central Drug Store," "Jones' Dry Goods Store" to "The City Dry Goods Store," a specified title to a general title. I believe it is better for the man himself. It gives him a greater interest in his own business. It gives him a greater regard for its reputation. It gives him a greater pride in its success, for it is then a personal achievement. It gives him a greater reward because of these things, if he is deserving.

It may be said that this means a greater tax on you, but it is worth it. I often long for these men of tremendous energies whom we meet occasionally and when I see clerks who simply want to satisfy the requirements of their position without throwing any extra energy into the balance of the scale in which their weekly salary is weighed, I long for the presence of some of the few men I know whose atmosphere is inspirational. They are energetic and they imbue others with energy.

The personal element in business is one of the elements most necessary to business success. The greater the individuality the more distinctiveness in the line in which you are engaged; the more permanence in your success; the more faithfulness on the part of your trade; the more satisfaction in your own soul.

Charles Frederick.

Bulletin Board on Which Space Is Free.

A good store advertising plan for the Fourth of July or for a circus day or any other occasion when a large crowd of people is assembled, is that used by Manager Gerdelman of the Regal store, on Derby Day in St. Louis.

It consisted of a large box-shaped kite twelve feet square which was floated over the grounds at a height of about 500 feet above the crowd. The kite was constructed of red net work and the store name and price of the shoe were printed in large blue letters within the outlines of a buzz saw, which was done in red. The buzz saw, it may be explained, is an object familiar to all patrons of the Regal store from the fact they have frequently displayed one in the windows of their store to cut out cross sections of the various parts of the shoe.

As a means of advertising the kite can be made very effective. One plan followed elsewhere was to send up a bunch of handbills which could be let fall from the kite by pulling a string after the kite had floated into a good position above the crowd.

Once they are gotten into a suitable position the wind will scatter them pretty thoroughly and small boys will do the rest, in fact, a shower of handbills floating down through

the air has been known to enlist the services of some pretty big boys and girls for the purpose of distribution. It always makes a hit the first time.

Another scheme which can be used successfully in this way is to distribute coupons redeemable at the store or good for a lottery chance or a small discount on purchases.

There is one consideration that is worth remembering—sky space does not cost as much as some other kinds of space. It is your meadow, for the taking, and you can take as much as you want.

Discrimination Against Drinking Employees.

Twenty bar-keepers of Chicago have organized a total abstinence society, and each member will wear a little knot of blue ribbon in a button-hole of his white vest. This is a new move, and it seems a strange one; yet many owners of saloons demand that their bar-keepers be sober men.

The selling of intoxicating liquor is a business and, in order that the business may be a financial success, it is necessary that the men engaged in it keep their brains clear, as in any other business. So, after all, it is not so strange that the proprietors of saloons should demand that their "clerks" abstain from the use of liquor.


Gradually, all lines of business are demanding that their employes be sober, and, before many years, the man who uses liquor will be out of employment.

Particular As To Primping.

A nurse was putting the finishing touch to her charge's toilet preparatory to sending the little girl into the dining room for dessert. Seeing a speck of dirt on the child's face, she took the corner of her apron and dampened it in her mouth. The guests were suddenly convulsed by hearing through the half-open door a shrill childish voice: "Tompany or no tompany, I won't have my face spit-washed."

A London clergyman named Rev. Charles Garnett has instituted a libel suit against the Christian World for denouncing the degree of D. D., which he obtained from Harriman University, as a sham. The Springfield Republican, commenting on the suit, says the university "may now have no regular curriculum and one of its principal buildings may be rented to an oil dealer, as has been charged, but it is chartered under the State laws of Tennessee, it appears, and is still legally in the business of dee-deeing and doctor-of-lawing; in fact, this is now the institution's chief asset." This case serves to expose the utter worthlessness of the marks of merit issued by obscure colleges in the country, often for a consideration, and which are afterward paraded on every possible occasion by their owners as if they really meant something of real value. Cases of this kind throw discredit on degrees honorably obtained from reputable educational institutions.

Patience that is inherited is no more of a virtue than cold feet are.



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.

**CHURCHES
SCHOOL HOUSES
and HOMES**

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

"The Perfect Wheat Food"



Nutro-Crisp

The Ready Cooked Granular Wheat Food

A Delightful Cereal Surprise

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

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



**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 Trip
 President, B. D. PALMER, St. Johns; Secretary, M. S. BROWN, Saginaw; Treasurer H. E. BRADNER, Lansing.

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

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

COURTESY TO SALESMEN

Does Not Cost Much But Pays Heavy Interest.

It would seem to be a reasonable conclusion that every business man who employs men, and especially in this consideration traveling salesmen, would appreciate a considerate reception of them when approached by them for business; but I am sorry that it is true that such is not the case, and the percentage of business men who neglect or decline to accord the courtesy to traveling men which is consistently due them, would surprise and startle many business men if they would consider what it is, and especially if they had to pay for the time and expense of said traveling salesmen. Courtesy ought to prevail in every business transaction, just as much as in social intercourse. Business courtesy assists materially in transacting business quickly, and thus a far greater amount of business can be transacted in a given time; but courtesy to traveling men is an unknown attribute to many business men. But few business men, however, who may perchance read this, will at first admit that they do not accord due courtesy to traveling men.

They will claim that they never speak or act discourteously to commercial travelers. Such claim may be true as regards language used, but an inconsiderate reception as regards time may be very aggravating and lack all consideration of the value of the salesman's time, and of the importance it is to him and his firm that he may proceed in his work promptly. Let us see one case. It is but a short time ago that I had occasion to visit one of the big manufacturing in one of the suburbs of Chicago. Upon entering the door, over which was the sign "Office," I found myself in a small, square hallway, up the outer sides of which there is a long winding stairway. In the hall was a small desk, behind which a clerk sat who asked my business. Upon making it known to him (and I was there in answer to an enquiry by the firm, of me, for that which I was then there to present), he directed me to ascend the stairs to the third floor, where I would find the man who would attend to the business which I was there to transact. I climbed. At the third floor I found myself in the same sized hall as the first. There was no person in the hall. There was no desk there to indicate it being a business place. There was a dingy old chair, that was all. There was a door at one side. I found it locked. What was I to do to get at my business? The only thing to do was to rap on the door and see if it would call some one. I rapped.

A boy came to the door and asked my business. I made it known to him. He disappeared inside for a time, after which he came out and said that Mr. Pompous, the purchasing agent, was very busy now, but would see me as soon as he had time. What interesting information! It did not inform me whether Mr. Pompous was engaged for five minutes or two hours. I sat down in the dingy chair and waited. I waited a long time. Then I waited longer, and kept on waiting until the words and sentences which I thought would sound better if not uttered audibly. Finally, after an hour or so, the boy appeared again, unlocked the door and ushered me into the august presence of his majesty, Mr. Pompous. I found him a gentleman in the interview; and if you were to ask him to-day if he treated me courteously, he would answer yes, indeed, and be almost insulted at the asking; but oh, how I would like to put him, and better yet the President and Manager of that company, into the same kind of a position that I was in for that hour of waiting in a dingy hall, and that without their knowing whether the man they were to see would appear in a minute or a day. It would afford a satisfaction to require them to thus wait all day. The experience might teach them an interesting and important lesson. That company could easily provide a neat reception room for commercial men to wait their turn in. Mr. Pompous could easily have come to me for a half minute and assured me of the prevailing circumstances and the probable time when my turn would arrive. The failure to do this and such things, is what I am kicking about and what business men might see, ought to see, and ought to remedy.

It is not courteous to traveling men to send boys to them to ask what is their business. A boy can not understand and appreciate conditions, and so can not act as a person of mature age would see the necessity for acting. A traveling man often has occasion to make a business visit within an hour or a half maybe, before a train leaves, to miss which entails the loss of a whole day. A man possessing mature judgment can appreciate such circumstances and treat a salesman accordingly, when to neglect such treatment is to fail to treat men courteously, and there are plenty of elderly men whose age incapacitates them from ability to earn full wages but who can fill such positions as here referred to a hundred times better than boys. The salary of a competent traveling salesman including his expenses, taken together with the unavoidable vicissitudes in his making trains, make his time very valuable, but business men upon whom he calls often treat him as if his time was of no more account than a "\$10-a-week grocery clerk." A merchant often continues to serve customers with unimportant goods, keeping a salesman waiting until he sometimes misses a train, when ordinary tact and diplomacy would shift the customer to a clerk, or the customer would do the waiting without being offended.

It is not the language used to a salesman that is complained of, at least very seldom indeed. It is the utter disregard of a salesman's time and often a failure to provide a decently pleasant place in which the salesman may wait "his turn," and a habit of sending word out from the buyer's den, "I am busy to-day, you will have to come again." The buyer who sends out this message by some clerk, or often by a boy, is not competent to fill such a position. He may hold it, but he can not fill it. The salesman has often spent two hours, or quite often a whole day in which to make a call, and it is not courteous to him to simply send word, "I am busy." A little ordinary consideration and tact would enable the buyer to grant a moment's interview in which a subsequent interview could be arranged mutually convenient to both parties. One of the department stores of Chicago used to have a buyer who made it a practice to frequently leave a salesman with whom he was negotiating long enough to grant a minute interview to other salesmen who were waiting. That "minute interview" was often sufficient in which to transact all the business between buyer and salesman that could be transacted at the time, and the salesman could then go, thus saving from one to perhaps three hours' time. If it developed in the minute interview that more time would be required in which to consider the matter presented by the salesman, the buyer would ask him to wait his turn, and inform him of

the probable time he would have to wait. Every salesman appreciated this course, and it was courteous to them.

Will such business men as above referred to always continue to follow the customs above related? Will they not learn to appreciate the courtesy due to commercial salesmen?

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

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.

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

Gripsack Brigade.

Will A. Rindge (Rindge, Kalmbach, Logie & Co., Ltd.) is spending a couple of weeks at Michilinda. His family will remain there for the balance of the season.

Allegan Gazette: O. W. Bliss is traveling for the Crescent Wheat Flake Co., of Battle Creek, and expects to go to Denver before long in the interest of the company.

Harry Fitts (Rindge, Kalmbach, Logie & Co., Ltd.) has gone to the Pacific coast with the river shoe line of his house and will cover Montana, Idaho, Washington, Oregon and North California before he returns. He makes this trip twice a year.

Newton L. Coons, for the past two years house salesman for the William Connor Co., has engaged to cover Minnesota for Stone, Kelley & Co., clothing manufacturers of Louisville, Ky. He left last Saturday for Minneapolis, which he will make headquarters for the present.

Cadillac News: Frank Cornell is now a traveling representative for Armour & Company, of Chicago, succeeding William Shepherd, who has been assigned to territory in Illinois. Mr. Cornell's territory is between Big Rapids and Petoskey and he will remain a Cadillac citizen.

Fred E. Beardslee (Worden Grocer Co.), who has been ill with typhoid fever for the past three weeks, is convalescent. Fred Blake has been covering his territory for the past three weeks and Geo. Bruton will see his trade for the next two weeks, by which time Mr. Beardslee expects to be able to resume his regular work.

A. H. Nienow, State agent for Yale coffee, has returned from Mt. Clemens, where he has been for the past two weeks taking treatment for rheumatism. He is making a special effort to so thoroughly post Joseph Dean that he may become a proficient coffee salesman in the very near future.

Not content with being a director in two furniture factories and the possessor of the blandest smile this side of Pittsburg, Geo. J. Heinzelman (Rindge, Kalmbach, Logie & Co., Ltd.) is now the owner of an automobile, in which he and his handsome wife take frequent excursions into the country roundabout.

When a fellow's away from home, where every face into which he looks is a strange one, when every voice he hears has a new tone in it, when every bed upon which he lays away his weary bones gives him homesick feelings, when every bright-eyed urchin he meets on the streets starts a lump in his throat as he thinks of the little fellow at home who is waiting and watching for his return, when business is quiet and orders are hard to get, when he has just received a letter from the house asking for better results, when he has just heard that there is a washout on the road which will delay him for a day or two, when he realizes that he must write his firm for more expense money, and no orders to sweeten up the request, when his head aches and his heart aches, then it is that a

pleasant smile, a kind word and a friendly grasp of the hand falls upon the traveling man like a benediction from Heaven.

Fennville Herald: The management of the Fennville House and saloon has been going from bad to worse until it would seem that the climax was reached last week. Four fights and other disgraceful affairs brought our citizens to nearly a desperate state of mind and, with Marshal Goodrich in Chicago, not an officer was to be had to stop the rows. President Dickinson finally appointed A. M. Hulsen a special officer and he has done better. The council are inclined to lay all of the blame for the trouble on the Marshal, who they say is hired to look after their "dirty business." But the council are first of all to blame for granting a license to a person like "Piney" Stevens, who has shown neither the ability nor the least desire to conduct his business with any degree of decency or order. Violations of the liquor law are not all of the cause for complaint, but the traveling public make most shocking charges regarding the lack of decency surrounding the place. This reputation has been well known to many of the citizens for some time and they have decided at last that this condition must be improved or the law resorted to. The reputation of the town is at stake and the limit has been reached.

"There's no use denying the fact," said a portly drummer, as he leaned back in his car seat exhausted; "we men are bound to have the fate of the Indian and be swept off the face of the universe unless this woman business is stopped. I went down to the hotel office this morning and found a young woman clerk there as pleasant as you please. I wanted to send a telegram and, by the piper that played before Moses, the operator was a pretty girl with the smell of violets about her, and I clean got mixed up and I know the old man will be wondering where I was all night to send such a telegram in the morning. I made a bolt for the station, and, whether you believe me or not, the station agent was a plump and pretty girl, wearing a cap with gold lace and shield, and on the shield was 'Station Agent.' I went clear off my usual track to get a word out of her but she meant business and I might have been a tin man for all she cared. I got into the car here, and I'm thanking God the conductor isn't a fetching thing in a uniform, and the brakeman doesn't wear an Eton suit and put on a gingham apron when he wants to open the windows or poke up the fire or whistle to the engineer."

Frank Letts: These knights of the grip have become a necessary element in our civilization; they are the mighty arteries through which the circulation of trade is carried on; morally and intellectually they are coming to the front; in fact, show me to-day the men sent out by a house, let me talk with them, or, as the saying is, "size them up," and I will tell you the standing and character of the house they serve. It is getting to be an unfailling index,

and I believe the time will come when this will be more closely looked into by the retail trade, and they will know that the salesman is a gentleman in all that the word implies before entrusting to him their orders. No one, who has not studied the matter, can have any idea of the far-reaching importance of the question of their influence. They stand to-day in every community at the right hand of everything which tends to public good. It has remained for the last half of the nineteenth century to develop the true type of the traveling man. Warm-hearted—the grasp of the hand tells you that. Laughter loving—intercourse with human nature taught him love for it—and a typical knight of the grip can no more be crabbed or cranky than he can keep an expense account straight.

Ft. Scott Tribune: Master Frank Messenger, 10 years old, a son of Mr. and Mrs. Jesse B. Messenger, is the youngest commercial traveler on the road in the United States. He is not out for foolishness, nor for the novelty of the thing, but for business and he is getting the business. In one week he sold \$1,600 worth of goods, made the collections and did things up in truly commercial style. It happens this way: Frank's father travels for the Fort Scott Wholesale Grocer Co., making his headquarters at Eldorado Springs, Mo. Most of his traveling is done in a buggy, because the country is rough and railroads are scarce. Some weeks ago Mr. Messenger was taken ill and no one was at hand to take his place, so this bright little 10-year-old was sent out. His father hired a driver for him and that's the extent of assistance he has. The lad drove from town to town, visiting the merchants and soliciting their orders after the style of his experienced father, and making collections. It was always planned to finish the last town before the bank closed, and each day the lad would convert his collections into a draft and send it in to the house. His success was wonderful from the start. Mr. and Mrs. Messenger are now here visiting, while he recovers his health and the boy is looking after the territory.

Hillsdale Standard: The weather was propitious Friday for the sixth annual picnic of the Hillsdale Council, No. 116, U. C. T., and the hundreds of people who enjoyed the traveling men's hospitality had a delightful time. The Council went into the entertainment more extensively this year than heretofore and as a result had the best outing of its six years' existence. The immense pavilion at Baw Beese was elaborately decorated with flags, palms and other plants, while a large standard, bearing the words "U. C. T., Welcome," done in electric lights, shone forth brilliantly at night. During the afternoon several hundred people were present to enjoy the various pleasures provided by the Council and the park management. The list of sports was just long enough to interest everybody to the end. F. O. Hancock acted as referee in the sports and in the fat man's race and the groceryman's

race it was difficult for him to decide the winners, the contestants went so speedily. But he demonstrated his ability to pick a winner out of a streak running down the course and there were no "kicks on the umpire." In the bowling team contest Messrs. A. L. Lincoln, Chas. McKee and M. L. Divine won two games out of three from F. L. Knapp, Geo. Floyd and F. L. Perry, winning the pins as well by a score of 1,006 to 961. In the fat man's race, twenty yards, F. L. Avery, H. K. Wilson and M. L. Divine finished in the order named. The time was so slow the stop-watches ran down before the race was finished and it is believed some of the entries are running yet. The groceryman's race was for fifty yards and was won in the following order: Arthur Lincoln, Geo. Briggs, E. A. Dibble and W. A. Wagner. In the slow race of twenty feet City Clerk Wilson proved the laziest, with M. L. Divine a close second. In the fifty yard slim man's race Art Hinkle offered the least expanse of resistance to the air and came in first, with Ed. Veeder, Will Huston and Chas. McKee in the order named. It is understood that there were several "also-rans" in each class. A good many people enjoyed basket suppers and the hotel was well patronized. In the evening about 200 people enjoyed dancing until after midnight and as many more enjoyed watching them. The music was by Fisher's fifteen-piece orchestra from Kalamazoo and was as fine as was ever heard here. In the afternoon and in the evening before the dancing the orchestra gave two concerts, which were thoroughly enjoyable. The members of the Council have good right to be pleased with their outing. Over 200 tickets were sold and everyone had a delightful day. The boys spent all they took in for the affair and made it as fine as anyone could ask.

Wm. Logie and family arrived in New York from Europe yesterday and are expected to reach Grand Rapids by Friday or Saturday.

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 Bank Bldg.,
Detroit, Mich.

A few local agents wanted.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
WIRT P. DOTY, Detroit - Dec. 31, 1908
CLARENCE B. STODDARD, Monroe Dec. 31, 1904
JOHN D. MUIR, Grand Rapids Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac Dec. 31, 1906
HENRY HBIM, Saginaw Dec. 31, 1907

President, **HENRY HBIM, Saginaw.**
 Secretary, **JOHN D. MUIR, Grand Rapids.**
 Treasurer, **W. P. DOTY, Detroit.**

Examination Sessions.
 Houghton, Aug. 25 and 26.

Mich. State Pharmaceutical Association.

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

Quack Consumption Cures.

With the present crusade against pulmonary tuberculosis there have arisen a number of fraudulent "cures" which should receive the attention of city and state governments. Medical societies should institute suits and "clean the rascals out" wherever it is legally possible to prosecute them, for hardly any crime is more heinous than to defraud the ignorant poor as these scoundrels are doing. There are said to be at least a dozen of these large "absolute consumption cure" concerns in New York City. Every trick of the quack scamp is skilfully carried out to deceive the unwary, and as money is easily got by him it is freely spent to fleece the unfortunates. The worst feature of many of these companies is a skilful use of the names of eminent physicians and scientists in such a way that it becomes difficult to trap the rogues and the cheap newspapers become particeps criminis by publishing their shameless advertisements.

We have previously published an account of the exposure of one advertiser who deliberately adopts and trades upon the name of a great authority upon tuberculosis. The New York Charity Organization Society through a committee is seeking to restrict the operations of these nefarious firms and should receive the help of the profession and of all good citizens. So far this committee is able only to advise. It has printed for general circulation resolutions it recently adopted, declaring that there is no special medicine for pulmonary tuberculosis known; that the so-called cures and specifics, and special methods of treatment widely advertised in the daily papers, are in the opinion of the committee without special value.

These "cures," the committee proceeds, "do not at all justify the extravagant claim made for them, and serve chiefly to enrich the promoters at the expense of the poor and frequently ignorant or credulous consumptives." No cure, it is the committee's opinion, can be expected from any kind of medicine or method except the regularly accepted treatment, which relies mainly upon pure air and nourishing food. Physicians may aid by disseminating the circular and by asking the newspapers they take to warn their readers against the wretches.—American Medicine.

Ways of Utilizing Rose Leaves.

With the blooming of roses the woman who keeps abreast of the times

is on the alert to gather in every leaf of the fragrant harvest. From time immemorial the Orientals have utilized roses for their choicest sweets and confections, and for their perfumes and flavors. Our great grandmothers were adepts in the preparation of rose flavors and potpourris, but the modern woman has been slow in awakening to their possibilities.

The rose pillow is now esteemed the acme of daintiness for the new baby's carriage or the bride's outfit.

To collect a sufficient supply, make a systematic tour of the garden each morning while the dew is still on, provided with basket and shears. Select the roses whose petals are ready to fall, shake into the basket, snip off the denuded stem and throw it away. Carry the fragrant burden to the garret or store room, where papers have been spread upon the floor, empty the petals upon them. Stir and turn every day until perfectly dry, transferring to bags when that is accomplished.

When a sufficient amount of petals have been collected, put in pretty cases made of fine hemstitched handkerchiefs fagotted together, through which white or rose-colored ribbon may be run. These wash beautifully. If something more elaborate is desirable, a bolting cloth cover, embroidered or hand-painted with roses, is dainty and effective.

For rose syrup, collect fresh petals each morning and spread on a tray to dry. When enough have been collected for a tumbler of preserve, put in a fresh granite or porcelain kettle with just enough water to cover, and simmer until tender. Add sugar in the proportion of a pound to each pint of the leaves and water and cook to a rich syrup. The Turkish women frequently use honey in place of sugar, one-half pound of the honey equaling a pound of sugar.

This syrup gives a delicious flavor to a pudding sauce or mince meat, or it may be utilized as a sweet at a Turkish tea. Pour in glasses and seal.

To secure rose flavoring fill a wide-mouthed bottle with fresh petals, packing them down as tight as possible. Then pour over them enough pure alcohol to submerge.

The petals of the yellow rose infused in boiling water furnish a delicate dye.

To make candied rose leaves, gather fresh leaves and spread them on an inverted sieve or oiled paper in the open air until slightly dry, but not crisp. Make a syrup, using a half pint of water and a half pound of granulated sugar, and boil until it spins a thread. Dip each rose leaf in this syrup, using a hat pin or fine wire. Then lay back in place. After several hours, melt a half cupful of fondant, add two or three drops of essence of rose, a drop of cochineal to color, and a few drops of water to thin. Dip the leaves in this one by one, sprinkle with crystallized sugar, and return to the oiled paper to harden.

Some men think twice before they speak—and then say nothing worth listening to.

Proprietaries in General Stores.

On the question of selling proprietaries to the general store trade, the N. A. R. D. has not as yet taken radical official action. This is because the present fight for full prices on direct-contract goods and the organization of dealers under a minimum price schedule on other goods is a large enough undertaking without coupling with additional specifications. While this is so, we are authorized to say for the Executive Committee that, nevertheless, the sale of proprietaries to general stores in localities where there are drug stores can not be regarded with complacency. If a jobber is really a friend of the retail druggist, he certainly is not going to encourage or build up a non-druggist competition which will menace the prosperity of the retail drug trade. Always keep this in mind, and do not forget to remind the proprietor and jobber of this patent fact whenever it seems necessary. A Southern retailer, in a discussion of this subject, writes:

"One of the greatest enemies many druggists have to contend against is the party who sells to general stores in towns where there is a drug store. This practice is very common in small and medium sized towns. When the druggist there, who may also be a physician, does not want the usual combination of Blank's Discovery, their man sells it to a general store, and then it is sold in opposition to the goods that are carried in stock by the druggist.

"I have been in correspondence with the largest jobbing firm in the South in regard to selling the general store trade, and their letters show that they are willing to do the right thing if others will. I have also consulted this firm's competitors in the same city, and they all seem willing to sell only to the drug trade if such an arrangement could be made general. I believe it could be done as easily as preventing cutting. It is a great evil, as it affects every section. There is no cutting here at all, but several general stores sell medicines, so please do not forget that I regard this our worst curse."—N. A. R. D. Notes.

The New Process of Making Alcohol.

Advices received by the State Department at Washington from United States Consul Haynes at Rouen, France, throw more light on the new process that has been discovered by which alcohol may be produced by chemical synthesis. It is predicted that the cost of such production can be reduced to less than 10 cents a gallon. Thus far the cheapest alcohol has cost nearly 20 cents a gallon. At this price Germany produces quantities of alcohol, potatoes being used as the vegetable base. By the French process no vegetable matter is employed. From carburet of calcium—a direct combination of carbon and hydrogen in the electric arc—acetylene is obtained. Sufficient hydrogen then is added to produce ethylene, and by combining water with ethylene alcohol is obtained. While the cost of alcohol by the new process has not yet been reduced

much below its cost as produced from vegetable matter, it is predicted with confidence by eminent French chemists that in the near future it may be produced by the new process at a cost of about half that which Germany pays to obtain it from potatoes.

To Detect Tonka in Vanilla Extract.

There is no very simple test for detecting this admixture such as can be readily shown over the counter, but the following test is easy (American Druggist), and can be performed in about ten or fifteen minutes. It depends on the chemical difference between cumarin and vanillin, the odorous principles of the two beans. Cumarin is the anhydride of cumaric acid, and on fusion with a caustic alkali yields acetic and salicylic acids, white vanillin is methyl-protocatechin aldehyde, and when treated similarly yields protocatechuic acid. The test is performed by evaporating a small quantity of the extract to dryness, and melting the residue with caustic potash. Transfer the fused mass to a test tube, neutralize with hydrochloric acid, and add a few drops of ferric chloride solution. If tonka be present in the extract, the beautiful violet coloration characteristic of salicylic acid will at once become evident.

The Drug Market.

Opium—Is very firm and has been advanced 5c per pound in the last week and is tending higher. The advance is due to a stronger primary market.

Morphine—Is unchanged.

Quinine—Is firmer.

Cocaine—Is very firm.

Santonine—Has advanced 25c per pound, on account of higher market abroad, where crude material is scarce and high.

Cardamon Seed—Is in large supply and lower.

Linseed Oil—On account of lower prices for seed, has declined.

Fools look ahead for wisdom, wise men look behind.

SCHOOL SUPPLIES

Tablets, Pencils, Inks,
 Papeteries.]

Our Travelers are now out with a complete line of samples. You will make no mistake by holding your order until you see our line.

FRED BRUNDAGE

Wholesale Drugs and Stationery
 32 and 34 Western ave.
 Muskegon, Mich.

SCHOOL SUPPLIES

Wait to see our line before
 placing orders.

Grand Rapids Stationery Co.
 29 N. Ionia St., Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

Advanced-Turpentine.
Declined-Senega Root, Linseed Oil, Oil Wormwood.

Acidum		Conium Mac.	80¢ 90	Scillae Co.	2 50
Aceticum \$ 62¢ 8	8	Copaiba	1 15¢ 1 25	Tolutan	2 50
Benzolicum, German. 70¢ 75	75	Cubeba	1 30¢ 1 35	Prunus virg.	2 50
Boricæ	17	Erethifolios	1 50¢ 1 60	Tinctures	
Carbolium	22¢ 27	Erigeron	1 00¢ 1 10	Aconitum Napellis R	60
Citricum	42¢ 44	Gaultheria	2 30¢ 2 40	Aconitum Napellis F	50
Hydrochlor.	30¢ 5	Geranium, ounce	2 75	Pil Hydraz.	2 80
Nitrosum	10 10	Gossypii, Sem. gal.	50¢ 60	Piper Nigræ	2 22
Xallicum	12¢ 14	Hedera	1 80¢ 1 85	Piper Alba.	2 30
Phosphorum, dil.	15	Juniperæ	1 50¢ 2 00	Pilz Burgun.	2 50
Sulphuricæ	42¢ 45	Lavendula	90¢ 2 00	Plumbi Acet.	10 12
Tannicum	1 10¢ 1 20	Limonis	1 15¢ 1 25	Pulvis Ipecac et Oplii	1 30
Tartaricum	38¢ 40	Mentha Piper.	5 00¢ 5 75	Pyrethrum, boxes H	50
Ammonia		Mentha Verid.	5 00¢ 5 60	& P. D. Co., doz.	2 75
Aqua, 16 deg.	40 8	Morrhuæ, gal.	5 00¢ 5 25	Pyrethrum, pv.	25 30
Aqua, 20 deg.	60 8	Myrra	4 00¢ 4 50	Quassia	50 10
Carbonas	13 15	Myrra	75¢ 3 00	Sanguis Draconis.	40 50
Chloridum	12 14	Pilei Liquida, gal.	10¢ 12	Sapo, W.	10 12
Aniline		Riceina	80¢ 94	Sapo M.	10 12
Black	2 00¢ 2 25	Rosmarini	2 1 00	Sapo G.	2 15
Brown	80¢ 1 00	Rosa, ounce.	6 50¢ 7 00	Olis	
Red	45¢ 50	Succini	40¢ 45	Whale, winter.	BBL. GAL.
Yellow	2 50¢ 3 00	Sabina	90¢ 1 00	Lard, extra	70 70
Baccae		Santal	2 75¢ 7 00	Lard, No. 1	80 85
Unbebae.	22 24	Sassafras	80¢ 85	Varnishes	
Juniperus	6 7	Sinapis, ess. ounce.	1 50¢ 1 60	No. 1 Turp Coach. ...	1 100 1 20
Xanthoxylum	30 35	Tigil	1 80¢ 1 60	Extra Turp.	1 80 1 70
Balsamum		Thyme	40¢ 50	Coach Body	2 75 2 00
Copalba	50 55	Thyme, opt.	1 60	No. 1 Turp Furn.	1 00 1 10
Peru	81 150	Theobromas	15¢ 20	Extra Turp Damar. ...	1 55 1 60
Terabin, Canada.	60 65	Potassium		Jap. Dryer, No. 1 Turp	70
Tolutan	45 50	Bi-Carb.	15 18		
Cortex		Bichromate	13 15		
Ables, Canadian.	18	Bromide	50 55		
Cassia	12	Carb	12 15		
Cinchona Flava.	18	Chlorate. po. 17 19	18 18		
Encyonmus atropurp.	30	Cyanide	34 38		
Myrica Cerifera, po.	20	Iodide	2 30 2 40		
Prunus Virgini.	12	Potassa, Bitart, pure	28 30		
Quillaja, gr. d.	15	Potassa Nitras, opt.	7 10		
Sassafras.	14	Potassa Nitras.	6 8		
Ulmus.	30	Prussiate	23 26		
Extractum		Sulphate po.	15 18		
Glycyrrhiza Glabra.	24 30	Radix			
Glycyrrhiza, po.	28 30	Aconitum	20 25		
Hæmatox, 16 lb. box	11 12	Althæa	30 33		
Hæmatox, 1s.	13 14	Anchusa	10 12		
Hæmatox, 1/2s.	14 15	Arum po.	2 25		
Hæmatox, 1/4s.	16 17	Camelina	20 40		
Ferri		Gentiana. pv. 15	13 15		
Carbonate Precip.	15	Glycyrrhiza.	13 15		
Citrate and Quinia.	2 25	Hydrastis Canaden.	75		
Citrate Soluble	75	Hydrastis Can. po.	80		
Ferrocyanidum Sol.	15	Hellebore, Alba, po.	12 15		
Solut. Chloride	40	Inula, po.	18 22		
Sulphate, com'l.	2	Ipecac, po.	2 75 2 80		
Sulphate, com'l. by	80	Iris plox. po. 35 38	35 40		
bbi, per cwt.	80	Jalapæ, pr.	25 30		
Sulphate, pure.	7	Maranta, 1/2s.	35 40		
Flora		Podophyllum, po.	22 25		
Arnica	15 18	Rhei	75 1 00		
Anthelmis	25 28	Rhei, cut.	1 25		
Matricaria	30 35	Rhei, pv.	75 1 35		
Folia		Spigetia	35 38		
Barossa	35 40	Sanguinaria. po. 15	18		
Cassia Acutifol, Tin-	20 25	Serpentaria	65 70		
nevelly	25 30	Senega	1 00 1 10		
Cassia, Acutifol, Alx.	12 20	Smilax, officinalis H.	2 25		
and 1/2s	12 20	Smilax, M.	10 12		
Uva Ursi.	8 10	Scellæ	10 12		
Gummi		Symplocarpus, Pori-	2 25		
Acacla, 1st picked.	6 65	dus, po.	2 25		
Acacla, 2d picked.	4 45	Valeriana, Eng. po. 30	15 20		
Acacla, 3d picked.	4 25	Valeriana, German.	15 20		
Acacla, sifted sorts.	4 28	Zingiber a.	14 16		
Acacla, po.	45 65	Zingiber j.	19 20		
Aloe, Barb. po. 18 20	12 14	Semen			
Aloe, Cape.	6 20	Anisum.	2 15		
Aloe, Socotri. po. 45	6 30	Aplum (graveleons).	13 15		
Ammoniac	60 65	Bird, is.	4 6		
Assafoetida.	55 60	Carul.	10 12		
Benzoinum	50 55	Cardamon	70 90		
Catechu, 1s.	6 13	Coriandrum	8 10		
Catechu, 1/2s.	6 14	Cannabis Sativa	8 4 7		
Catechu, 1/4s.	6 16	Cydonium	75 1 00		
Camphore	64 69	Chenopodium	25 30		
Euphorbium.	2 40	Dipteris Odorata.	0 1 00		
Galbanum	1 00	Fœniculum	0 10		
Gamboge	1 25 1 35	Fœnugreek, po.	7 9		
Guaiacum.	2 35	Linl	4 6		
Kino.	2 75	Linl, grd.	4 6		
Mastic	2 60	Lobelia	1 50 1 65		
Myrrh.	2 40	Phariaris Canarian.	6 7		
Oplii.	3 30 3 40	Rapa	5 6		
Opelli.	3 35 3 45	Sinapis Alba.	9 10		
Shellac, bleached.	40 45	Sinapis Nigra.	11 12		
Tragacanth	70 75 1 00	Spiritus			
Herba		Frument, W. D. Co. 2	0 2 50		
Absinthium. oz. pkg.	25	Frument, D. F. R. 2	0 2 25		
Eupatorium. oz. pkg.	20	Frument, T. O. T. 1	1 25 1 50		
Lobelia.	25	Juniperis Co. O. T. ...	1 75 3 50		
Majorum	28	Saacharum N. E.	1 90 2 10		
Mentha Pip. oz. pkg.	23	Spt. Vini Gallii.	1 75 6 50		
Mentha Vir. oz. pkg.	39	Vini Oporto.	1 25 2 00		
Rue	22	Vini Alba.	1 25 2 00		
Tanacetum V. oz. pkg.	22	Sponges			
Thymus, V. oz. pkg.	25	Florida sheeps' wool	2 50 2 75		
Magnesia		carriage.	2 50 2 75		
Calcined, Pat.	50 60	Velvet extra sheeps'	2 50 2 75		
Carbonate, Pat.	18 20	wool, carriage.	2 50		
Carbonate, K. & M.	18 20	Extra yellow sheeps'	2 50		
Carbonate, Jennings	18 20	wool, carriage.	2 50		
Oilum		Grass sheeps' wool,	2 1 00		
Absinthium	5 00 5 25	carriage.	2 75		
Amygdalæ, Dule.	50 60	Hard, for slate use.	2 75		
Amygdalæ, Amare.	8 00 8 25	Yellow Reef, for	2 1 40		
Anil	1 80 1 65	slate use.	2 1 40		
Aurant Cortex	2 10 2 20	Syrups			
Bergamit	2 85 3 25	Acacia	2 50		
Cajiputi	80 85	Aurant Cortex	2 50		
Caryophylli	80 85	Zingiber	2 50		
Cedar	80 85	Ipecac	2 50		
Chenopadii	2 2 00	Ferri Iod.	2 50		
Cinnamoni	1 00 1 10	Rhei Arom	2 50		
Citronella	5 0 48	Smilax Officialis.	50 60		
		Senega	2 50		
		Scellæ	2 50		

Menthol	7 50 8 50	Selditz Mixture.	20 22	Linseed, pure raw.	40 43
Morphia, S. P. & W. 2	25 2 50	Sinapis	2 18	Linseed, boiled.	41 44
Morphia, S. N. Y. Q. ...	2 30 2 50	Sinapis, opt.	2 30	Neatsfoot, winter str	59 65
Morphia, Mal.	2 25 2 40	Snuff, Maccaboy, De	2 41	Spirits Turpentine.	54 1/2 60
Moschus Canton.	2 40	Voos	2 41	Paints BBL. L	
Myristica, No. 1.	38 40	Snuff, Scotch, De Vo's	2 41	Red Venetian.	1 1/2 2 08
Nux Vomica.	2 10	Soda, Boras, po.	9 11	Ochre, yellow Mars. ...	1 1/2 2 04
Os Sepia.	35 37	Soda et Potass Tart.	28 30	Ochre, yellow Ber. ...	1 1/2 2 03
Pepsin Saac, H. & P.	2 1 00	Soda, Carb.	3 2 5	Puity, commercial. ...	2 1/2 2 1/2 2 3
P Co	2 1 00	Soda, Bi-Carb.	3 2 5	Puity, strictly pure. ...	2 1/2 2 1/2 2 3
Piats Liq. N.N. 1/4 gal.	2 2 00	Soda, Ash.	3 1/2 4 2	Vermilion, Prime	13 15
Piats Liq., quarts	2 1 00	Sps. Cologne.	2 2 60	American	13 15
Pil Hydraz.	2 18	Sps. Ether Co.	50 55	Vermilion, English. ...	70 75
Piper Nigræ.	2 22	Sps. Myrola Dom. ...	2 2 00	Green, Paris	14 18
Piper Alba.	2 30	Sps. Vini Rect. 1/2 bbl	2 2	Green, Peninsular. ...	13 18
Pilz Burgun.	2 50	Sps. Vini Rect. 10gal	2 2	Lead, red.	8 1/2 7
Plumbi Acet.	10 12	Sps. Vini Rect. 5 gal	2 2	Lead, white.	8 1/2 7
Pulvis Ipecac et Oplii 1	30 2 1 50	Strychnia, Crystal. ...	90 2 1 15	Whiting, white Span ..	2 90
Pyrethrum, boxes H.	50	Sulphur, Subl.	2 1/2 4 2	Whiting, gliders.	2 95
& P. D. Co., doz.	2 75	Sulphur, Roll.	2 3/4 4 4	White, Paris, Amer. ...	2 1 25
Pyrethrum, pv.	25 30	Tamarinds	8 10	Whiting, Paris, Eng. ...	2 1 48
Quassia	50 10	Terbenth Venice.	2 80 30	Universal Prepared. ...	1 100 1 20
Quinia, S. P. & W.	2 25 35	Theobromæ.	4 2 50	Varnishes	
Quinia, S. German.	2 25 35	Vanilla	9 00 16 00	No. 1 Turp Coach. ...	1 100 1 20
Quinia, N. Y.	2 25 35	Zinci Sulph.	7 2	Extra Turp.	1 80 1 70
Rubia Tinctorum.	12 14	Olis		Coach Body	2 75 2 00
Saccharum Lactis pv	2 2 22	Whale, winter.	BBL. GAL.	No. 1 Turp Furn.	1 00 1 10
Salsoln	4 50 4 75	Lard, extra	70 70	Extra Turp Damar. ...	1 55 1 60
Sanguis Draconis.	40 50	Lard, No. 1	80 85	Jap. Dryer, No. 1 Turp	70
Sapo, W.	10 12				
Sapo M.	10 12				
Sapo G.	2 15				

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.

6	7	8	9	10	11
<p>METAL POLISH Search Brand. Paste, 3 oz. box, per doz. 75 Paste, 6 oz. box, per doz. 1.25 Liquid, 4 oz. bottle, per doz. 1.00 Liquid, 1/2 pt. can, per doz. 1.60 Liquid, 1 pt. can, per doz. 2.80 Liquid, 3/4 gal. can, per doz. 8.50 Liquid, 1 gal. can, per doz. 14.00</p>					
<p>OLIVES Bulk, 1 gal. kegs. 1.40 Bulk, 3 gal. kegs. .85 Bulk, 5 gal. kegs. .85 Manzanilla, 7 oz. .80 Queen, pints. 2.35 Queen, 19 oz. 4.50 Queen, 28 oz. 7.00 Stuffed, 5 oz. 2.00 Stuffed, 8 oz. 1.45 Stuffed, 10 oz. 2.89</p>					
<p>PIPES Clay, No. 216. 1.70 Clay, T. D., full count. .55 Cob, No. 2. "</p>					
<p>PICKLES Medium Barrels, 1,200 count. 8.75 Half bbls, 500 count. 4.88 Small Barrels, 2,400 count. 10.57 Half bbls, 1,200 count. 5.75</p>					
<p>PLAYING CARDS No. 90, Steamboat. .90 No. 15, Rival, assorted. 1.20 No. 20, Rover, enameled. 1.60 No. 572, Special. 1.75 No. 98, Golf, satin finish. 2.00 No. 808, Bicycle. 2.00 No. 632, Tournament Whist. 2.25</p>					
<p>POTASH 48 cans in case. 4.00 Babbitt's. 3.00 Fenna Salt Co.'s. 3.00</p>					
<p>PROVISIONS Barreled Pork Mess. @17.00 Back, fat. @18.00 Clear back. @18.00 Short cut. @17.25 Pig. @19.00 Bean. @15.75 Family Mess Loin. 19.50 Clear. @18.00</p>					
<p>Dry Salt Meats Bellies. 11 S P Bellies. 11.4 Extra shorts. 10.3</p>					
<p>Smoked Meats 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, clear. 12 @13 California hams. @14 Boned Hams. @14 Picnic Boned Hams. @14 Merlin Ham pr's'd. @14 Bacon Lard @ 7.5 Pure. @ 9.4 80 lb. Tubs. advance @ 7.5 80 lb. Tubs. advance @ 7.5 50 lb. Tins. advance @ 7.5 50 lb. Pails. advance @ 7.5 5 lb. Pails. advance @ 7.5 1 lb. Pails. advance @ 7.5</p>					
<p>Sausages Bologna. @5.4 Liver. @5.4 Frankfort. @7.9 Pork. 8 @10 Veal. 7 @10 Tongue. 7 @10 Headcheese. 8 @10</p>					
<p>Beef Extra Mess. 11.00 Boneless. 11.00 Rump, New. @11.00</p>					
<p>Figs' Feet 1/4 bbls, 40 lbs. 1.80 1/2 bbls, 80 lbs. 3.80 1 bbl, 160 lbs. 7.75</p>					
<p>Tripe Kits, 15 lbs. 1.25 1/2 bbls, 40 lbs. 1.25 1/4 bbls, 80 lbs. 1.25</p>					
<p>Casings Pork. 26 Beef rounds. 5 Beef middles. 12 Sheep. 65</p>					
<p>Uncolored Butterine Solid, dairy. 21.04 Rolls, dairy. 11.5 @21.04 Rolls, purity. 14.4 Solid, purity. 14</p>					
<p>Canned Meats Corned beef, 2 lb. 2.30 Corned beef, 14 lb. 17.50 Roast beef, 2 lb. 2.40 Potted ham, 1/8. 45 Potted ham, 1/4. 45 Deviled ham, 1/8. 45 Deviled ham, 1/4. 45 Potted tongue, 1/8. 45 Potted tongue, 1/4. 45</p>					
<p>RICE Domestic Carolina head. 7 Carolina No. 1. 8.4 Carolina No. 2. 8 Broken. 3.4</p>					
<p>Imported. Japan, No. 1. 5.4 @5.4 Japan, No. 2. 5 @5.4 Java, fancy head. 2 Java, No. 1. 2.5 @5.4 Table. 2</p>					
<p>SALAD DRESSING Durkee's, large, 1 doz. 4.50 Durkee's, small, 2 doz. 5.25 Snider's, large, 1 doz. 2.35 Snider's, small, 2 doz. 1.35</p>					
<p>SALETRATUS 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 Wyandott. 100 3.00</p>					
<p>SAL SODA Granulated, bbls. 85 Granulated, 100 lb. bags. 95 Lump, bbls. 80 Lump, 145 lb. kegs. 85</p>					
<p>SALT Diamond Crystal Table, cases, 24 3 lb. boxes. 1.40 Table, barrels, 100 3 lb. bags. 3.00 Table, barrels, 50 6 lb. bags. 3.00 Table, barrels, 40 7 lb. bags. 2.75 Butter, barrels, 320 lb. bulk. 2.65 Butter, barrels, 24 14 lb. bags. 2.85 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 27 Shaker, 24 2 lb. boxes. 1.50</p>					
<p>Common Grades 100 3 lb. sacks. 1.90 80 5 lb. sacks. 1.80 28 10 lb. sacks. 1.70 56 lb. sacks. 3.30 28 lb. sacks. 15</p>					
<p>Warsaw 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20</p>					
<p>Solar Rock 56 lb. sacks. 23</p>					
<p>Common Granulated Fine. 75 Medium Fine. 80</p>					
<p>SALT FISH Cod Large whole. @ 5.4 Small whole. @ 5 Strips or bricks. 7 @ 9 Pollock. @ 2.94</p>					
<p>Halibut. Strips. 13 Chunks. 14</p>					
<p>Herring Holland white hoops, bbl. 10.50 Holland white hoops, 1/2 bbl. 5.50 Holland white hoop, keg. 2.78 Holland white hoop, ctns. 85 Norwegian. 3.80 Round 100 lbs. 2.10 Round 50 lbs. 2.10 Sealed. 3.4 Peelers. 45</p>					
<p>Trout No. 1 100 lbs. 5.50 No. 1 40 lbs. 2.50 No. 1 10 lbs. 70 No. 1 8 lbs. 59</p>					
<p>Mackerel Mess 100 lbs. 16.50 Mess 50 lbs. 8.75 Mess 10 lbs. 1.80 Mess 8 lbs. 1.47 No. 1 100 lbs. 15.00 No. 1 50 lbs. 9.00 No. 1 10 lbs. 1.50 No. 1 8 lbs. 1.35</p>					
<p>Whitefish No. 1 No. 2 Fam. 100 lbs. 7.75 50 lbs. 3.68 10 lbs. 92 8 lbs. 77</p>					
<p>SEEDS Anise. 15.5 Canary, Smyrna. 5.4 Caraway. 10 Cardamom, Malabar. 1.00 Celery. 10 Hemp, Russian. 4.4 Mixed Bird. 4 Mustard, white. 8 Poppy. 6 Rape. 4.4 Cuttle Bone. 25</p>					
<p>SHOE BLACKING Handy Box, large. 2.50 Handy Box, small. 1.25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85</p>					
<p>SOAP Johnson Soap Co. brands— Silver King. 3.65 Calumet Family. 2.78 Scotch Family. 2.85 Cuba. 2.85</p>					
<p>Jas. S. Kirk & Co. brands— American Family. 4.05 Dusky Diamond 50-8 oz. 2.80 Dusky Diamond 100-6 oz. 3.80 Jap Rose. 3.75 Savon Imperial. 3.10 White Russian. 3.10 Dome, oval bars. 3.10 Satinet, oval. 2.15 White Cloud. 4.00 Lautz Bros. & Co.'s brands— Big Acme. 4.00 Big Master. 4.00 Snow Boy Pwdr, 100-pkgs. 4.00 Marselles. 4.00 Acme, 100-3 lb. bars. 3.70 Acme, 100-3 lb. bars single box lots, 1 free with 5 box lots. 3.20</p>					
<p>Proctor & Gamble brands— Lenox. 3.10 Ivory, 6 oz. 4.00 Ivory, 10 oz. 6.75 Schultz & Co. brand— Star. 3.25 A. B. Wrisley brands— Good Cheer. 4.00 Old Country. 3.48</p>					
<p>Scouring Enoch Morgan's Sons. Sapollo, gross lots. 9.00 Sapollo, half gross lots. 4.70 Sapollo, single boxes. 2.25 Sapollo, hand. 2.25</p>					
<p>SODA Boxes. 5.4 Kegs, English. 4.4</p>					
<p>SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 43</p>					
<p>SPICES Whole Spices Allspice. 12 Cassia, China in mats. 12 Cassia, Babavia, in bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyra. 17 Cloves, Zanzibar. 14 Mace. 55 Nutmegs, 75-10. 50 Nutmegs, 105-10. 40 Nutmegs, 115-20. 35 Pepper, Singapore, black. 15 Pepper, Singapore, white. 28 Pepper, shot. 13</p>					
<p>Pure Ground in Bulk Allspice. 18 Cassia, Babavia. 28 Cassia, Saigon. 48 Cloves, Zanzibar. 17 Ginger, African. 18 Ginger, Ceylon. 18 Ginger, Jamaica. 25 Mace. 18 Mustard. 18 Pepper, Singapore, black. 17 Pepper, Singapore, white. 25 Pepper, Cayenne. 28</p>					
<p>STARCH Common Gloss 1-lb. packages. 5 3-lb. packages. 4.4 5-lb. packages. 5.4 40 and 50-lb. boxes. 3.4 @ 24 Star als. 3.4</p>					
<p>Common Corn 20 1-lb. packages. 6 40 1-lb. packages. 4 @ 3.4</p>					
<p>SYRUPS Corn Barrels. 22 Half bbls. 22 10 lb. cans, 1/2 doz. in case. 1.55 5 lb. cans, 1 doz. in case. 1.90 2 1/2 lb. cans, 2 doz. in case. 1.90</p>					
<p>Pure Cane Fair. 16 Good. 20 Choice. 22</p>					
<p>SUGAR Domino. 7.25 Cut Leaf. 5.65 Crushed. 5.65 Cubes. 5.30 Powdered. 5.15 Coarse Powdered. 5.10 XXXX Powdered. 5.20 2 lb. bags Fine Gran. 5.20 5 lb. bags Fine Gran. 5.20 Mould A. 5.30 Diamond A. 5.05 Confectioner's A. 4.95 No. 1, Columbia A. 4.85 No. 2, Windsor A. 4.85 No. 3, Edgewood 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. 4.40 No. 12. 4.30 No. 13. 4.30 No. 14. 4.30 No. 15. 4.30 No. 16. 4.25</p>					
<p>TEA Japan Sundried, medium. 24 Sundried, choice. 30 Sundried, fancy. 38 Regular, medium. 24 Regular, choice. 30 Regular, fancy. 38 Basket-fired, medium. 31 Basket-fired, choice. 38 Basket-fired, fancy. 38 Nbs. 22 @ 24 Stiffings. 8 @ 24 Fannings. 12 @ 24</p>					
<p>Gunpowder Moyné, medium. 30 Moyné, choice. 32 Moyné, fancy. 40 Pinguey, medium. 30 Pinguey, choice. 36 Pinguey, fancy. 40</p>					
<p>Young Hyson Choice. 30 Fancy. 36</p>					
<p>Oolong Formosa, fancy. 42 Amoy, medium. 35 Amoy, choice. 32</p>					
<p>English Breakfast Medium. 20 Choice. 30 Fancy. 40</p>					
<p>India Ceylon, choice. 42 Fancy. 42</p>					
<p>TOBACCO Cigars H. & P. Drug Co.'s brands. Fortune Teller. 30 @ 60 Fortune Teller. 30 @ 60 Quintette. 30 @ 60</p>					
<p>Fine Cut adillac. 54 weat Loma. 34 Hlawatha, 5 lb. palls. 56 Hlawatha, 10 lb. palls. 54 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38</p>					
<p>Plug Red Cross. 32 Kyo. 34 Hlawatha. 34 Battle Axe. 33 American Eagle. 32 Standard Navy. 36 Spear Head, 16 oz. 41 Spear Head, 8 oz. 43 Nobby Twist. 48 Old Honeysy. 42 Tody. 33 J. T. 36 Pipe Heldsick. 61 Boot Jack. 78 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50</p>					
<p>Smoking Sweat Core. 34 Flat Car. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 I X L, 5 lb. 26 I X L, 16 oz. palls. 30 Honey Dew. 26 Gold Block. 38 Flagman. 38 Chips. 32 Klin Dried. 21 Duke's Mixture. 38 Duke's Cameo. 41 Myrtle Navy. 40 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. palls. 37 Cream. 24 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. 36 Cant Hook. 30 Country Club. 32-34 Forex XXX. 28 Good Indian. 28 Self Binder. 20-22 Silver Foam. 34</p>					
<p>TWINE Cotton, 3 ply. 18 Cotton, 4 ply. 18 Hemp, 2 ply. 12 Hemp, 6 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 6 @ 4</p>					
<p>VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11</p>					
<p>WASHING POWDER Diamond Flake. 2.75 Gold Brick. 3.25 Gold Dust, regular. 4.50 Gold Dust, 5c. 4.00 Kirkoline, 24 1/2 lb. 3.90 Pearline. 2.75 Soapine. 4.10 Babbitt's 1776. 3.75 Roseine. 3.50 Armour's. 3.70 Nine O'clock. 3.35 Wisdom. 3.80 Scourine. 3.50 Rub-No-More. 3.75</p>					
<p>WICKING No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 40 No. 3, per gross. 55</p>					
<p>WOODENWARE Baskets Bushels, wide band. 1.10 Bushels. 1.25 Market. 1.25 Splint, large. 6.00 Splint, medium. 5.00 Splint, small. 4.00 Willow Clothes, large. 6.00 Willow Clothes, medium. 5.50 Willow Clothes, small. 5.00</p>					
<p>Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60</p>					
<p>Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60</p>					
<p>Churns Barrel, 5 gals., each. 2.40 Barrel, 10 gals., each. 2.55 Barrel, 15 gals., each. 2.70</p>					
<p>Clothes Pins Round head, 5 gross box. 50 Round head, cartons. 75</p>					
<p>Egg Crates Humpty Dumpty. 2.25 No. 1, complete. 29 No. 2, complete. 18 Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar. 8 in. 85</p>					
<p>Mop Sticks Trojan spring. 90 Eclipse patent spring. 85 No 1 common. 75 No. 2 patent brush holder. 35 12 lb. cotton mop heads. 1.25 Ideal No. 7. 90</p>					
<p>Palls 2-hoop Standard. 1.50 3-hoop Standard. 1.65 No 1 common. 1.60 3-wire, Cable. 1.80 Cedar, all red, brass bound. 1.25 Paper, Eureka. 2.25 Fibre. 2.70</p>					
<p>Toothpicks Hardwood. 2.50 Softwood. 2.75 Banquet. 1.50 Ideal. 1.50</p>					
<p>Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75</p>					
<p>Tubs 20-inch Standard, No. 1. 7.00 18-inch Standard, No. 2. 6.00 16-inch Standard, No. 3. 5.00 20-inch, Cable, No. 1. 7.50 18-inch, Cable, No. 2. 6.50 16-inch, Cable, No. 3. 5.50 No. 1 Fibre. 9.45 No. 2 Fibre. 7.95 No. 3 Fibre. 7.20</p>					
<p>Wash Boards Bronze Globe. 2.50 Dewey. 1.75 Double Acme. 2.75 Lozenge. 2.25 Double Peerless. 3.25 Single Peerless. 2.50 Northern Queen. 2.50 Dents Duplex. 3.00 Good Luck. 2.75 Universal. 2.25</p>					
<p>Window Cleaners 12 in. 1.65 14 in. 1.85 16 in. 2.30</p>					
<p>Wood Bowls 11 in. Butter. 75 13 in. Butter. 1.10 15 in. Butter. 1.75 17 in. Butter. 2.25 19 in. Butter. 4.25 Assorted 13-15-17. 1.75 Assorted 15-17-19. 3.00</p>					
<p>WRAPPING PAPER Common Straw. 1 1/4 Fiber Manila, white. 3 1/4 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 Butcher's Manila. 2 1/4 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15</p>					
<p>YEAST CAKE Magic, 3 doz. 1.15 Sunlight, 3 doz. 1.00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1.00 Yeast Foam, 3 doz. 1.15 Yeast Foam, 1 1/2 doz. .68</p>					
<p>FRESH FISH White fish. 10 @ 11 Trout. 10 @ 11 Black Bass. 11 @ 12 Halibut. 11 @ 14 Ciscos or Herring. 12 @ 14 Live Lobster. 11 @ 12 Bollid Lobster. 27 Cod. 10 Haddock. 8 No. 1 Pickerel. 8.4 Pike. 7 Perch. 7 Smoked White. 12.4 Blue Fish. 25 Col River Salmon. 15 @ 16 Mackerel. 19 @ 20</p>					
<p>OYSTERS Cans F. H. Counts. per can 50 Extra Selects. 50 Selects. 50 Perfection Standards. 50 Anchors. 50 Standards. 50</p>					
<p>HIDES AND PELTS Hides Green No. 1. 7 Green No. 2. 6 Cured No. 1. 9 Cured No. 2. 8 Calfskins, green No. 1. 21 Calfskins, green No. 2. 24 Calfskins, cured No. 1. 21 Calfskins, cured No. 2. 24 Steer hides 60 lbs. or over. 8 1/2 Cow hides 60 lbs. or over. 8 1/2</p>					
<p>Pelts Old Wool. 25 @ 30 Lamb. 25 @ 30 Shearlings. 10 @ 30</p>					
<p>Tallow No. 1 cake. 5 No. 2. 4</p>					
<p>Wool Washed, fine. @20 Washed, medium. @23 Unwashed, fine. 15 @ 18 Washed, 18 @ 20</p>					
<p>CONFECTIONS Stick Candy Standard. bbls. palls @ 7 Standard H. H. @ 7 Standard Twist. @ 8 Cut Leaf. @ 9 cases Jumbo, 32 lb. @ 7 1/2 Extra H. H. @ 10 Boston Cream. @ 10 Royal. 18 @ 20</p>					
<p>Mixed Candy Grocers. @ 6 Competition. @ 7 Special. @ 7 1/2 Conserve. @ 8 1/2 Royal. @ 8 Ribbon. @ 8 Broken. @ 8 Cut Leaf. @ 8 1/2 English Rock. @ 9 Kindergarten. @ 9 Bon Ton Cream. @ 8 1/2 French Cream. @ 9 Dandy Pan. @ 10 Hand Made Cream. 14 1/4 Premo Cream mix. 12 1/4</p>					
<p>Fancy-In Pails O F Horehound Drop 10.1 Fony Hearts. 15 Coco Bon Bons. 12 Coco Squares. 12 Peanut Squares. 9 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 Lozenges, plain. 9 Lozenges, printed. 10 Champion Chocolate. 21 Eclipse Chocolates. 21 1/4 Quintette Gum. 12 Champion Gum Dps. 8 Moss Drops. 9 Lemon Sours. 9 Imperial. 9 Ital. Cream Opera. 12 Ital. Cream Bonbons. 11 20 lb. palls. @ 11 Molasses Chewies, 15 lb. cases. @ 12 Golden Waffles. @ 12</p>					
<p>Fancy-In 5 lb. Boxes Lemon Sours. 2.50 Peppermint Drops. 2.50 Chocolate Drops. 2.50 H. M. Choc. Drops. 2.50 H. M. Choc. Lt. and Dk. No. 12. 2.50 Gum Drops. 2.25 O. F. Licorice Drops. 2.30 Lozenges, plain. 2.50 Lozenges, printed. 2.50 Imperial. 2.50 Molasses. 2.50 Cream Bar. 2.50 Molasses Bar. 2.50 Hand Made Creams. 50 @ 2.90 Cream Buttons, Pop. and Wint. 2.85 String Rock. 2.25 Wintergreen Berries. 2.60</p>					
<p>Pop Corn Maple Jake, per case. 3.00</p>					
<p>FRUITS Foreign Dried Figs California, Fancy. @ Cal. pkg, 10 lb. boxes @ 90 Extra Choice, Turk., 10 lb. boxes. @ Fancy, Turk., 12 lb. boxes. 12 @ 14 Pulled, 6 lb. boxes. @ Natural, in bags. @</p>					
<p>Dates Fards in 10 lb. boxes @ 6 1/4 Fards in 50 lb. cases. @ 5 1/4 1 lb. cases. @ 4 Saira, 50 lb. cases. @ 4 1/4</p>					
<p>NUTS Almonds, Tarragona. @ 16 Almonds, Ivica. @ 16 Almonds, California, soft shelled. 15 @ 16 Brazil. @ 11 Fibers. @ 11 Walnuts, Greenlobes. @ 15 Walnuts, soft shelled Cal. No. 1. @ 16 Table Nuts, fancy. @ 13 1/4 Pecans, Med. @ 10 Pecans, Ex. Large. @ 11 Pecans, Jumbo. @ 12 Hickory Nuts per bu. @ 12 Ohio, new. @ 37 Cocoanuts, full sacks @ 30 Chestnuts, per bu. @</p>					
<p>Shelled Spanish Peanuts. 5 1/2 @ 6 1/4 Pecan Halves. @ 40 Walnut Halves. @ 37 Filbert Meats. @ 30 Alcanta Almonds. @ 23 Jordan Almonds. @ 30</p>					
<p>Peanuts Fancy, H. P., Suns. 4 1/4 @ 5 1/4 Fancy, H. P., Suns. Roasted. 8 @ 7 1/4 Choice, H. P., Jumbo. 7 @ 6 1/4 Choice, H. P., Jumbo Roasted. 8 @ 6 1/4</p>					

SPECIAL PRICE CURRENT

AXLE GREASE

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

BAKING POWDER
JAXON
 1/4 lb. cans, 4 doz. case.....45
 1/2 lb. cans, 4 doz. case.....85
 1 lb. cans, 2 doz. case.....1 60

Royal

 100 size.....90
 1/4 lb. cans 1 35
 6 oz. cans 1 90
 1/2 lb. cans 2 50
 3/4 lb. cans 3 75
 1 lb. cans 4 80
 3 lb. cans 13 00
 5 lb. cans 21 50

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

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.....3 60
 No. 2 B, per case.....3 60
 No. 3 C, per case.....3 60
 No. 1 D, per case.....3 60
 No. 2 D, per case.....3 60
 No. 3 D, per case.....3 60
 No. 1 E, per case.....3 60
 No. 2 E, per case.....3 60
 No. 1 F, per case.....3 60
 No. 3 F, per case.....3 60

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

Walsh-DeRoo Co.'s Brand.

 Cases, 24 2 lb. packages.....2 00

CIGARS
 G. J. Johnson Cigar Co.'s brand.
SCW
 Less than 500.....33 00
 500 or more.....32 00
 1000 or more.....31 00

CLEANER & POLISHER

 6 oz. can, per doz.....1 35
 Quart can, per doz.....2 25
 Gallon can, per doz.....7 50
 Samples and Circulars Free.

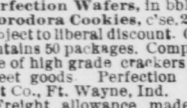
COFFEE
 Roasted
 Dwinell-Wright Co.'s Brands.


White House, 1 lb. cans.....
 White House, 2 lb. cans.....
 Excelstor, M. & J. 1 lb. cans
 Excelstor, 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 Jackson; B. Desenberg & Co., Kalamazoo, Symons Bros. & Co., Saginaw; Miesel & Goeschel, Bay City; Fleibach Co., Toledo.

CONDENSED MILK
 4 doz in case.



Gall Borden Eagle.....6 40
 Crown.....5 90
 Dairy.....4 70
 Champion.....4 25
 Magnolia.....4 00
 Challenge.....4 40
 Dime.....3 85
 Peerless Evaporated Cream 4 00

CRACKERS
 E. J. Kruce & Co.'s baked goods
 Standard Crackers.
 Blue Ribbon Squares.
 Write for complete price list with interesting discounts.
 Perfection Biscuit Co.'s brands


 Perfection Wafers, in bbl. 06
 Florodora Cookies, c'se. 2 00
 Subject to liberal discount. Case contains 50 packages. Complete line of high grade crackers and sweet goods. Perfection Biscuit Co., Ft. Wayne, Ind.
 Freight allowance made on all shipments of 100 lbs. or more where rate does not exceed 40c per hundred.

FLAVORING EXTRACTS
FOOTE & JENKS' JAXON
 Highest Grade Extracts.
 Vanilla 1 oz full m. 1 20 Lemon 1 oz full m. 80
 2 oz full m. 2 10 2 oz full m. 1 25
 No. 3 fan'y. 3 15 No. 3 fan'y. 1 75

COLEMAN'S
 HIGH GRADE FOOTE & JENKS' GLASS EXTRACTS
 Vanilla 2 oz panel. 1 20 Lemon 2 oz panel. 75
 3 oz taper. 2 00 4 oz taper. 1 50

TABLE SAUCES
LEA & PERRIN'S SAUCE

 The Original and Genuine Worcestershire.
 Lea & Perrin's, pints.....5 00
 Lea & Perrin's, 1/2 pints...2 75
 Halford, large.....3 75
 Halford, small.....2 25

RICE


Sutton's Table Rice, 40 to the bale, 2 1/2 pound pockets....7 1/4

IMPORTED

 Best grade Imported Japan, 3 pound pockets, 33 to the bale, 2 1/2 pound pockets....6 7/8
 Cost of packing in cotton pockets only 1/2c more than bulk.

SOAP
 Beaver Soap Co. brands*

GRAND PAS

WONDER SOAP.
 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 00
 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. Tradesman Company Grand Rapids

Third and Last Call

For merchants who mean to follow "The Butler Way" this summer.

If you are tired of seeing lazy summer eat up the profits of busy spring, better do something about it and DO IT NOW.

If you think you can do what other merchants have done in the way of "ridding the year of its drone-days," DO IT NOW.

If you mean to do ANYTHING to make trade this July better than it was last July, DO IT NOW.

"Putting off" is the thief of profit as well as of time. DO IT NOW.

He who puts off until tomorrow what he knows he ought to do today gets long credit; but he has to pay compound upon compound interest. DO IT NOW.

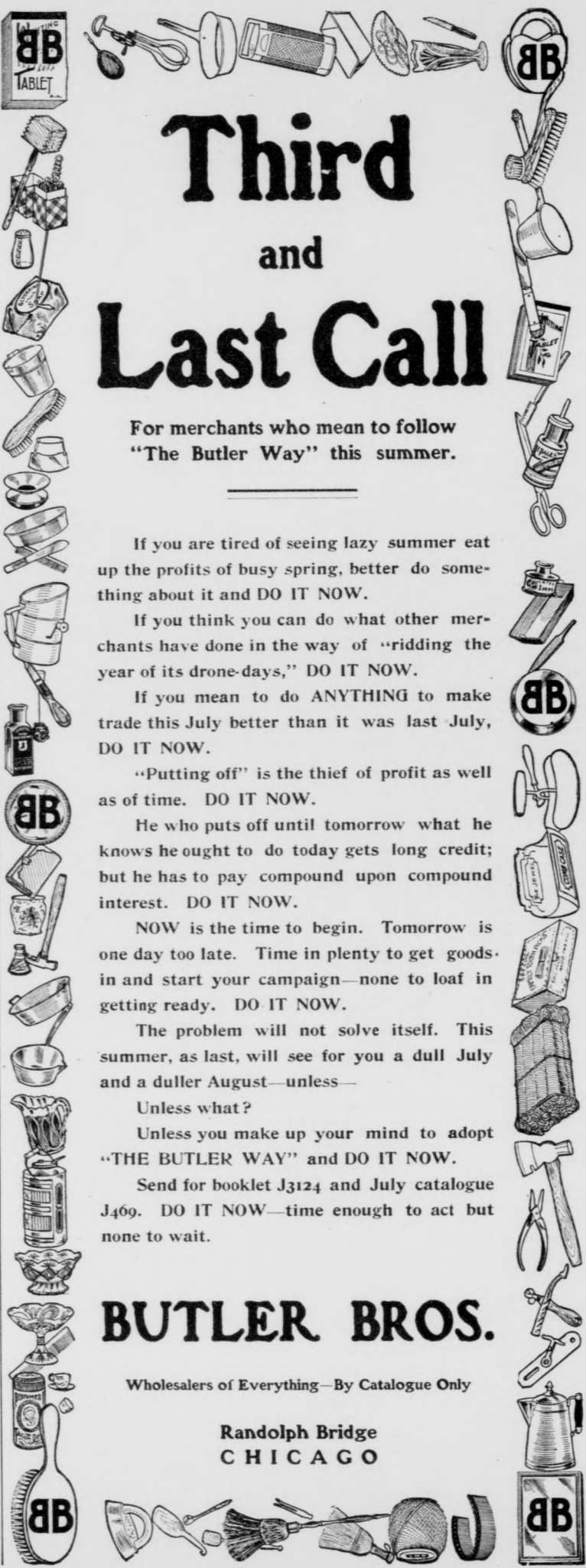
NOW is the time to begin. Tomorrow is one day too late. Time in plenty to get goods in and start your campaign—none to loaf in getting ready. DO IT NOW.

The problem will not solve itself. This summer, as last, will see for you a dull July and a duller August—unless—

Unless what?
 Unless you make up your mind to adopt "THE BUTLER WAY" and DO IT NOW.

Send for booklet J3124 and July catalogue J469. DO IT NOW—time enough to act but none to wait.

BUTLER BROS.
 Wholesalers of Everything—By Catalogue Only
 Randolph Bridge
 CHICAGO



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.

FOR SALE—92 WINDOWS 12x16, 12 LIGHT; 1 1/2 plain rail, glazed; 5 doors 4x7 1/2, 6 panel G. G. No. 2. Were bought for factory and never used. Will be sold cheap if taken at once. Will sell in whole or in part. F. O. B. Fremont. G. E. Hain Co., Fremont, Mich. 523

FOR SALE IN INDIANA—DRUG STOCK; only stock in town of about 400 inhabitants. Stock will invoice about \$800. Will give a bargain. Reasons for selling, have groceries and queensware and need the room that is now taken up by the drug stock. Six miles from any other drug store. The best of farming country around it. A good wheat and stock market. All country produce comes to this town. Best school and building in county. Will sell paints, oils and wall paper if wanted. Address No. 512, care Michigan Tradesman. 529

IF YOU WANT TO INVEST A LITTLE money where it will bring you big returns address McCormick Mining Co., Box 671, Reno, Nev. 521

REGISTERED PHARMACIST, EXPERI- enced, wants situation now. Address with particulars, No. 520, care Michigan Tradesman. 520

LIDDERDALE AND LANESHORO ARE bright new towns on the Chicago Great Western Railway. For particulars write Edwin B. Magill, Mgr. Townsite Dept., Fort Dodge, Ia. 497

FOR 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; waterroom, 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

FOR SALE—WELL-LOCATED BAKERY, confectionery and grocery stock in thriving town in Southern Michigan. Low rent. Address No. 500, care Michigan Tradesman. 500

WANTED—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

FOR 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

SALESMEN—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

PROMINENT MICHIGAN BUSINESS MEN have secured an enterprise that will pay 10 per cent. annual profits. Everything proven. A few more will be admitted. Address 31 Peninsular Bank Bldg., Detroit, Mich. 481

FOR SALE—A NEAT, CLEAN AND UP- to-date grocery stock in bustling Northern Michigan town about 3,000. Stock will invoice about \$1,200. 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 \$6,600; annual sales, \$16,000. Have done cash business only. Have bustling 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 DE- sirable realty at the \$00 for stock of merchandise. The best city in the State. Address No. 503, care Michigan Tradesman. 503

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 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—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 mills 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 BUSI- ness; 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

3,000 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 Five 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

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—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 48x90, furnace, gas, electric lights, stone trimmings, plate glass windows. Located in live Northern Ohio town of 3,500. Good location for dry goods or department store. Will sell on easy terms or take good Western property in exchange, or give long lease and reasonable rent to good tenant. Address Box 81, Independence, Iowa. 473

FOR SALE—\$4,500 GROCERY STOCK AND market well located in good Northern Illinois mining town of 7,000 population. Annual sales, \$30,000. 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

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. 463, care Michigan Tradesman. 463

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

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 87 Commerce street; my residence at 219 Livingston street; my factory; also brick double tenement building at 215 and 217 Livingston street; and, last and best of all, my factory business. If you want anything I have got, you had better get a move on for I am going to sell out and go West. Edwin Fallas, Citizens Phone 614, Grand Rapids, Mich. 494

FOR SALE—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—\$1,000 GENERAL STOCK AND \$2,000 store and residence, all for \$2,000 if taken at once. Address No. 327, care Michigan Tradesman. 327

FOR SALE—WELL-SELECTED DRUG stock, about \$2,000; good prescription and farmers' trade; established at Bay City 1885; two-story frame building, stone foundation, cellar floor cemented; occupied as a drug store and dwelling; stock and building sold together or separate, latter cheap, easy terms; reason, retiring from business. Werner Von Walthausen, 1345 Johnson St., Bay City, Mich. 311

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. 463, care Michigan Tradesman. 468

MERCHANTS, TURN YOUR OLD AC- count into cash; we collect quick; enclose stamp for terms. Merchants' Collection Agency, Wapello, Iowa. 424

FOR SALE—A SMALL STOCK GROCER- ies and meat market; store and dwelling combined, near Olds Motor Works, Lansing, Mich. Alexander Bell, 517 St. Joseph street, W. 448

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

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

Business Chances continued on next page.

"THE O'NEILL SALES"

absolutely sell to per cent. of your stock in a day.
Retail Selling—New Idea System



C. C. O'Neill & Co.

SPECIAL SALESMEN & AUCTIONEERS
408 Star Bldg., 356 Dearborn St., Chicago
We also buy and sell Store Fixtures and take them on consignment.

If you knew that we could clear your store of all old stuff and any lines you would like to eliminate and get you thousands of dollars in cash, would you try our NEW IDEA SALE? If so, write us and we will give you full details and information.

Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on two hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company,

Grand Rapids.

Port Huron Merchants To Go To Saginaw.

Port Huron, July 3—The principal topic for discussion and settlement at the last meeting of the Merchants and Manufacturers' Association was the annual excursion and outing.

F. C. Wood, chairman of the committee which has visited a number of cities and towns with a view to the holding of an outing, made a report in which he cited the various and comparative merits and advantages of Chatham, Ont., Orchard Lake, Pontiac, Detroit and Saginaw. The rates which could be secured to each of these points is \$1, with the exception of Detroit, which is 75 cents. Mr. Wood dilated principally upon Chatham and Saginaw. He thought Chatham a fine place and the people were so anxious to have the excursion that the expenses to the members would be light. He said in Chatham an opportunity would be afforded of witnessing good games of la crosse and cricket, which might be new to many. Saginaw was, however, the choice of the committee and Mr. Wood said he was much pleased at the reception given the committee in that place. He spoke very highly of President Carlisle, of the Saginaw Plate Glass works, and his treatment to them, which was of the best. Mr. Wood said excursionists so desiring would be shown through the factory and could see the wonderful work of making plate glass, which he reported highly interesting. He also spoke of the park, where almost any kind of amusement may be found from boating to vaudeville shows.

A long and very diverse discussion ensued. Lew McCarthar favored Chatham at first, but when he saw sentiment against it he cast his lot with the Saginaw boomers. W. D. Smith, Jr., and W. D. Brown wanted to go to Detroit, believing that more money could be made out of the excursion. Charles Wellman said as far as he was concerned he favored Lakeside Park, but he believed many wanted to go to Detroit. F. C. Wood moved that the outing be held at Saginaw. Phil Hoffman wanted the excursion held at South Park. J. T. Percival favored Saginaw and the ballot was cast giving Saginaw a majority of the votes. The date was left with the committee.

Heavy Tax on the Profits.

"It cost me just a trifle over \$600 to find out that trading stamps were a mighty poor proposition for my business," said a prominent Saginaw street merchant. "This expense covered a period of something less than a year, so you see it was a pretty heavy tax on our profits.

"I was advised when I discontinued that our customers would be able to get our line of goods elsewhere and could secure the stamps in addition and that we would surely suffer a great decrease of trade. I had concluded, however, that we could do business very nicely without paying tribute in this manner, which I felt was not giving our customers the best concession which we could arrange nor the best of the deal and consequently we cut off what I re-

garded as a great expenditure without adequate returns.

"As I had expected, we did not suffer any loss of trade; on the contrary, our trade continued to increase and the past year shows a remarkable growth over the preceding twelve months.

"We often found that little misunderstandings and differences arose regarding the stamps on accounts, etc., with the result that in addition to being a positive drain on our business they were a source of great annoyance and I am sure made enemies for our store in more ways than one.

"I have seen many schemes worked with the expectation that they would increase trade, but I believe the trading stamp to be the poorest one in the whole category and at the same time the most expensive one. I had rather give quality and bargains to my customers than to pay for stamps which are never redeemed, or for stamps to be traded for merchandise selected by someone else.

"I think the grocers who are dropping the stamps are showing their good judgment and will profit very largely by the movement, as will their customers also.

"The one thought of good goods and good prices will control all their efforts now and there will be no big payments for something which it is evident the dealers have found to be a big burden, and an unprofitable one for themselves or their customers."—Flint Journal.

Used Too Much Anise.

A Bangor correspondent writes as follows: A pretty good story is told on G. W. Jackson, a well-to-do hardware merchant of Shabbona, Ill., who, with his wife and daughter came to Lawrence for a visit, and to have a general good-time fishing. The first thing necessary in order to catch fish is to lay in a supply of anise oil and soak the worms with it before putting them on the hook. The fish will smell the anise and grab the worm eagerly. But unfortunately for Mr. Jackson the bottle of anise got spilled in his pocket, and proved a great attraction for bees, flies, mosquitoes, ants, devils darn-needles and, in fact, every insect for miles around was drawn toward Mr. Jackson. Dr. Haskin's honey bees left their native haunts and lingered in the vicinity of Mr. Jackson in such swarms that it was necessary to kill them off in great numbers to get rid of them, and the doctor is now talking of suing for damage. Mr. Jackson is also a friend of Albion Pattee and Hiram Morey, of Bangor, and had promised to come here before returning home, but out of respect for these people in not wishing to scent up their homes with the odorous oil and bring his army of bees and insects without seeing his Bangor friends. Al. and Hi. could certainly have shown him how to catch Michigan fish, but they don't use anise oil to attract them.

Larkin—Frank H. Burton is succeeded by H. Gray in general trade.

The Boys Behind the Counter.

Allegan—John C. Nicholson, of Muskegon, has taken charge of the dry goods store of Burrell Tripp.

Cheboygan—Wilbur L. Brown has resigned his position with C. E. Baker and gone to Bay City to take a position in the drug store of John P. Dolan.

Charlotte—Ralph Nye succeeds Fiske Bangs as clerk in the Collins drug store.

Allegan—C. W. Avery, pharmacist in Thompson & Grice's drug store, has gone to Bay City to take a position there. Leonard Pennock has taken his place.

It is expected that 200,000 will settle in Manitoba and the northwest provinces of Canada this year. Many of the immigrants who are now pouring into that region are young Englishmen who served in the British army during the South African war and on returning to England were unable to find employment.

Grove—The Ensley Creamery Co. has been organized with a capital stock of \$3,300 for the purpose of manufacturing creamery butter. Each of the three stockholders—Gilbert McCutcheon and Geo. F. Cook, of Grove, and Wm. H. Green, of Sand Lake—holds \$1,100 stock in the corporation.

Leroy—C. A. Warren, who has conducted a sawmill two miles south of this place for the past four years, has finished his cut and purchased a large tract of 1,200 acres, principally of hardwood, near Riverbank, to which location he will remove his plant.

Sherwood—James Swain, dealer in clothing here and at Bronson, is succeeded by Swain Bros.

Elwell—Frank E. Burton succeeds Isaac P. Taylor in general trade and the drug business.

Business Wants

BUSINESS CHANCES

FOR SALE—HOCKING VALLEY COAL lands, 70 acres, running 6,000 tons coal to acre. Opened ready for mining. Never been mined because never had shipping facilities until now. Fine chance to organize a company and operate mine whose prospects are just beginning. Write A. C. Henney, 66 West 10th ave., Columbus, Ohio. 525

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—SEVEN OIL WELLS; PRO- duction 500 barrels oil per day; fine property for basis for big stock company; lease perpetual; wells flowing. A. C. Henney, 66 W. 10th ave., Columbus, Ohio. 526

FOR SALE—MILL EQUIPPED FOR SAW- ing lumber, making baskets, berry crates, cider and jelly. The building can be wrecked and moved. Will sell for less than one third value. James Balfour, Sparta, Mich. 528

WANTED—A FACTORY BUILDING AND lot on railroad in Southern Michigan, as a bonus for locating an established business. Portable Forge & Engine Factory, Marcellus, Mich. 527

25 LOTS TO TRADE FOR STOCK OF GOODS in a good town in Lower Michigan. Must be clear and worth from \$1,500 to \$2,000. Address 524, care Michigan Tradesman. 524

WANTED—PARTY WHO CALLS ON dry goods trade to carry ladies' muslin underwear on commission. Kalamazoo Underwear Co., Kalamazoo, Mich. 460

BUSINESS HOUSES HANDLING UP-TO- date kitchen utensils sell Helling's Patent Pot Cover rapidly. They are wanted in every household. Send for price list; sample, 20 cents. U. S. Patent Pot Cover Co., 1303 Broadway, Alameda, Cal. 445

I HAVE SOME CITY REALTY. WILL trade for stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

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

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

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. R. Morehouse, Big Rapids, Mich. 369

FOR SALE CHEAP—ALL THE SIDE WALL and cross partition fixtures now in my drug store (about 80 feet); also two perfume or toilet goods cases and a sponge case. Will be ready for delivery not later than Oct. 1. B. Schrouder, 37 Monroe St., Grand Rapids, Mich. 457

FOR SALE—CLEAN, UP-TO-DATE HARD- ware and implement stock; will invoice between \$4,000 and \$5,000; yearly sales, \$15,000; 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

CIGAR SALESMAN—IN YOUR LOCALITY for city and country trade; experience unnecessary; \$50 per month and expenses; samples free; send for particulars. Pioneer Cigar Co., Dept. A., Toledo, Ohio. 529

WANTED—EXPERIENCED SHOE SALE- man. Give age, references and salary desired. Rosen Bros., Muskegon, Mich. 519

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 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 bid., Detroit, Mich. 492

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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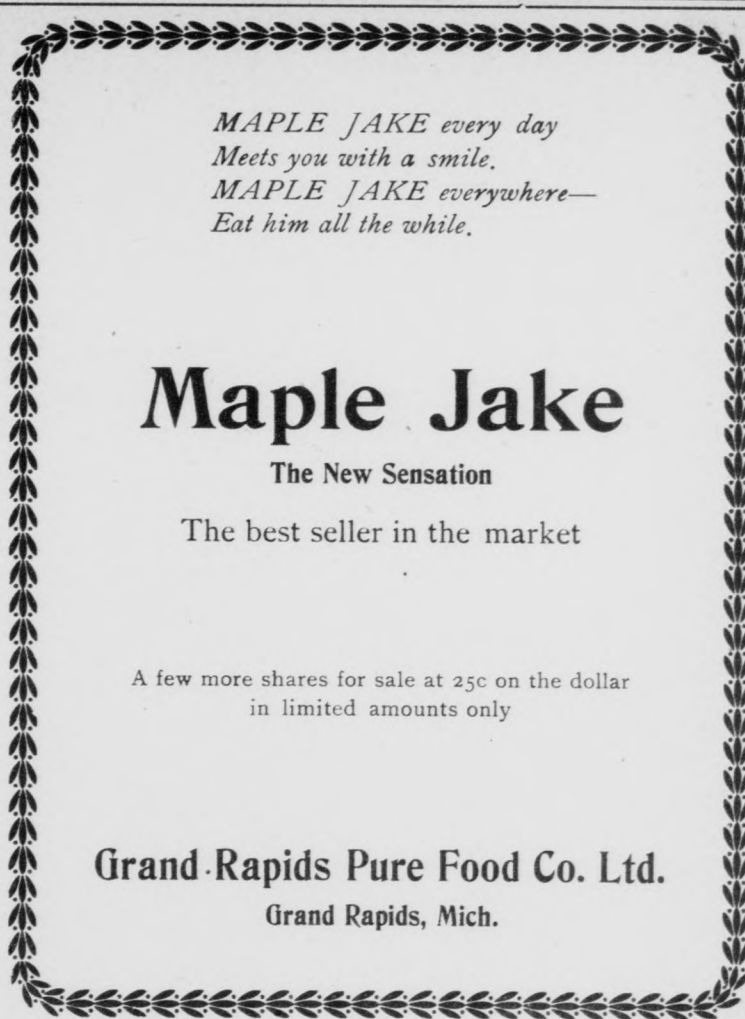
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