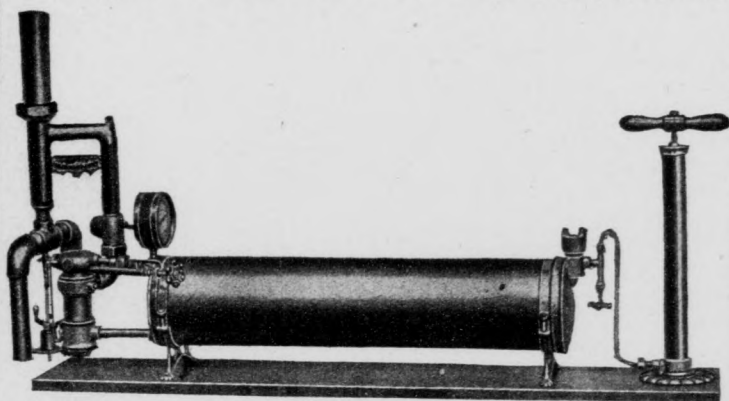


We Want Local Agents

Who are hustlers to sell

Safety Incandescent Gas Machines



Easy to operate and perfectly safe. Cut down light bills one-half or more and give a perfect, brilliant light. All machines guaranteed and our prices are right. Strongest testimonials as to the superiority of our machines.

Our special representative is now on the road and we will be pleased to have him call on you and give you a practical demonstration that will settle any doubts about the superiority of our gas machines. Territory is going fast. Interested parties should act quickly. Drop us a postal.

FRANK B. SHAFER & CO., Box 69, Northville, Mich.

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.

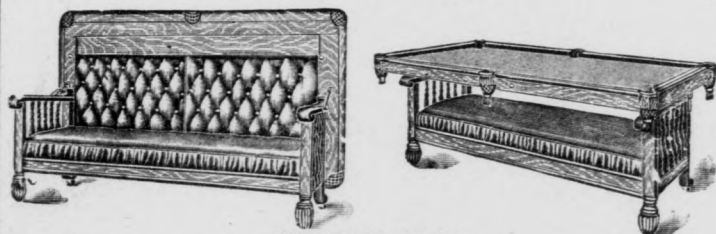
Grand Rapids Lithographing Co.

8-16 Lyon Street,
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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

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When you want to know things about bonds—choice ones—well secured . . . or about the stocks of local or out-of-town corporations, we will gladly get the facts for you.

It's very easy to ask us . . . our offices are so conveniently located.

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.

Sunlight

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

Walsh-DeRoo Milling Co.
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The Popular Ocean Wave Washers

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

Light
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Hand-
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Adjust-
able
to
High
or
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Speed

SOLD ONLY TO ONE DEALER IN EACH TOWN

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

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 convenient 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



Fruit
Flavor

Fruit
Flavor

This Is the Popular Flake Food

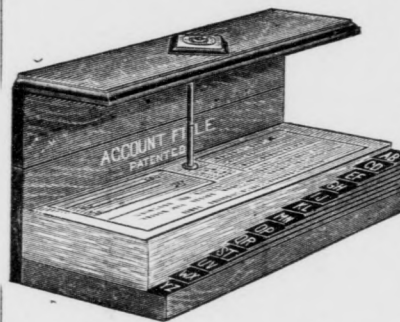
With the masses. Delicious, palatable, nourishing and economical. Liberal discounts to the trade. Order through your jobber. Write for free sample and particulars.

Globe Food Company, Limited

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

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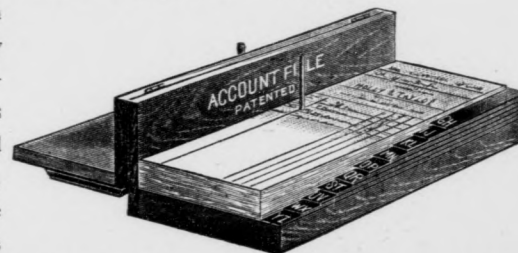


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger.

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 15, 1903.

Number 1034

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

CURRIE & FORSYTH.

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

IF YOU HAVE MONEY

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

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Battle Creek, Michigan

**We Buy and Sell
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BANKERS

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Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

WHY NOT BUY YOUR FALL LINE OF

CLOTHING

where you have an opportunity to make a good selection from 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
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Collection Department

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

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ACCORDING TO LAW.

A recent article in a popular monthly magazine in showing what a judge can do who is true to his trust says that in a certain part of our public domain at a certain point of its history "the court had been powerless to check crime or adequately to punish those brought to trial. Perjury was common; a feudal assassin laughed at the law with his clan behind him. Whisky sellers rode unharmed among the Indians in violation of the code and the treaties; horse thieves fled to safety in the Territory; and fugitive murderers intermarried in the tribes with impunity"—a condition of things a good many shades darker than what we are willing to admit as existing now; and yet from the almost daily record of mob violence going on among us it is easy to conclude either that society is in a worse condition than it was in the early days of the Territory or that the days of the "upright judge" are over.

Within the past six months there have been something like fifty lynchings in the United States, some of them marked by the greatest cruelty. The mob at Wilmington almost brought on a race war and was followed by the killing and wounding of several. An attempted lynching at Evansville, Ind., has resulted in the death of several persons and made necessary the ordering out of the militia. Feudal warfare has made living precarious in certain sections of the country—all of which is leading bravely up to the conjecture that "even-handed justice" is needed to impress upon American citizens the duty of dealing promptly and firmly with these outbreaks of popular passion.

In this prevalence of lawlessness the recent declaration of Secretary

Moody that the remedy for any wrong should be sought under the law and in the courts which represent the majority of the people's will is strongly to the point. Any departure from this sound principle in any part of the land is a contempt not only of the courts themselves, but of the people who have created the courts. Mob violence he denounces as putting every man's rights to the doubtful determination of men influenced by passionate resentment and made mad by the thirst for vengeance. "Let this people," he says, "whose government has been called a government of laws and not of men, place upon those who hold themselves above the law and wiser than the law the seal of their condemnation." The wisdom of this counsel cannot be questioned. The people of the United States can afford to give no toleration to lawlessness. Every resource of the government must be resorted to to punish unsparingly those who set the law at defiance and violently usurp the authority of those charged with the execution of the laws. Anything less than this will result in such a general disregard of law that there will be nowhere that security of life and that assurance of social peace and order which the people of this country believe they have to a greater degree than those of any other country.

It is going to do no good now for one section of the country to point to another section as the hotbed of lawlessness. It is little to the purpose that there is to-day a well-defined issue between the North and South in regard to the rights of the black man. He may or he may not be guilty of the heinous charges against him; but the fact is clear that it is not according to law without judge or jury to hang him to the nearest lamp-post or burn him to death after soaking him with kerosene. It is much in evidence that we need to-day, not in the Indian Territory, a judge who will teach the people "that they must rely upon the law and upon its enforcement for their protection and not upon that spirit that causes people to degenerate into a mob and become criminals themselves in order to seek protection." Let that idea be fearlessly carried out from this time on and there will cease to be this widespread disrespect for law and order that is becoming more and more menacing to public peace and order. Of this we may be sure: If this spirit of lawlessness be not repressed there cannot fail to follow consequences of the gravest character, and it behooves those in authority, wherever and whenever it may be manifested, to deal with it rigorously and decisively.

GENERAL TRADE REVIEW.

The record is of another week of unsatisfactory speculative conditions with less of interruption to the course of industry than can be accounted for by the usual mid-summer season of shut-downs for repairs and inventory. The theory that over capitalization in the great corporations lies at the base of much of the difficulty is being confirmed in that the most serious declines are being led by these interests. It is a matter of much conjecture as to why heavy blocks of New York Central and the steel shares should be offered at the lowest prices for years. It would seem as though the answer should be sought in the fact that many of the great holders of these properties are loaded up also with others that are even more affected by over capitalization than these are. It is by no means to be expected that only the more precarious properties must suffer, for those forced to sell must needs use such as can be realized. Of course it is bad enough that legitimate enterprises must suffer through the effects of the more risky speculations, but as long as the actual industries pursue their even course there is reason for congratulation.

The most serious effects of the recent strike mania, taking the country over, are seen in the building trades. In spite of high prices for lumber and materials and high wage rates the season opened with an unprecedented prospect of building activity. The many great strikes and lock-outs not only in the great cities, but all over the country, have arrested a very considerable proportion of such undertakings and yet there is a degree of activity that keeps prices up and in many localities building is being pushed to the utmost. It is interesting to conjecture as to what it would have been if there had been the usual amount of labor agitation.

Lower quotations in iron and steel products give assurance that that branch of industry will be kept on a basis of healthy activity. Textiles are still unsatisfactory on account of abnormal price conditions, while footwear pursues its even course of record-breaking activity.

A pair of women's shoes made in Lynn, Mass., to establish a record for rapid shoemaking, required fifty-seven operations and the use of forty-two machines and one hundred pieces. All these parts were assembled and made into a graceful pair of shoes, ready to wear, in thirteen minutes.

American machinery for sinking wells is in demand in all foreign oil fields.

SUCCESS A SCIENCE.

Depends On the Individual and His Energy.

Written for the Tradesman.

As we come to the years of understanding and responsibility we find ourselves in a world where the prizes and rewards of labor are very unequally distributed. We look about and see a portion of our fellow beings revelling in plenty and luxury and another portion grovelling in poverty and misery.

Since the laws of nature are perfectly impartial in their operation, why are not all alike successful and happy? What makes the difference between the two classes mentioned?

The answers to these questions are many and various and before calling the reader's attention to them it might perhaps be allowable to say a few words concerning one cause of failure which has been brought repeatedly to notice in numerous cases and that is the fact that much of the failure in commercial and professional life is due to want of preparation. "Sidetracked by ignorance, for the lack of a little more preparation" would be a fitting epitaph over the grave of many a failure. In every department of endeavor, we find men obliged to stop just this side of their laurels because they did not follow the main track of thorough preparation in their youth.

In the patent office at Washington one is impressed by the great number of inventions that are practically useless simply because of the patentee's ignorance. While he had inventive ability, he did not possess the technical knowledge which would have enabled him to take the next step needed to make his idea successful. Had he not cut his schooling short, he would not have been obliged to stop at the critical point while an Edison or a Tesla took the next step and gained a fortune.

Neither are we bereft of half-trained medical men who leave their patients' limbs out of joint; and the same kind of lawyers stumble through their cases and make their clients pay for experience the law school should have given. The shifts to cover up ignorance and the constant trembling lest some blunder should expose one's ignorance are pitiable.

We are living in a fast age. Everybody is in a hurry. Buildings are rushed up, everything is "made to sell." Some years ago, a high granite block was built in Boston. When it was completed, it was considered one of the best blocks in the city. To all appearance it was as lasting as the granite of which it was built. Tenants were numerous. The builders had the utmost faith in it. They could "pile it full of pig lead." But, alas, before they could half fill it with goods it went down, filling the street with stones, bricks, broken timbers and bales of goods, and several persons lost their lives. Why did it fall? Down in the cellar was a few feet of an old wall. To save a few dollars it was left; and when the enormous weight of the structure commenced to bear upon it, it could not stand the

pressure and the entire block fell in ruins. A hundred or two hundred dollars' worth of work saved in the foundation was over a hundred thousand dollars loss in the end; and that was a trifle in comparison with the lives sacrificed which no money could replace.

"Can't wait" is characteristic of the century. We can't wait for a high school, much less a college education. The boy can't wait to become a youth, nor the youth to become a man. The electric atmosphere of the American business world makes our young people impatient. They want to fly before they can even walk well. Many an American youth is willing to stumble through life half prepared for his work; and then he blames some one else because he is a failure. Trades are adopted, not acquired—adopted at the suggestion of fancied ability. No wonder so many do poor feverish work, break down in middle life and die of old age in the forties.

The man of medium skill depends upon fortunate conditions for success. He cannot command it nor keep it. The trained man has all the advantages on his side. The untrained man invites all the tragic possibilities of failure. In short, we choose a pursuit which we think will enable us to shirk labor and then shirk the necessary preparation to win success in it. What led Ben Franklin from a printer's press to the courts of kings? Brain developed in accordance with the maxim, "Make haste slowly." What brought Abe Lincoln from the swamps of Illinois to the White House? Brain developed in accordance with the maxim, "Haste not, rest not." Getting along too fast is frequently just as injurious as getting on too slowly.

A young man between 20 and 25 must be patient because during this time a man acquires rather than achieves. It is the learning period of life, the experience-gaining time. The first years of business or professional life are primarily years of education. If he is a professional man let him demonstrate his honesty as well as his ability and there will be no danger that his shingle will be sticking out longer than he does, to say nothing of the possibility of retiring on a competence before old age arrives. Opportunities will come fast enough if he prove himself worthy of them.

I have a deal of sympathy for the young man in business between the ages of 20 and 25. There is not a more trying point in his life. No matter how much older his judgment is than his years, he cannot overcome the prejudice of many against the judgment of men younger than 25 or 30. At the same time, it is the experience of most business men that whenever they arrived at a point when they were thoroughly prepared to go up higher the door to a higher place was swung back for them to enter.

The whole secret of success is to see things as they are and do things as they should be done. Education and refinement, though always desirable, will not alone secure success. The learned theological professor

who, wishing to dispose of the limb of a tree that shaded his study-window, mounted and sat astride the branch, sawing between himself and the giant trunk until limb and professor came sprawling to the ground, and the eminent author, himself a living walking encyclopedia, who, being sent to the pasture for a cow which his good wife had purchased in his absence, drove home a stately ox are representatives of a class of men who are educated in one direction only, while to the rest of life they are strangers. How trifling a part of knowledge is law or physic, what a bare trifle is a university education compared with what the recipient ought to know! Success is a science, it is the final test of merit, and depends for the most part upon the individual and the application of his energy to intelligence and integrity.

Thomas A. Major.

Manistee, Mich.

Why She Worried.

Host—My wife is worrying about there being thirteen at the table tonight.

Guest—Superstitious, eh?

Host—No; she has only a dozen silver knives and forks.

Her Finish.

Towne—So he has married Miss Strongmind. She's the boss of the ranch, of course.

Browne—Yes, but it won't last long. They're going to engage a servant girl.

The shrinking of woolen goods is caused by the felting quality of the woolen fibers, each of which is possessed of beard or slanting saw teeth which favor forward movement but forbid retreat.

Courage without discretion is a ram with horns at both ends: He has more fights on hand than he can attend to.

Grand Rap'ds Awning Com'y

Davis & Rowison, Proprietors



AWNINGS, TENTS and FLAGS

Horse and Wagon Covers, Seat Shades, Umbrellas, Etc.

Cit. Phone 1466
27 Huron Street, GRAND RAPIDS

QUICK MEAL

Gas, Gasoline, Wickless Stoves And Steel Ranges

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

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Phone 1350

Grand Rapids, Mich.

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SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
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INVOICE RECORD OR BILL BOOK

So double pages, registers 2,850
invoices.....\$2 00

Tradesman Company
Grand Rapids, Mich.

WOULDN'T THAT JAR YOU?

A QUART MASON FRUIT JAR
FILLED WITH THEFINEST TABLE SALT
ON EARTH--For 10c

Purity Guaranteed Will Not Get Hard

ASK YOUR GROCER

MANUFACTURED ONLY BY

THE DETROIT SALT CO.

Detroit, Mich.

"YOU SAVE THE
JAR FOR FRUIT."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

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.

Money Saved Better Than New Money Earned.

Keep close tab on the business. Too many merchants know too little about their books.

Too many keep no books at all. They think they keep books. They fool themselves worse.

But a few days ago a retail merchant doing business in a good Northwestern town made a statement to a mercantile agency showing him to be worth over \$8,000.

He really thought himself worth that amount.

When he came to figure it out in detail he did not have over \$3,000 he could call his own.

Hundreds of merchants in the Northwest know no more about their own financial condition than this man.

There is too much guess work.

The merchant lumps it off at the end of the year after he has taken a second rate invoice of stock on hand.

In a Montana town is a bright young merchant who began business eight years ago on a very small capital.

He now has an annual business of \$50,000, but it is temporarily, at least, out of his hands.

He supposed he was doing well until a credit man arrived and figured out to him where he needed a guardian. The trustee is now in charge.

Doing business is not the sum total of money making.

There must be something left. That something left, and how much it is, are the points on which the average retail merchant fails to land accurately.

The first essential is a good set of books with accounts carefully kept. The next is an understanding of what those accounts mean.

For instance, if the merchandise account shows a difference between goods bought and goods sold of 20 per cent., and the expense account shows that it is costing the merchant 20 per cent. to do business, something is wrong.

One account shows that 20 per cent. is his gross profit. Another shows that he is spending 20 per cent. to do business. How much money is he making?

Easily calculated. The rapid calculator would calculate that man out of business in about 20 seconds.

Suppose the merchant invests \$200 in advertising. How does he know whether it paid?

No way of telling exactly in the small town, but there is a way in the larger place. The merchant in the larger town too frequently fails to check up these returns.

The merchant in the smaller town can get some idea by advertising certain lines of goods and watching his increase of business on those lines. He should make the effort to get even his advertising investment down to a systematic basis.

Did a certain department pay last year?

Not one merchant in ten can tell. The merchant did not make as

much money as he thought he had last year. Where did he fall down? He can not tell.

It should be on the books. All of it.

This means more time on the books, but if it saves money, what of it? Money saved is easier profit than new money earned, although both amount to the same thing.—Commercial Bulletin.

She Wanted Some Change.

The men and women who bring checks to the bank to be cashed or large bills to be exchanged cause no end of annoyance to the teller at times.

The other day the following might have been heard in one of the Grand Rapids banks, when a middle aged woman presented a check for \$100 and asked that it be cashed.

"How will you have it?" asked the teller.

"Oh, you might give me some large bills."

The teller grasped a bunch of greenbacks and began to count rapidly. He got a good start, when the woman interrupted him with:

"You might give me a few small bills and some change, if you will, please."

The interruption served to throw the teller off in his count, so he picked up some more money and began to count all over again. When he had finished he pushed the money through the window toward the customer, who backed up and exclaimed:

"Is this intended for me!"

"Yes."

"Why, what am I going to do with all this change?"

"I understood you to say that you wanted some change."

"I do, but I can't get all this in my purse."

The money was drawn back again, and the teller redistributed the money until he had only three \$20 bills in his hand.

"Here are three twenties," he began. "Want any tens?"

"Yes."

There was a rustle of the bills, and he announced: "Three tens. Want a five?"

"Yes, I might use it."

"Or would you rather have some twos and some ones?"

"Let's see. How much have you there?"

"Three twenties, three tens"—

"Oh, two twenties will be enough and four or five tens, some fives and some change."

The teller began a recount on this basis.

"Hold on," she interrupted. "That will make such a wad that I can't get it in my pocket."

The teller was off in his count again, and rested. He took a deep breath and looked around hopelessly, but recovering his courage he began again:

"How would three twenties and three tens do?"

"Let's see; that's \$80?"

"No, that's \$90."

"Oh, all right."

"Now, do you want some twos?"

"Yes."

"Well, there are three twos. Now, do you want some change? Some silver?"

"Yes."

"Some halves and quarters; some five-cent pieces and some ten-cent pieces?"

"Oh, they might come handy."

"Well, how many do you want?"

"Oh, five dollars' worth." Then, as she got her money she exclaimed: "Oh, this is too heavy. And look, it's sliding all over."

The teller took back some of the money, gave her some more small bills, and reached around her to get the bankbook of another patron who had been watching the deal. The woman, left to herself, gathered up her handkerchief, gloves, purse, some letters, a newspaper, and crowded them under her arms, while with both hands full of bills and silver she moved toward the door of the bank trying to count her money.

"Oh, that's nothing," groaned the teller, as he counted the amount of the newcomer's deposit, "we get it worse than that sometimes."

Electrons are actual particles of matter, so infinitely small that a microscope with one million times the capacity of the most powerful instrument now in existence could not discover them.


The Swearing "Feeling."

A good cure for profanity was the lesson to an adoring papa that was unconsciously taught by his dainty, flaxen-haired daughter the other day. She was playing with her dolls by the window in the library and he was busy with his newspaper, when his ear was shocked by the most horrid expletives, coming from the rosy Cupid's-bow of a mouth. The paper dropped suddenly, and sternly he said:

"My daughter, never let me hear you use such words again!" all the while realizing that he was the source of her hideous knowledge.

"But, papa," said she, "what may I say when I feel like that?"

If some men were left J. D. Rockefeller's money they would acquire his stomach.



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

They Save Time


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Get our Latest Prices

Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.
MANUFACTURERS, IMPORTERS AND JOBBERS
OF GAS AND GASOLINE SUNDRIES
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**WALL CASES,
COUNTERS,
SHELVING,
ETC., ETC.**

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**Drug Store Fixtures
a Specialty**

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Grand Rapids, Michigan



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CREAM
FLAKES

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

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

Around the State

Movements of Merchants.

Detroit—The Gehlert Coffee Co. succeeds Gould & Gehert in the coffee and spice business.

South Haven—The E. W. Edgerton Co. has purchased the stock of the South Haven Grocery Co.

Cedar Run—D. G. Shorter has sold his general stock and leased his store building to Orsen Lapham.

Paw Paw—David Cooley, of Dowagiac has purchased the grocery stock and bakery of S. A. D. Lynn.

Lyons—Kurson Bros., of Detroit, have leased a store building and on August 15 will open up with a clothing stock.

Bronson—Geo. DeWitt, formerly of Sherwood, has engaged in the furniture and undertaking business at this place.

Saginaw—The Smart & Fox Co., jobber of groceries and drugs, has increased its capital stock from \$100,000 to \$150,000.

Calumet—Sivert Olson has taken his brother, Ole Olson, into partnership in the furniture business. The new style is Sivert Olson & Co.

Battle Creek—Fred J. Haigh has associated himself with his brother, Geo. C. Haigh, in the fuel and grain business at 70 Jefferson avenue.

Fenton—Cole Bros., of Flint, have purchased the New York Racket store of W. E. Case, who will devote his entire attention to his factory business.

Eaton Rapids—John T. Hall has sold his agricultural implement stock to his brother Hugh, who will be associated with L. B. Darling under the style of Hall & Darling.

Kalamazoo—A. L. Flexner, M. B. Flexner and Bertha Flexner, who are engaged in the general merchandise business, have formed a stock company with a capital stock of \$20,000.

Lake Linden—Morris Levine, for many years engaged in the dry goods and clothing business at this place, is closing out his stock and will remove to Houghton and engage in the department store business.

Detroit—The Miles & Miller Co. has been organized with a capital stock of \$7,500 to operate a business college. The stockholders are Henrietta Miles, 399 shares; H. A. Miller, 350 shares, and J. J. McKay, 1 share.

Litchfield—Norris & Whittaker, tinners, have dissolved partnership, Mr. Whittaker purchasing the interest of his partner, and afterwards selling the tin shop outfit to R. J. Shattuck & Co. and retaining the pump business.

Ontonagon—J. Manson, who recently sold his general stock and store building at Chassell to the Worcester Lumber Co., has removed to this place and engaged in the dry goods, clothing, hat and cap and shoe business in a store building, 22x60 feet in dimensions.

Colon—Local merchants believe in the charms of music to draw business as well as to soothe the savage breast, as the poet has it. They have subscribed money enough to build a bandstand and will pay the local

band \$20 a week to give open air concerts on the streets.

Traverse City—The Hannah & Lay Co., which owns Park Place hotel and the flouring mill, has declared a dividend of 10 per cent. The following officers were re-elected: President, Perry Hannah; Vice-President, A. Tracy Lay; Treasurer, J. T. Hannah; Secretary, Samuel Garland.

North Lansing—The grocers of North Lansing intend to form a combine for the delivery of their goods and to discard their individual wagons. At a meeting held last week, Charles Reck and William B. Vetter were appointed a committee to investigate the matter and presumably a contract will be given for a delivery service for all the firms.

Calumet—It is not unlikely that Charles P. Barette, the Calumet tailor who left creditors in the lurch about a month ago, will ever return to this region. Through his brother at Minneapolis he recently notified his creditors, including many who had paid for suits of clothes that they did not get and numerous members of "suit clubs," that he would like to return to Calumet and settle with them for fifty cents on the dollar. His brother was told that the offer could not be accepted. The creditors will be patient and some day they hope to land on Barette pretty hard.

Manufacturing Matters.

Saginaw—The Valley Paper Co., Limited, succeed the Saginaw Novelty & Mask Co.

Drenthe—The Drenthe Canning Co. has increased its capital stock from \$12,000 to \$15,000.

Menominee—The A. Spies Lumber & Cedar Co. has increased its capital stock from \$150,000 to \$200,000.

Martin—The capital stock of the Martin Creamery Co. has been increased from \$1,800 to \$3,000.

Monroe—The style of J. K. Wilder & Sons, manufacturers of agricultural implements, has been changed to the Wilder-Strong Implement Co.

Buchanan—Breen & Barnhurst have established the Duster Co. to manufacture turkey and ostrich feather dusters. The concern will furnish employment for a number of hands.

Detroit—The Michigan Safe Co. has been organized with a capital stock of \$10,000. The shareholders are E. W. Sprague, 200 shares; T. R. Jones, 200 shares, and W. M. Hull, 200 shares.

Rochester—The Ewell Plastic Post Co. is the style of a new enterprise at this place. The company is capitalized at \$5,000, and is held equally by Hiram Tuttle, A. P. Robinson, H. P. Ewell and J. N. Ewell.

Sebewaing—Chas. W. Liken, Secretary of John C. Liken & Co., elevator and grist mill operators at this place, is organizing a new food company with a capital stock of \$200,000. The name of the new product has not yet been decided upon.

Lansing—C. L. Kneeland has retired from the Crystal Creamery Co., having sold his interest to Chas. P. Downey, who with G. W. Renyx are

now the owners of the business. The company will increase its capital stock on August 1 from \$53,000 to \$75,000.

Detroit—The Michigan Pencil Machine Co. has been organized with a capital stock of \$25,000, for the purpose of leasing the Wassar pencil machines. The stockholders are A. E. Duffy, 103 shares; Frank F. Tol-lotson, 1 share, and John M. Corbin, 1 share.

Detroit—The Michigan Brass & Iron Works, located in Springwells, the old Galvin Brass & Iron Works, has been sold to C. W. Thomas, of the Roe Stephens Manufacturing Co., for \$331,000. Mr. Thomas says the new company will not be merged with the Roe Stephens Manufacturing Co.

Lansing—A new company has been formed at this place under the style of the National Electro-Coil Co. to engage in the manufacture of electrical apparatus. The authorized capital stock is \$20,000, held as follows: R. E. Olds, 1,250 shares; E. P. Jinney, 300 shares, and F. E. Church, 450 shares.

Frankenmuth—Lorenz Hubinger, who for many years has operated the Star of the West flouring mill, has sold the same to a stock company which will continue the business under the style of the Star of the West Milling Co. The directors of the new company are J. Adam List, John T. Hubinger, Jr., Peter Schluckebier, John Galsterer and Paul Gugel.

Detroit—The Northwest Cigar Manufacturing Co. has filed articles of association with the county clerk, with a capital stock of \$10,000, all of which is paid in. The incorporators and the number of shares of stock held by each are as follows: Allen V. Williamson, 423; Frank M. Roach, 423; John J. Keegan, 90; Peter M. Mohaske, 64.

The Wholesale Merchants' Association of the Grand Rapids Board of Trade has petitioned the Michigan Railway Association to grant a one and one-third rate from all points in the Lower Peninsula and Northern Ohio and Indiana to Grand Rapids the first week in September. The request will be acted upon at a meeting of general passenger agents on July 16.

Wm. H. Goodyear, the Hastings druggist, is spending a month at Atlantic City. He is accompanied by his wife.

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.

Sugars—The raw sugar market continues firm. The general feeling is somewhat better and there are indications of an advance in prices. There is already a wide difference between the prices of raw and refined sugars and the advance of refined during the past week increased it. It is also usual for the raw sugar market to be influenced by the refined market, and business has improved greatly in refined during this week, bringing about the advance in price noted below. This increased demand has been due largely to the weather. In warm weather the demand for refined sugars is always greatly increased by reason of the heavier consumption. The American and Howell advanced their prices ten points and Arbuckle five points, and it is reported that refiners are getting badly oversold. The difference in price of five points between bags and barrels in favor of bags has resulted in an enormous increase in the sale of bag sugar. It is believed that present prices are bottom for the summer months and no cut in price is looked for in the near future.

Canned Goods—General conditions in the canned goods market have been very encouraging for those who have any stocks to dispose of, for buyers all over the country are in want of many lines of canned goods. There is practically no change in the tomato situation, prices showing no change and stocks very short. The weather will have a great deal to do with the outcome of the crop and the next few weeks will be very anxious ones for some packers. It is generally believed that the new pack will not be very large, and coming on a practically bare market will have the tendency to keep prices up well and possibly cause an advance. Corn continues very firm with good demand, and with three or four months ahead of us before marketing the new pack, the chances are that prices will advance 10c per dozen over those ruling to-day. Crop reports were still of a character to discourage increased sales and packers refused further orders. It is estimated that the pack of peas in Indiana will not be over 65 per cent. of the average crop. It is a little too early to figure carefully on the Wisconsin pack, but a considerable shortage is anticipated. There continues a good demand for peaches and gallon apples, but the recent heavy sales have cleaned up almost everything in sight and what little stock is on hand is very firmly held. The new pack of small fruits is so short and has met with such a demand that packers have been obliged to withdraw from the market on some lines, having sold all they could possibly pack, as the fresh fruit is so difficult to obtain. Advices from the coast indicate that there has been a better run of salmon in some localities. Holders feel confident of the continued firmness of cheap grades resulting in better prices later. The failing to pack as many as

last year will hold prices up. Present indications point to a light pack in all the cheap grades. Lobster packing in Maine has been a failure so far this season, the cold stormy weather of June preventing the usual pack. Reports from the sardine packers are very discouraging. The pack is far behind that of any previous season. From May 10 to the first of July for the season of 1902 the Eastport district packed about 160,000 cases. So far as can be learned at the present time the pack for the same period in 1903 was less than 55,000 cases. The old pack of 1902 goods, $\frac{1}{4}$ oils, is practically cleaned up, and the same applies to the $\frac{3}{4}$ mustards. The demand is fully equal to that of the past seasons. Under the circumstances the situation in general is very firm and will probably remain so.

Dried Fruit—The situation as regards dried fruits is an entirely novel one for this time of the year. Usually we look for only a little trade during the months of June and July, but this year has proved an exception to the rule. The consumptive demand seems to have been heavier during the month of June than in any previous month of the year, and at this writing still continues. Probably two-thirds of the goods that were placed in cold storage during May with the expectation of carrying them over until next fall have been withdrawn for consumption; the natural result has been a firm feeling in everything in the dried fruit line and a continuation of the present demand for a few weeks more will about clean up everything now held here. The demand for prunes during the past week has been very good indeed and at full prices. Stocks are moving out rapidly, and not much will be carried over, if any. Raisins are rather quiet compared to prunes, but business is very satisfactory for this season of the year. Currants also continue in very good demand with no change in price, but with a very firm feeling. Peaches and apricots are rather quiet, but not much trade on these articles is expected at this time of the year, particularly on peaches, which never meet with a very heavy demand in this section. Figs attract some attention owing to the probability that the crop will be short. There is some little demand for dates, but it is probably only temporary as very few of these goods are sold during the warm weather. Evaporated apples continue in fair demand, but buyers are on the lookout for something cheap, while holders are firm in their views and so not a very large business results.

Rice—The demand for rice is good and there is a tendency to steadily advance prices. This is being done largely by changing the grade and hence does not always appear in the stated quotations of fixed grades. Rice, which is ordinary to-day, may be fair a few days later, as the stocks become exhausted. All sales are being made at full prices.

Molasses and Syrups—The market for molasses continues dull and neglected. Prices are well maintained,

however, and dealers are not overly anxious to dispose of their stocks, which are limited. In sympathy with the strong corn situation the market for corn syrup continues very firm, but with no change in price.

Fish—The fish market continues very firm with codfish and mackerel meeting with a good demand at full prices. Reports of the mackerel catch are discouraging, and it looks as though high prices would rule this season as the catch will be so short.

Nuts—There is very little doing in nuts except in peanuts, for which there is a very good trade at unchanged prices.

The Produce Market.

Apples—Red Junes from Tennessee and Illinois command \$1.50 per box.

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—Home grown is now in market, commanding 40@50c per doz.

Carrots—15c per doz.

Celery—20c per bunch. The quality is superb.

Cherries—Sour fetch \$1.25 per 16 qt. crate. Sweet command \$3.50 per bu. The latter are not keeping well this year.

Cocoanuts—\$4 per sack.

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

Eggs—Lower prices are expected to prevail in consequence of the deterioration of quality resulting from the hot weather. Local handlers hold candled at 15@16c and case count at 13@14c.

Figs—9c per 10 lb. box of California.

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

Green Peas—80@90c. per bu. for home grown.

Honey—New white is beginning to arrive on a basis of 12 $\frac{1}{2}$ c.

Lemons—The hot weather forced the price upward, Californias advancing to \$4.50 and Messinas to \$5.25 per box.

Lettuce—Leaf, 60c per bu.; head, 75c per bu.

Onions—Louisianas in 65lb. sacks, \$1.75. Californias in 90 lb. sacks, \$2.25; Kentucky, \$2.75 per bbl.

Oranges—California late Valencias, \$4@4.50. Mediterranean Sweets, \$3.25@3.50.

Pieplant—\$1 per 50 lb. box.

Potatoes—There is no demand for old. New home-grown are now in ample supply to meet local requirements, moving on the basis of 75c per bu.

Poultry—Receipts are about equal to the demand. Local dealers pay as follows for live fowls: Spring broilers, 14@15c; yearling chickens, 9@10c; old fowls, 8@9c; white spring ducks, 10@12c; 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—75c per 4 basket crate. Turnips—20c per doz.

Watermelons—20@30c for Georgia.

Wax Beans—60@75c per bu.

Whortleberries—\$2@2.25 per bu. Receipts are large and quality fairly good.

Hides, Pelts, Tallow and Wool.

The country hide market is quiet; in fact, nothing is doing on account of strikes among cellar men and tanners. The hide circle of Chicago is closed, awaiting cellar men to show their hand. No purchases, no sales and none offering, no prices to quote. Tanners who are running are not anxious, as their margins are small at best, and look for lower prices.

The pelt market is light. Offerings are small on a good demand.

The tallow market is sick, badly slumped off in price, with an accumulation of stock. The lard decline will depress the market still more. Beef fats that went into oleo have been converted into tallow. Off grades of oleo have been put into soap stock and edible has gone the same way. Lower prices for tallow and greases are looked for.

Wool is without change. The buyers who put it at a high point have dropped out, awaiting the outcome. Lots are strongly held in the State, with over half the season's clip gone. Prices are some higher at seaboard, with little doing. Wm. T. Hess.

The owners of the Reliable Tea Co., at 31 West Bridge street, have merged the business into a co-partnership association under the style of the Reliable Tea Co., Ltd. Aage Anderson holds 148 shares; Jorgen Johansen and Severin Amentorp, both of Chicago, hold 94 shares each, and B. M. Corwin holds 4 shares—the total capital stock being 6,000 shares, one-half subscribed and paid in—\$110 in cash and \$2,890 in merchandise.

Horace D. Shields, Secretary and Treasurer of the Sherwood Hall Co., Ltd., has gone to Atlantic City to attend the annual meeting of the National Saddlery Hardware Association. He will visit friends and relatives at his old home at Gettysburg, Pa., on his way home. He expects to be absent about two weeks—which is a long vacation for him.

C. D. Crittenden surprised his friends—and himself—by knocking off work for ten days and taking a trip to Boston with the school teachers. He was accompanied by his wife.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

Possibilities of Summer Comfort Without Leaving Home.

The time has come now to leave home. No matter where you live or how, it is time to migrate. It is not possible to get either comfort, health or pleasure in anybody's own home in July and August, as everybody American born and bred knows full well. Perhaps you have a big, roomy house, with great, well-ventilated rooms, wide halls and fifty or a hundred feet of veranda. You may have every fly and mosquito shut out and kept out; you may have big porcelain-lined or marble bathtubs, and all the ice that any man or woman not an Eskimo need want; you may have an artist for a cook; may have plenty of well-trained servants; may have electric fans to keep the oxygen in your vicinity stirring always. Then you might—I am not offering it as advice; I am simply saying that it would be in your power—you might get ready for a summer outing of a month or two or three months, as you chose; an outing as far away as your veranda, if you measure the distance by feet, and as far away as Mackinac and Petoskey if you measure it in rest and recreation.

For a veranda outing there are conditions, of course, the first being that you must have a veranda, a wide one, a shadable one, and when I say shadable I mean shadable at all hours of the day, from the direct rays of the sun and its rays reflected from earth or wall. Adjustable, dark green split bamboo curtains are the best mediums for shading purposes. Then you would have to have an immaculate floor, a sprinkleable floor with removable rugs, if you chose. For the furnishing of the veranda there would be plenty of easy chairs and cool couches and plenty of cotton or linen, washable-covered, usable pillows to pile on couches and hammocks and chairs and floor; pillows that were really usable for any tired head or back or feet. There would be a table for writing notes and social letters and a very concise business letter or two; another table with all the light summer literature procurable, all the midsummer magazines, all the daily home papers, because, of course, you would want the daily news from home while you were away from home, and you must have the best of new novels that there had not been time to read before you left home. There would be a table for cards, for tea, for cool drinks, in clinking, misty, frosty-looking glasses, but never a table for work, and as for a sewing machine or a typewriter, why, they must be bundled away in disgrace, if by a big mistake they find their way to the veranda. It is a great disgrace to work on a veranda outing, for it is for rest and recreation only, just as absolutely as any other outing is.

There might be, as an addendum to the veranda, a house. That is scarcely a necessity; it is a luxurious sort of annex. It must be a house with only a bare quota of bedrooms and with all the other bedrooms shut up tight; a house with a cool, airy lounging room, a possible dining

room and all the other living rooms shut up tight; a house without a single carpet or heavy rug in sight; a house with hardwood floors or refreshing-looking green and white mattings, with cool iron beds, with fluttering muslin curtains at the windows, with wicker chairs and couches, with a few water-color pastoral scenes, just a scant sprinkling of them on the walls, with very little furniture of any kind, but with plenty of room and all the oxygen procurable, with nothing to impede the breath or to catch dust, with a pot of plummy ferns here, a palm there, here a vase of asparagus and yonder one of fresh white daisies, with a crystal globe of gold-fish, with one engraving of a snow scene, with no library open to tempt studious-minded people, with no dictionary but an abridged one.

The veranda and the house made ready it would be the wisest of ideas to have it announced in the society columns of the daily papers that you were gone, and where you were gone to spend the summer. It would not be an outing, of course, if you had to visit or receive visitors, but it would be a queer sort of outing if you did not see anybody but yourselves, so there would be all the nice neighbors that were taking veranda outings, with the friends that they and you had gathered to share a day or a week or month of the outing, there would be plenty of nice people to occupy the hammocks and chairs and the balusters and the steps of the veranda, and in the evenings there would be impromptu card parties and musicals; in the daytime there would be excursions to places you had never seen or that you wanted to see again; but never any receiving, never a single unbreakable engagement at any hour of the twenty-four.

For the menus of a veranda outing there must be all the fresh fruit and melons and tomatoes and cucumbers and green, crisp salads, all the milk, all the cool dishes that you could not get on any other outing. You would have to pay your servants something extra to be good during the heated term. To be good would mean to keep the easily kept rooms clean; to get you very light breakfasts and mid-day dinners and early, cold suppers; to have every dish well prepared and very daintily served; to keep the hot air shut out of the house all day and let in the cool air at night; to sprinkle the lawn in the late afternoons; to spray the veranda; to deluge the sidewalk; to turn the hose on the sides and the roof of the house; to water the grass.

All this costs money, a good deal more money than if you stayed at home and kept up your usual occupations, you think. Well, yes, leaving out the doctor's bills you would have to pay if you stayed at home and worked, perhaps it would cost more. But what of that? You do not expect to get an outing for nothing, do you? If you do you have a short memory, one that can not look back a year. But I had forgotten one thing. I had forgotten the clothes you would not have to have for your

veranda outing. Only think of thinking about leaving home for the summer and forgetting about the clothes! If that is not an oversight, I do not know an oversight when I meet one. For the clothes, you might live in cool, loose lawns, in linen shirt waists, in unlined skirts, in unlined sack coats, of serge or flannel or duck, just the cool clothes you had left over from last summer or even from the summer before last.

When the summer was over and other people were coming home, you might come, too; might come to a clean, well-aired, wholesome house; might open the shut-up rooms, one at a time; might put down the carpets and hang the drapery and bring out the furniture when it got cool enough; then announce your arrival home, receive the congratulations of your friends on your improved appearance and get ready for your autumn work.

I have just mentioned all this in passing. Of course, you will never think for a moment that I am offer-

ing it as a suggestion for adoption, and as for adopting it you could not do it, for you are an American born and bred, it is flitting time and you must give up everything suggestive of home and flit.

Florence Hill Foster.

Her Money Was Safe.

The peculiar actions of one woman patron of one of the Lansing banks nearly demoralized the entire force of clerks for a day. She had \$300 on deposit, and one morning they found her on hand even before the bank was opened. She was the first at the counter, and presented a check for \$300. She was asked how she would have it, and replied that she was not particular. The money was duly counted out and pushed through the window to her. Instead of taking it away she counted it over carefully twice, and then gave it back to the teller for deposit again.

She just wanted to know if all the money she put into the bank was still there.

Red Rooster Cigars

We recommend these to you because they possess real CIGAR MERIT, not a mere printer's ink merit.

Made of as good goods as can be afforded.

Not a "doped" cigar but good, pure, smokable leaf TOBACCO. Pleasant to the taste and carrying the bouquet of a much higher priced article.

Not how big but how good.

Sold over your counter for five cents, with a good profit and a pleased customer for your trouble.

Built by

LA GORA FEE CO., Detroit, Mich.

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WORDEN GROCER COMPANY
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WHEN JOHNSON MAKES THE AWNINGS

"WE FOOL THE RAIN"
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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.

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ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE

Nº E 90 AS SHOWN 24 Lbs.

Nº T 90 WITH TIN SCOOP.

Nº 92 1/2 BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

The Psychology of Salesmanship.

While a general study of all subjects pertaining to psychological phenomena will be found exceedingly interesting and profitable to salespeople, there are however certain particular branches of psychology with which they should be familiar.

By always remembering that the desired impressions to be created in the mind of the customer by the spontaneity of thought, it is possible for the salesman to so construct his selling-talk that any of all of the emotions can be aroused as may best suit his purpose.

For example a jesting remark made at the proper time will cause the customer to smile, or a serious question asked in a solemn manner will cause the customer to assume a sober attitude.

As in the making of every sale the point of "arousing interest" must be thoroughly established before trying to "create desire," it is many times necessary to keep the mind of the customer in an unresisting state until the salesman is assured positively that he has the customer truly interested.

This fact will be made plainer to you by supposing that after showing your customer a certain article, you were at once to tell him the price without in any way commenting on the quality of the goods. Not having been impressed with any special advantages the article may possess over others of a similar nature, the customer would naturally weigh the price against what the article appears to be worth to him, and very likely refuse to buy it.

For instance, should a salesman, in showing up a piano, simply say: "Now here is a piano I can sell you for \$300; how do you like this?" the customer would simply consider the \$300 and probably say, "No, I don't want such a high priced instrument." But should the salesman begin by saying, "Now, while the piano I have shown you can be bought for \$250, here is one that I think will suit you much better, for the reason, as you will notice, the keys are genuine ivory instead of celluloid; the wires are strung on a full iron frame; the case is cross-veneered, preventing the possibility of cracking or warping; and the hammers are covered with a very special make of felt, and perfectly balanced, so that you get that pleasing responsive touch which all good piano players so much admire. Now, while the instrument is worth a great deal more, we are only asking \$300 for it. Isn't that cheap for such a piano?" Being thus properly impressed by the enthusiastic manner in which the salesman has made these statements, the customer is genuinely convinced that \$300 is really cheap for the piano, because the great number of good points brought out by the salesman are to the customer's mind just so many reasons for the piano being worth the price asked.

While we use a piano to illustrate this point, you will of course understand that the same principles ap-

ply to any and all articles of sale.

The psychology of salesmanship may, therefore, properly be said to comprise the following topics: Suggestion, Association, Imitation, Will, Memory, Logic, and Analysis.

By "suggestion" the mind is moved to think; by "association" one thought is made the means of creating others; by "imitation" the mind is made to unconsciously act; the "will" is the supreme force of the mind; "logic" verifies the truth or falsity of every assertion; and "analysis" determines the component parts of all things.—Salesmanship.

Shaking Hands With the Customer.

Good judgment or tact—sometimes called horse sense—is a prerequisite to successful salesmanship, but the power to judge presupposes knowledge of the facts in the case. Therefore, in order for a salesman to be able to judge of the proper conditions under which it would be permissible for him to shake hands with a customer, he should know something of the history of hand shaking, or why it is that we are in the habit of shaking hands at all.

Historians tell us that our forefathers, or man in his aboriginal state, lived in caves and holes in the ground. They also tell us that "self preservation is the first law of nature," and that it was the practice of these wild beings to use heavy clubs with which they killed animals and enemies alike, or defended themselves against them, as circumstances demanded. Having learned very early that injury to the heart meant death, the aboriginal man naturally took to the habit of wearing a shield of some kind with which to protect his heart, and, of course, carried the shield in his left hand. This compelled him to use his right hand in wielding the club, and, as a matter of course, caused that side of his body to develop much greater strength than the left side.

When food or famine, or other causes, forced a man to have business dealings with an enemy he had first to assure him that he meant no harm in approaching him, and as an evidence of good faith would lay down both his club and shield, and thus, totally disarmed, would approach the man with whom he wished to transact business. Should the man approached be willing to meet the other, he also would lay down his club and shield in order that they might meet on an equality. When the meeting finally occurred, as a further evidence that they did not mean to do each other harm, they would each extend, one to the other, their right hands in order that, as it was one of greatest strength, they could not in a moment of treachery deal as hard a blow as if the right hand was free.

From this beginning it has become the habit of all civilized people to shake hands as a token of friendship, and as a salesman must cultivate to the highest degree a friendship between himself and his customer, it has become universally customary for salesmen to greet their customers in this manner.

There are, however, to this custom certain limitations, as under certain conditions it would not only be highly improper but disastrous for a salesman to undertake to shake hands with his customer.

Whenever a customer sees that a salesman is shaking hands with him for no other purpose than to convey a pretended friendship, the customer feels very suspicious and will more than likely treat him very curtly.

On the other hand, should a salesman cause the customer to shake hands with him in a semi-unconscious manner, the effect is very far reaching. For example, if the customer is a stranger to the salesman the latter should never undertake to shake hands until he had first asked if the gentleman was Mr. So-and-So, and, after giving his own name, would, in a perfectly natural manner, offer to shake hands, as by this method the customer is made to feel that in shaking hands with the salesman he is only carrying out the common custom of all friendly people.

Therefore when you shake hands with a customer for the first time let him see by your actions that you do so more out of a desire to be polite to him than anything else, for while the act of hand shaking is supposedly a very trivial affair it is, however, a most important part of a salesman's introduction, provided it is done in the right way.—Commercial Bulletin.

Necessity and Patent Right are the mother and father of invention.

A transmission system invented by Prof. Bedell furnishes electricity for both light and power simultaneously over the same wire, in spite of the fact that lighting requires a high and power a low frequency of vibrations.

Sixty million barrels of kerosene were produced in the United States. The proceeds from the sale of this and the byproducts obtained from petroleum are estimated at \$500,000,000.

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We pay 3 per cent. on certificates of deposit left with us one year. They are payable ON DEMAND. It is not necessary to give us any notice of your intention to withdraw your money. Our financial responsibility is \$1,780,000—your money is safe, secure and always under your control.

Old National Bank

Grand Rapids, Mich.

The oldest bank in Grand Rapids

To The Wholesale and Retail

Merchants of Michigan

We are manufacturing TERPENELESS LEMON EXTRACT in full compliance with the legal standard in Michigan, as defined by the Supreme Court, under formula prepared for us by Professor Albert B. Prescott, Director of the Chemical Laboratory and Dean of the School of Pharmacy of the University of Michigan. We completely guarantee the trade against any liability in handling our product.

Jennings Flavoring Extract Co.

Grand Rapids, Michigan



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

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Entered at the Grand Rapids Postoffice

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

E. A. STOWE, EDITOR.

WEDNESDAY - - - JULY 15, 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 July 8, 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 eleventh day of July, 1903.

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

TROUBLE BREWING.

It has been evident, for some time past, that a danger spot existed in the Eastern situation. For a long time a cloud of small size has hovered in that section, which has suddenly expanded and become threatening, promising a storm of no meager proportions unless conditions change very promptly. Russia promised to evacuate Manchuria after a reasonable time had elapsed and good order had been restored. At no time did the Russian government intend to keep this pledge, and although fresh assurances have been forthcoming frequently the Russians have continued to increase their armament in the Far East and to strengthen their hold on the Manchurian province.

Taking advantage of the threatening situation in the Balkans, Russia has recently somewhat withdrawn the mask and has boldly demanded that China sign a treaty ceding to her practical sovereignty over Manchuria. Even then the Czar's government blandly informed other governments, including our own, that nothing further was proposed than to insure the protection of the railroads running through Manchuria.

For some time past our Government has become convinced that Russia has been deceiving us, and that she not only proposed to take possession of Manchuria, but also to close the Manchurian ports to foreign trade. This discovery of Russian duplicity and sharp practice has not been agreeable to the President and his advisers, and it is more than probable that displeasure at Russia's course has had much to do with the

determination to present the petition relative to the recent massacre of Jews in Russia. That this course may produce strained relations with Russia is quite probable, as Russia can not adopt any other course than refuse to receive the communication. Such a refusal will make the relations between the two countries unpleasant, and will furnish an excuse for more energetic action against the closing of North China ports to our commerce, and an energetic refusal on our part to recognize the Russian seizure of Manchuria.

Whether the growing difficulty of our relations with Russia has any connection with the Manchurian matter or not remains to be seen, but it is a significant fact that Great Britain and Japan should have chosen the present moment as the opportune time for presenting an ultimatum to China which can not but give Russian schemes in Manchuria a sudden setback. England and Japan jointly inform China that she can not be permitted to make a treaty ceding Manchuria to Russia or permitting Russia to close any of the treaty ports. China is given five days within which to reply to this note.

This reported action of Great Britain and Japan has not yet been confirmed, but as it is strictly in keeping with the terms of the alliance existing between Japan and England, it looks entirely plausible. Should the report prove true, a serious situation will shortly exist in the Far East. It is difficult to believe that Russia expected to escape a fight over Manchuria, hence it is safe to assume that she is prepared for one. Japan and England combined, because of their overwhelming naval strength, present a formidable obstruction to Russian plans in the Far East, and as our interests are identical with those of England and Japan, and very considerable at that, it is not difficult to foresee on what side our sympathies and moral support at least will be enlisted, should there be a fight growing out of the existing complications.

As far as Russia is concerned, our Government is not likely to believe any more protestations with respect to Manchuria. Russia must either move out or throw aside the mask. This country will scarcely recognize Russia's right to close the treaty ports or in any way hamper foreign trade in any port of China, and unless Russia desists from the prosecution of her present designs, she must expect to encounter some energetic diplomatic protests at our hands.

Emperor William of Germany does not exactly deny that "the pen is mightier than the sword," but he declared in a recent speech that "where the pen alone no longer suffices it must be supplemented by the keen-edged sword." The Emperor never loses opportunity to emphasize the importance of his army. He referred to it on this occasion as an instrument that he needed to support his policy. It is a powerful affair and no doubt does much to make Emperor William an impressive figure.

MEANING OF THE SHADOW.

The other day, the exact date in this instance is of little moment, when it became necessary for United States Ambassador Choate to make a change in the outward symbol which designates in London the residence of our representatives at the English court, it seemed best in removing the official shield over the entrance which read "Embassy of the United States" to substitute therefor "American Embassy" in the brightest of gold letters. In addition to this Mr. Choate has conformed to this change by having his cards read "The American Ambassador," and the Canadians with wrinkled front complain of what it pleases them to call Yankee presumption in speaking of the United States as America.

Without undertaking to lay down the law in this all-important matter, it is respectfully submitted to our Northern relation that the people of the United States are not as guilty as our Canadian brothers are led to believe. We are not the first to call ourselves the presumptuous name, and the "American Ambassador" has only adopted the adjective after years of persistency on the part of our friends on both sides of the Atlantic; and with them it has not been looked upon as an innovation. They have followed the natural law which every playground has inaugurated. For some unknown reason, which nobody can explain or cares to explain, the school boy, Arnold from Hastings, has been called Swadley. Chance or circumstance seems to have had nothing to do with it, but Swadley he is to-day and Swadley for the rest of his school life—perhaps, for all coming time—he will continue to be. He, however, has had nothing to do with it. It was not important enough to make a fuss about. Gradually the new name became familiar to him and as time went by and he was called nothing else it is not surprising to learn that he has at times given the nickname as his own. So we of this country have adopted the adjective because it has been given to us—"simply that and nothing more."

At first it does seem as if the United States has not been exactly reluctant to accept what may to-day be called the inevitable, and yet, as the school boys said of their mate, "The name seems somehow to fit in all right." In the first place we are not the only United States on the earth. Going to the South we come in order to the United States of Mexico, the United States of Columbia and the United States of Brazil. In Africa there are states united or ununited. In these days of quick work and methods these names are all too long and in our business relations the shortening tendency of language soon showed itself. Canada first showed it and early fell into the habit of dubbing us "the States." England, not at all provincial, with the Anglo Saxon spirit of discernment and looking at things as wholes, hit naturally upon the last word of the "United States of America" as the word best designating us.

Other nations saw the fitness of the term and so by custom, which is very apt to crystallize into law, this country became America and we Americans by common consent of the nations of the earth and not, as Canada contends, by the presumption of the always presuming Yankee.

With this fact fixed it may not be unprofitable, even for Canada, to go a little farther. This country is not, as our Northern neighbor delights to remind us, the whole of America. There are South America and Central America and to the North of us there are the British possessions, where some of the countries of Europe could be tucked away and the land so used never missed; but it is hardly necessary to remind Canada that mere bulk never counts. "It is the mind that makes the body rich" and it is that quality pervading this country that has caused it to be christened America. This has given her that influence that is dominating the Western Hemisphere to-day, an influence, be it emphasized, that permeates Canada, however much she may indignantly deny it. In territory, in population, in wealth, in everything that is worth mentioning there is little that is important outside of our boundaries. At her best Canada is an insignificant part of Great Britain. In time she will be the home of prosperous millions. Under the wholesome influences of America she will one day cut the string that ties her to England's apron and then will her voice be heard and heeded, but it will be as a sovereign state, a part of the Great Republic, a living, breathing part of America!

There is but one conclusion: America has had no part in this naming business. She has simply been her own natural self. The child of oppression she came to the Western wilderness and for the sake of praying her own prayers in her own way subdued that wilderness, set up a government and established a nation. Little, weak, despised she struggled and grew. Kicked, thumped, beaten she showed how sublime a thing it for a nation to suffer and be strong. She clung to the right as she saw it. She fought for principle and when at last the nations of the earth saw her as she is, the shining light of the world, they deservedly gave to her as peculiarly her own the name of the hemisphere she has redeemed, the name she modestly acknowledges and the name that carping Canada will one day loyally and lovingly accept as her own when her own shining star shall be clustered with the galaxy that brightens America's star-spangled field of blue.

It is suggested that the thousands of young men who are now leaving college with diplomas under their arms, looking for something to do, should hasten to the Great West, where the farmers are offering fabulous prices for help in the harvest that is at hand. They could see the country and at the same time do some prospecting before they settled down for life.

THE CURSE OF LUXURY.

A few years ago the students of vital statistics were expressing horror and astonishment at the small birth-rate in France, a rate barely great enough to keep up the population to about the same figures, but allowing nothing for the destructive effects upon population of a war or for any other sudden and unusual increase of the death-rate.

Now it comes out that the birth-rate in the United States is so much reduced that but for the constant and large accessions of foreign immigration the population of the United States would be far smaller than it is. This is a condition that might have been expected in a country that has played a prominent part in the history of the world for some thousands of years, but not in a new nation whose existence reaches back scarcely more than a century.

France, under the name of Gaul, came into historical prominence two thousand years ago, when it was invaded by Julius Caesar, with the invincible legions of Rome, and from that moment to the present it has never been out of sight of public observation. The first white man landed at Jamestown, Va., in 1607, and at Plymouth, Mass., in 1620. If we are to believe the people who are now parading in the prints the vital statistics of this country, it would seem that in less than two centuries this wonderful, young, rich and powerful Republic is falling into decay and premature senility. If the figures and the conclusions based on them are to be believed, conditions in this country threaten an early end.

It is claimed that up to 1840 the growth in population by native reproduction was estimated as seven times greater than the growth by immigration. So sure and rapid was this normally increscent tendency of the people that Benjamin Franklin considered the fecundity of his nation phenomenal. It is said that Thomas Jefferson prophesied that by 1875 the population must number no less than eighty millions; and this estimate was evidently based upon the reproductivity of the people at the conclusion of the Revolutionary war and in the beginning of the nineteenth century. It is now given out that in the State of Massachusetts, with its present 2,805,304 inhabitants, more than half are foreigners or the children of foreign-born parents. In New York City, boasting the greatest urban population in the United States, 76.6 per cent. of its citizens are foreign-born or the children of aliens. Fall River, the American city claiming the highest birth-rate, claims also the greatest number of foreign-born inhabitants; and the census statistics for 1890 give the birth-rate per thousand among foreign-born inhabitants as 38.29, while among the native-born it registers but 26.35.

It is claimed that in the states where the greatest number of foreigners are found, the birth-rate among them is much larger than is that of the native population. This matter has been extensively taken

up in the press and by the statisticians, and has been variously commented on. Some writers see in it evidence of a most fateful and fatal decline in the stamina of the American people and the forecast of an early fall of their Republic, while others hold that what the present population want is comfort and ease, and that children, if not positively a curse, are at least a most serious drawback to the enjoyment of life. Such persons argue that they have nothing to do with the founding, or the building, or the care of the nation. They are here without any act of their own, and it is their business to get the most out of life with the least trouble and exertion.

It has been sometimes claimed by the old soldiers who fought and suffered through patriotic motives through the Civil war that there has been a great decline of patriotism in this country, and so far as the persons who express the selfish and ignoble opinions noted above go, they are certainly devoid of all sense of responsibility for the public welfare of their country.

Among the writers who view the situation from a serious point of view is Mrs. Margaret Bisland, who in an article in the North American Review for July declares that the falling off of the birth-rate in this country is the result of the extraordinary progress in the emancipation of women and in the consequent breaking up and devastation of home life. The people of the United States are far ahead in this, and thus they have brought their nation to a stage of premature decay.

Mrs. Bisland holds that the legend of "Eden and of the Fall" is founded on a tremendous race tragedy which once imperiled the existence of the human family and the progress of its evolution out of savagery. Says this writer:

"Few and simple as are the words of the relation, they show us, with startling severity of outline, the whole race pictured in the persons of one man and one woman. In Eden they stand on the threshold of those new dominions and desires that reveal themselves to humanity at every stage of its higher spiritual development. What else are we reasonably to interpret as the serpent, 'more subtle than any beast of the field,' but the evil whisper of a false ambition, calling woman away from her appointed and primordial task, to aid at this crisis in a short, swift struggle for the attainment of a dazzling intellectual and material aggrandizement?"

"But the fruit of knowledge, that talisman which insures the highest human power, when plucked by the feminine hand, proves so grievous an outrage upon the law of orderly and consistent evolution, that it all but destroys the race daring thus to refute Nature's processes and principles. Checked and crippled by this perversion of divinely appointed rules, reeling, in consequent enfeeblement of mind and body, back again well-nigh into the blackness of the savage state, the race, in Asia, was

taught, under the ban that fell upon it in Eden, to fear all influences that call the female from her normal mission."

Mrs. Bisland notes that Asia refuses all emancipation to women. "The laws and religion of the Orient lay heavy fetters upon any development of her individuality beyond her home, her wifehood and motherhood. Immured in the zenana, her face covered, her feet crippled, the existence of a soul to save or a brain to educate often denied her; given in marriage in her infancy, enslaved to masculine authority from the hour of her birth and herded in polygamous wedlock, every means has been taken to confine the woman to her home and natural task."

Rome was the first of the great nations to emancipate women. It had already begun in the time of Julius Caesar and made rapid progress under the Empire. All the historians, philosophers and satirists attribute the growth of corruption in morals and manners in the mightiest empire of the ancient world to the freeing of women from social restraints. Mrs. Bisland makes numerous quotations from the historians, from the philosopher Seneca, and from the satirist Juvenal to support her view.

As the contrast to the luxury and license of Roman life comes the picture of the nativity at Bethlehem, "which," as our writer says, "set a halo of bright and touching beauty about the role of maternity. Men for the first time were called upon to revere their Deity as a helpless babe set in the midst of a lowly family life. Art and story pictured him most adorably, most convincingly, as an infant in the arms of his mother; and, indeed, it is the tender child on Mary's bosom, and not the haggard man and martyr upon the tree, who most truly redeemed Europe. Motherhood thereafter was invested with a holy dignity. The least peasant woman in her maternity rejoiced to follow the worthy and uplifting example of the Madonna, which glows in splendid and startling contrast to the abuse, the degradation of the woman's mighty instinct and duty under the Roman Empire."

Mrs. Bisland's paper takes a radical view of the existing situation in our own society, and as an evidence of the widespread and growing demoralization, she points to the prodigious crop of divorces that have become the most startling feature of the social life of to-day. That the conditions are such as to have attracted the attention of observers, both at home and abroad, there is no question, and that the nation is hastening to decay is a statement that is startling in the extreme to every patriot. If this be so, the only salvation for the Republic is the continued immigration of a vigorous and uncultured European peasantry. So far from excluding those people, they ought to be encouraged to come.

Credit is to a business what bulkheads are to a ship. It keeps it afloat in time of need.

BENJAMIN WHEELER'S SIN.

Benjamin Ide Wheeler has hitherto occupied an enviable position in the educational world. He gained distinction as an instructor in Cornell, where he and Morse Stevens were easily the two biggest men connected with that institution. Then he was called to the presidency of the University of California at Berkeley, and in due time took Mr. Stevens with him, but now President Wheeler must hide his head in shame and feel himself no longer entitled to the reverence and respect of the students under his jurisdiction and the men and women of the community where he lives. Mrs. Young, of San Francisco, delivered an address before the Young Woman's Christian Temperance Union at Berkeley last Tuesday, and she scored President Wheeler right and left and figuratively smote him hip and thigh because he smokes and that in public places. So far as she provided any bill of particulars whatever the sole instance is pointed out that President Wheeler smokes on trains which are frequented by students.

In these days it is usually not very necessary to go into any extended defense of the habit of smoking, any more than it is to apologize for drinking tea or enjoying a cup of coffee. The use of tobacco was poetically abjured by little Robert Reid, who characterized it as a "filthy weed" and said that smoke should never issue from out his ruby lips. But all the same the habit has been growing and become practically universal throughout the civilized world. There may be neither pipes nor cigars in heaven, but inside the pearly gates there will be millions of men who would enjoy their solace and to whom even heaven will not be the height of enjoyment without them. The man who never does anything worse than use tobacco can not be set down as teetotally and deplorably bad. It is doubtful if very many people will regard it as a sin for President Wheeler to smoke on trains frequented by students. He would have to travel in a cattle car if he were to insist upon smoking on any train not liable to student patronage. If a man can not smoke a cigar on a railroad train, where under the sun can he smoke it? It has not been charged that President Wheeler smokes in church, and if he does smoke in his library or on his piazza or even in a smoking car, there are mighty few people who will think any the less of him for it.

Hetty Green is getting "into the swim" at last. She has money to burn, and now seems resolved to burn it. She has bought an automobile at a cost of more than \$12,000, and has had so much fun out of it that she says she does not in the least regret the expenditure. Having a permit from the New York police to carry a revolver she has no fear of holdups, and everybody is disposed to concede her the right of way.

The merchant that builds his trade on quality builds better than the man who builds on price only.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Colored goods are in fair demand, but well sold ahead. Coarse colored cottons are very firm, particularly denims, which are being sold at practically the highest prices that this market has known. Wide sheetings show great firmness and several advances have been made during the past week. Lines are so well contracted for that sellers are not anxious for new business.

Wool Dress Goods—Such business as has been done on dress goods for the spring of 1904 has been done sub rosa, and little can be learned at this writing in regard to it. Some important advance orders are said to have been placed on staple fabrics and on certain lines of sheer goods. Some business has also been garnered on suit and skirt fabrics of the cheaper order. The preparation of spring collections of both foreign and domestic lines has progressed pretty well, but it will still be some little time before general lines of staple and fancy lines will come out openly with price marks attached. The impression finds frequent expression among sellers which is favorable to a very considerable distribution of fancy suiting effects for street wear. Scotch mixture cheviot effects, tweeds, homespuns, etc., are looked upon as very likely factors for spring wear. Sheer fabrics in plain effects and in novelty designs promise to continue to be important factors in the season's business. Leading staple goods manufacturers are confident of a good distribution of their lines. Just what the price level of the new season will be it is difficult to say until business gets fairly under way. Sellers state, however, that an advance of 5 per cent. and upwards must be obtained. Foreign agents are particularly insistent regarding the necessity of higher prices to offset the increased raw material cost.

Hosiery—Reports from salesmen who are now on the road show that orders have been placed with fair freedom at the latest prices for next spring's delivery. In fact, prices seem to be less important than the promises of prompt delivery. The scarcity of fall goods, which is just as apparent in the hosiery end as the underwear section, seems to have awakened the retailers to the belief that the safe course is to get orders placed and be prepared for business when the time comes.

Underwear—The jobbers are getting very uneasy in regard to supplies of underwear, for the unusual price conditions have held back the spring lines and even now it is uncertain when all will be open. A few lines are being shown, but none of them are complete, some of them nowhere near so; yet the season is now fully a month late. A comparison of the conditions to-day with those of a year ago and two years ago is interesting inasmuch as they show a complete reversal of the

order of things. Then it was the agent who was anxious to show the goods to unwilling buyers. Of course, the mills and agents alike would be glad to get their orders and get through with the season as quickly as possible, for at best it promises to be a very unsatisfactory one; but to hurry matters might make it a very much more unsatisfactory one. Yarns are so high to-day and so unsteady that it is almost impossible to get a price on them that will hold good twenty-four hours, and furthermore it is still harder to get the yarns themselves. There is a decided scarcity of fall underwear, which is becoming more and more evident as the selling time draws near. The majority of mills are so short of raw material, both cotton and wool, that they can run but a short time longer, and so far there seems to be little in the way of new supplies in sight. Some mills are a little better off than stated above, but they are few and even these have only enough material to carry them for about six or seven weeks, or at the most two months, and as a consequence the output of finished garments must decrease from now on. The present season is a peculiar and not a very pleasant one for the retailer any more than for other departments of the trade. A good spring business was accomplished in May, but June was practically a flat failure. July is helping things out, and if the warm weather continues, it is likely to make things pretty good before the end. There have been some "sales" of underwear at cut prices, but they are not very many, for the retailers realize that if underwear is wanted by the public, it will be paid for at regular prices, but if they cut prices, it will mean a loss of just that much profit. Here and there have been sales of high grade garments, but these do not amount to very much.

Carpets—The carpet manufacturing situation continues to show a good deal of activity. Orders in hand are very heavy, large enough, in fact, to take care of production for the next three or four months at least. New business is continually coming in in fair-sized lots and as a general thing weavers are in a position to accept it, although deliveries are likely to be made rather late in the season. In three-quarter goods circles business is exceptionally good and few obstacles are in the manufacturer's way in getting out the heavy business. Barring the difficulty in procuring worsted yarns in amounts sufficient for all demands, this end of the business is running smoothly. The short supply of yarns is not so noticeable as to cause machinery to be shut down, but considerable more yarn could be used. In ingrains, manufacturers as a general thing have their hands tied as far as getting out their orders is concerned. The majority of the mills turning out ingrains are located in Philadelphia and as the strike is still on in that city not a yard of carpet is being turned out. This means that

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.

We Carry Them All

Fleece Lined Winter Underwear, Wool Underwear, Kersey Pants, Duck Coats, Mackinaws, Covert Coats, Lumbermen's Socks, Wool Socks, Etc.

Examine our line before placing your order. Our agents will call on you in a few days with their complete line of fall and winter goods.

P. STEKETEE & SONS, Grand Rapids
Wholesale Dry Goods

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

only about one-quarter production of ingrain is being made at the present time, as the ingrain mills in the other parts of the country are capable of turning out not more than a quarter of the total production. In consequence of this ingrain is in unusually heavy demand and prices quoted are much higher than would otherwise be the case. If the strike keeps on much longer it is said what orders have been placed and not filled will be of no use to the trade. If deliveries can not be made at a certain period, they will be too late for the current season and must come in during the following one. The jobbers are making their initial deliveries of fall patterns at the present time. They report the outlook exceedingly bright and believe that little or no surplus stock of any kind will be left in either their hands or the retailers' at the end of the present season. Retailers are stocking up as heavily as their demands and expectations warrant and every one in the trade expresses himself as certain that some big business is in store for him. Through the West salesmen covering that section state that wholesalers are anxious that deliveries should be made as soon as possible. Those who had their business placed with the Philadelphia mills have been hustling around looking for other opportunities to get their orders placed on account of the strike there.

Rugs—Rug weavers are very active, as a general thing, on rugs of all kinds and grades. The fine rugs in particular are selling exceedingly well, especially those in the large size Wiltons and Brussels rugs. Small Smyrns and Moquettes are in fair demand.

The Latest Styles in Fans.

The fan of to-day is a six-inch affair, slightly larger in lace or paper. For shapes, of course, are variations of the disks and half moons to which we are accustomed, but this season's style takes the pretty shape of a shell, often with scalloped edges imitating the shell fluting, with the idea still further elaborated by outlines of tiny silver or gold sequins upon white or black chiffon.

The shell-shaped fan is also to be found in feathers of many kinds, beautifully shaped, and in gauze, silk and ivory, adorned with ribbons or carved and tinted flowers. In new combinations of paper and lace net these fans show dainty little Watteau pictures and figures, whose soft coloring is thrown in high relief upon a back ground of black or white net. Still another and a very beautiful variation is made of gauze or lace net, outlined and decorated with appliques of lace, such as white Chantilly upon black, and vice versa. The introduction of sequin spangles lends a glitter to the dainty things. Where sequins are used, cut steel is one of the most fashionable sorts.

The variety of college fans in every texture, from palm leaf, paper, gauze and satin to feathers and solid ivory, bids fair to make it unnecessary to cover the walls in college dens with anything else. These college fans are so exceedingly pret-

ty and dainty, with their borders of rows of college ribbons and decorations of college flags in painted satin and enamel, that they have been adopted for use by other than college girls, and the use of such a fan by no means indicates that a young woman has any especial reason to select that particular college for her choice.

The Japanese fan is distinctly the favorite this season. These small affairs have richly-elaborated sticks in many soft colors and show the impress of Japanese art even upon French designs. One of the prettiest is constructed of separate sticks, every alternate one holding a Japanese belle in native costume. As the other sticks are short stalks with flower tips, the girls appear to stand in a grove of flowers.

Floral-raised effects are produced upon the edges of other fans by means of paper flowers, which close when the fan shuts up.

Numberless as are the new designs in paper fans, these show a general inclination to the popular shades of lavender, light blue and pink and to the lovely Pompadour effects, which appear especially appropriate in fans.

Generally speaking, in the line of fans for dress occasions, all white and all black fans are preferred, or a combination of these two colors in some dainty pattern. More often than not these are illuminated with spangles. Some of the prettiest appear in the outline of a butterfly with silver spangled wings resting upon gauze.

While all-lace fans are fashionable for dress occasions, there is a fancy for gauze fans decorated with realistic flowers, butterflies and dragon flies in hand painting, usually with illuminated outlines or touches of gold and silver. As complements to special costumes these fans are particularly effective. The flutter of an iris, an orchid or a rose, with the motion of the fan, suggests the sweetness of nature with the grace of art.

New Use for Paper.

Paper gloves and stockings are now being manufactured in Europe. As to the manner in which the former are made little is known, but the stockings have been carefully examined by experts, and they are loud in their praise of them. It is claimed that they will last almost as long as ordinary stockings. The reason, they point out, is because the paper of which they are made was during the process of manufacture transformed into a substance closely resembling wool, and was then woven and otherwise treated as ordinary wool.

Standards of Living.

The American workman has a higher standard of living than the English.

He dresses better, and lives in a better house. Comparatively few men care to go through the streets from work with dirty face and hands and clothes. In some cases they make an entire change night and morning in the shop, so that outside they are as well dressed as a business man.

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

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.

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.

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.

Produce

Growing Demand for Cheese of Good Quality.

What more important questions can occupy our attention than those relating to human food? The advancement and development of the race depend primarily upon its aliment. And as man is the ultimate of all earthly creation, his food should consist of the best elements in earthly production. In vegetables we find all the elements composing the bodies of animals, but in a lower state of organization. The cow eats grass and finds in it all the elements necessary to build up and support her own system, and these she concentrates and elaborates into a higher form of food for man.

The muscles, nerves, and brain power of man must be supported by nitrogenous food, and the more concentrated this food is the greater the muscular power will be, the more sensitive the nerves and the keener the intellect. Shakespeare understood this when he made Cassius say:

Now in the name of all the gods at once
Upon what meat does this our Caesar feed,
That he has grown so great.

The more we progress in chemical knowledge the better we understand digestion and nutrition, hence the "balanced ration" which is as necessary for man as for the lower animals. It then becomes of great importance that we should understand the elements of the food we use, and learn to so combine these as to produce the highest development of health and strength. Hygienic writers take milk as the best standard for human food. Cheese is concentrated milk; all the elements save the sugar are retained which is easily supplied by other food. The history of cheese dates way back in ancient times. We find Job referring to it thus:

Hast thou not poured me out as milk,
And curdled me as cheese?

Cheese was a common article of food among the Greeks and Romans and Homer celebrated its virtues in the feasts of those times, thus:

There thrice within the year the flocks produce,
Nor master there nor shepherd ever feels
The dearth of cheese, of flesh or of sweet milk,
Delicious drawn from udders never dry.

It is not enough to know that food is agreeable to the palate and easily digestible, but what are its constituents, what part of the system does it build up? The human system being complex in its elements, its food must likewise be complex and various. The young receive in the form of casein (cheese) the chief constituents of the mother's blood. When chemically examined, casein is found to contain a much larger proportion of the earth of bones than does blood, and that in a very soluble form capable of reaching every part of the body.

If milk is the standard of human food, cheese, its important product, must be healthful, unless it shall have changed its elements or condition in the process of manufacture. Therefore, a cheese to have its greatest nutritive value must be properly made, well ripened and carried on to that easily digestible stage

by the agent rennet. A pound of such cheese is said to be equal in value to beefsteak, pound for pound, as eighteen and one-half is to ten.

As cheese contains all the elements of milk except the sugar, this does not render it less healthful or digestible, but only deprives it of this supporter of heat and respiration, which is easily supplied in other foods, such as bread, potatoes, and other vegetables. The fat adds to the digestibility of cheese, hence whole milk cheese is more easily digested than skim milk cheese. The best proof of its healthfulness is found in the fact of its use among all civilized people. The long experience of the English, Scotch and Irish laborer proves cheese to be the most wholesome as well as nutritious food. A small quantity of cheese with them takes the place of a larger quantity of meat and enables them to endure such hard labor as the American thinks he can only perform upon a generous meat diet. In Germany the farm laborer depends largely upon skim milk cheese as food. The American Encyclopedia says:

"The peasants of some parts of Switzerland, who seldom ever taste anything but bread, cheese and butter, are a very vigorous people."

Americans, generally speaking, eat too little nitrogenous food, owing perhaps to their predilection for the finest flour and much pastry, especially pie. Women are not such flesh eaters as men, and with their love of sweetmeats the nervous system becomes illy nourished; these sweetmeats are nearly all starch and sugar. If they would make cheese a more constant article of diet and use more unbolting flour, with more open-air exercise, they would soon become the most healthful and robust, as they are now said to be the most beautiful women in the world. Cheese is less liable to putrefactive changes than flesh and thus much less likely to develop in the human system those scrofulous diseases attributed to animal food.

Thus, in summing up, it appears evident that the casein of milk is a highly important alimentary principle and proves equally healthful and invigorating whether taken in the liquid state of milk, or in the concentrated form of cheese. Although the American people are more favorably situated for the production of cheese, more especially in the Northwestern part of the Union, we have not learned to use it as a daily diet. I think one reason is, we eat our cheese too soon after making, and do not give it time to ripen properly. Such cheese is hard to digest and really not fit to eat. If we examine the question of economy in reference to the comparative prices in market we find that retail prices of cheese range from sixteen to twenty-two cents per pound, about the same as beef, showing cheese to be about half as much as beef, according to its real value. If we compare it with pork, or mutton, or fish, we shall find it the cheaper food. There is very little waste in cheese, while beef is one-eighth bone. It also has the advan-

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

Watermelons, Pineapples, Oranges, Lemons, Cabbage,
Southern Onions, New Potatoes

Our Weekly Price List is FREE

14-16 Ottawa Street, Grand Rapids, Michigan

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

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

GARDEN SEEDS

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

ALFRED J. BROWN SEED CO.

GRAND RAPIDS, MICH.



Flint Glass Display Jars And Stands.

Just what you want for displaying your fine stock of preserves, Fruit, Pickles, Butter and Cheese. They increase trade wonderfully and give your store a neat appearance. We are the largest manufacturers of Flint Glass Display Jars in the world, and our jars are the only kind on the market and our prices are very low. Order from your jobber or write for Catalogue and Price List.

The Kneeland Crystal Creamery Co.

72 Concord St., Lansing, Mich.

For sale by Worden Grocer Co. and
Lemon & Wheeler Co., Grand Rapids, Mich.

HERE'S THE D=AH

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

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

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 1200

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

tage of requiring no cooking, and in the warm season saves the poor the expense of fire. Of all forms of animal food it is undoubtedly the most economical.

The dairyman who would produce cheese will not have to look for a foreign market for some time, as the per capita consumption of cheese in the United States is only three pounds, while butter is about twenty pounds per capita. Therefore, if he will manufacture the best quality of cheese he will find a good demand for it, and let us hope the American people will soon become a greater consumer of this most nutritious food, cheese. W. W. Grant.

Solved the Servant Question.

The servant girl problem is no longer a live issue at San Miguel, a mining town in the copper region of Cochise county, Ariz. The women of the place have worked out a "community of interest" plan with much success. They have a co-operative cooking club, which now consists of forty-five families, and it recently celebrated the fourth anniversary of its organization. Four years ago the women of the camp rebelled against the "greaser" servants they were compelled to put up with. They therefore organized this club. A house in the central part of the town was leased, a matron was chosen and assessments were made large enough to secure a capable staff of Chinese servants. An Executive Committee of three purchases all the supplies, and its authority is unquestioned. The Club is run on a family plan and each family has a table of its own. There is a table d'hote for the unmarried members. After four years of trial the women declare that the Club means a saving of about 50 per cent. in the living expenses of each family, and it enables the families to have better service and better food than if they "batched it" alone. Internal dissensions are guarded against by a clause in the constitution which allows any person dissatisfied with the Club to leave it without notice.

Marvels of Corn Culture.

Thousands of practical instances could be given to show the value of improved varieties of corn. For instance, one Southern Illinois farmer, more progressive than the rest, was induced to secure enough seed to plant three hundred acres as a result of his study of corn in the Illinois College of Agriculture. These three hundred acres outyielded all of the other fields on his farm more than thirty bushels an acre; and, so far as could be determined, the fields of that entire section yielded about thirty bushels an acre. This increase in yield meant a total gain of about nine thousand bushels, which represented a cash value of about \$4,000 that season. As this increase did not represent an increased cost of production, the gain was pure profit. In another case, a farmer in Central Illinois became interested in improved seed corn through the school of corn judging in the Illinois Agricultural College. He secured enough seed, grown by a corn breeder, to

plant eighty acres. As a result, he raised almost twenty-five bushels more an acre on this field than where the ordinary seed was planted.

Betrayed by Her Feet.

A good many amusing stories are told at the expense of servant girls and domestics generally, but this is at the expense of the mistress rather than the maid. It was a new servant girl, who was, as a rule, truthful, but who would tell a harmless white fib when her mistress required it.

One day the rector called, but for some reason the lady did not wish to see him. Answering the bell, the maid very politely said her mistress was out.

Now, in the drawing room, leading directly from the front hall, there was a folding screen which stood two or three inches from the floor. Behind this the lady secreted herself.

"So your mistress is out?" mildly said the minister.

"Yes, sir," answered the maid.

"Well," remarked the caller, as he looked toward the drawing room, "the next time your mistress goes out, will you kindly suggest that she take her feet with her?"

Mark Twain's First Money.

While traveling recently, Mark Twain was asked by a friend and fellow passenger if he remembered the first money he ever earned.

"Yes," answered Mr. Clemens, puffing meditatively on his cigar, "I have a distinct recollection of it. When I was a youngster I attended school at a place where the use of the birch rod was not an unusual event. It was against the rules to mark the desks in any manner, the penalty being a fine of \$5 or public chastisement.

"Happening to violate the rule on one occasion, I was offered the alternative. I told my father, and, as he seemed to think it would be too bad for me to be publicly punished, he gave me the \$5. At that period of my existence \$5 was a large sum, while a whipping was of little consequence, and so—" here Mr. Clemens reflectively knocked the ashes from his cigar—"well," he finally added, "that was how I earned my first \$5."

What Co-operation Would Do.

Take, as an instance, the recent anthracite and bituminous coal strikes in the United States, with union miners numbering a quarter of a million men. Ten dollars do not make a capitalist, it is true; but a quarter of a million men paying twenty cents a week into a union stock fund means ten dollars per year, or a total of two and a half million dollars for a single year. This is a goodly capital to be controlled by the men who furnish all of the labor for operating the mines as well. Is it not fair to presume that, with this invested in the companies which employ them, the men would not have to strike to obtain a hearing?

There are times when attention to detail beats experience. It is often the boy at the far end of the barber's shop gives you the best shave.

Fresh Eggs

SHIP TO

LAMSON & CO., BOSTON

Ask the Tradesman about us.

Buyers and Shippers of

P O T A T O E S

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

National Fire Insurance Co.
of Hartford.

W. Fred McBain,

The Leading Agency,

Grand Rapids, Mich.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

SEND US YOUR EGGS

We will pay the highest market price for them.

We solicit consignments of HUCKLEBERRIES, and guarantee Honest Dealing.

JOHN P. OOSTING & CO.

100 South Division Street, Grand Rapids, Mich.

References: Peoples Savings Bank, Lemon & Wheeler Company

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



EGGS

We are the largest egg dealers in Western Michigan. We have a reputation for square dealing. We can handle all the eggs you can ship us at highest market price. We refer you to the Fourth National Bank of Grand Rapids. Citizens Phone 2654

S. ORWANT & SON, GRAND RAPIDS, MICH.

WE HAVE 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

Butter

I always
want it.

E. F. Dudley

Owosso, Mich.

The New York Market

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 11—With the thermometer ranging from 90 to 95 degrees day after day, it is needless to say there is not much snap to the market. Buyers who come here think they have struck a portion of hades, and after taking lunch rush down to the seashore, thanking fortune for the escape. There is a spirit of lassitude prevailing everywhere, and until a cool day comes there will be a lull in business—except for the ice man and soda water fountains.

The fact that one concern bought 10,000 bags of coffee has sufficed, it is said, to give a better tone to this article, but, of course, everybody must know that 10,000 bags are not a drop in the bucket. At the close No. 7 is fairly steady at 5 3-16c, which is 1-16c lower than a few days before. Jobbers have been doing a fair trade for this time of year, and the week shows improvement on previous ones in almost all sorts. In store and afloat there are 2,394,163 bags, against 2,629,527 bags at the same time last year. Mild sorts drag, and supplies are sufficiently large to preclude the idea of any advance. Good Cucuta is unchanged at 8c. Sales of East India coffee are few and of small quantity in almost every case.

Demand for teas is for small quantities and the market generally lacks animation. The best that can be said is that prices are well sustained. Later on dealers seem to think we shall see a good revival of trade in tea. A few well-advertised proprietary brands are going well, owing to the judicious use of printer's ink as much as anything else. The big yacht race is booming one brand of tea.

The sugar market shows a decided change for the better. The hot weather is doing the work, and for the next few weeks we expect to have all the trade needful to keep the refiners busy. There is little sugar being taken ahead of current wants, however.

The week in rice has been rather quiet so far as home trade is concerned; however, quite a good many orders have come from out of town and dealers are very firm in their views. Choice to head, 5 3/4@6 1/2c.

The market for pepper and, in fact, for the general run of spices remains firm, and at the close the tendency is toward a higher basis. Singapore pepper, 13@13 1/4c.

Supplies of molasses light, trade inactive, prices firm. Dealers have plenty of confidence in the future, but sufficient unto the day, etc.

The volume of spot business in canned goods is about of average proportions. The markets are so well stocked with fresh fruits that canned stuff has, for the present, been relegated to a back seat. The transactions in futures are very few and both sides are simply watching the weather. Quotations are pretty well sustained and corn in particular is very firm.

Lemons are booming and small fortunes are made every day in the present situation. Sicily stock ranges from \$3.65@4.75 and is still soaring. Orders come from all sections and stocks are being depleted very rapidly, although supplies will soon be sufficient to meet requirements. Oranges are steady and bananas dull. The "banana war" between the "trust" and the newly-organized concern is now on and the first victory seems to be rather on the side of the trust as they appear to have filled all the interior markets. Prices are unsteady.

Dried fruits, as might be expected, are simply moving from hand to hand and nothing is looked for for the next two months. Large sizes of prunes are quite firmly held, but no large lots are moving.

The supply of "medium good" eggs is still said to be large enough to meet requirements and the range for Western is from 14@18c. Really desirable goods are in limited supply and sell from 18@18 1/2c, and possibly a fraction more if the stock is very desirable.

So far as butter is concerned the market remains in pretty good shape. Extra creamery is well sustained at 20 1/2c. Arrivals are fairly free, but stock is sold or put in storage about as fast as it comes and at the close the outlook shows some improvement over last week. Seconds to firsts, 18@20c; imitation creamery, extras, 18 1/2@19c; seconds to firsts, 16@18c; factory, 14 1/2@16 1/2c; renovated, 15@18c.

No change has taken place in the cheese market unless it be for the worse. It requires a very desirable article to bring 10 1/4c, and the general run of full cream is practically 10c. Exporters are not doing hardly any-

thing as most of that trade has been in Canadian cheese.

Unfeeling Brute.

Mrs. Larrabee—No, I never quarrel with my husband. I can't get any satisfaction out of it.

Mrs. Montrose—Why? Won't he let you have the last word?

Mrs. Larrabee—O, it isn't that. He just sits there like a dummy and never says a word. One might as well try to argue with a post. It's awfully wearing, I assure you.

The Retort Courteous.

Smart Passenger—Here, conductor, is my fare. I had no desire to beat the company, but I thought I would just see if I could fool you by getting busy with this newspaper.

Conductor—I saw you, but you looked as if you needed information a good deal worse than the company needs money, so I just let you read.

A truth, although a paradox, is, that the man who talks most often tells least.

The Latest Sensation

in the gum line is the



The most healthful antiseptic chewing gum on the market. It is made from the highest grade material and compounded by the best gum makers in the United States.

Five thousand cartons sold in Grand Rapids in the last two weeks, which proves it a winner.

CELERY GUM CO., LTD., 35-37-39 North Division Street, Grand Rapids, Michigan

ORDER FROM YOUR JOBBER or send \$2.50 for five box carton. 100 pieces to a box.

"The Clothing that makes Rochester Famous."

REGISTERED BY Solomon Bros. & Lempert, 1903.

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

YOU ARE ALWAYS SURE of a sale
and a profit if you stock **SAPOLIO**.
You can increase your trade and the
comfort of your customers by stocking
HAND SAPOLIO
at once. It will sell and satisfy.

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

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

DISPLAYING MERCHANDISE.

Some Conclusions Based on Observation and Experience.

Written for the Tradesman.

Every once in a while some man rises up and states to the men of the mercantile fraternity that it is not wise to clutter up the walk in front of a store with merchandise. He will argue that it has a tendency to injure the appearance of a store and detract from the effectiveness of the displays of goods in the windows. He will further state to his benighted brethren that the flaming price tags and cards flaunted in front of the public will not attract them in the manner expected, but that the people will become disgusted with this everlasting band wagon style of offering bargains and will give the more dignified institutions their patronage. This argument sounds plausible enough, and there is perhaps some excuse for its being put forth, but however this may be it is evident that the public does not always cry out against such things, as our friend would have us believe.

It so happens that in my every day labors I have to pass all the large department stores in the city in which I am located, and in passing and repassing these prosperous institutions one has an opportunity to study human nature to a considerable degree. If there is ever a crowd on the street the department store gets its share, and if it is under capable management the chances are that it will get a large slice of the trade being passed around among the merchants.

One of the large stores I happen to pass in my daily rounds is of a class that would delight the eye of our friend who gives the advice relative to the displaying of merchandise. It is a large store, equipped with all the modern conveniences. Its windows are large and the merchandise arranged therein is tastily displayed by men who evidently understand what they are there for. This store is in a good location on the main retail street of the city and the amount of business it does is very heavy. The walk in front of the store is never covered with goods piled high and marked in figures that can be read by pedestrians on the opposite side of the street. It advertises bargains, but they are always kept indoors, yet they are largely grabbed by the people who hunt strenuously day after day for something at less than the original price.

On the face of all this it would seem that our friend is correct in his line of thought. But down the street a short distance, located in a less favored district, is another department store, one that is widely different in character. The walk in front of this store is always filled during business hours with piles of dry goods marked in figures a foot long. In appearance the place is not nearly so metropolitan as the store first mentioned, and yet people flock to this store in crowds as large as those that assemble at the place our friend would tell us was the ideal establishment. In the rush for bargains the people

jostle each other unmercifully. They pack the store from one end to the other, so that the place has the appearance of a Chicago establishment, with the exception that it is not so large. I understand that this store has been running about six years. It was a small institution when it first opened its doors to the public, but it has grown so rapidly that it is now three or four times as large as it was in the beginning.

It will be seen from this that there is no proof that either way of showing merchandise is better than the other. Under both methods of doing business success has been attained by these energetic places. It might be said that the advertising appropriations of these stores are about equal. Both use page advertisements frequently and also bill the city with great regularity. Thus nobody escapes the fact that they are offering something special every day in the week. And another thing that might be well to take into consideration is the fact that both are considered reliable and have reputations for doing as they promise. It will be seen at once that the only difference is in the way they show their goods.

Now when a man starts out to lay down rules by which any kind of a business institution should be run to be successful he has taken to himself the difficult task of performing the impossible. There are general rules governing the mercantile business that will apply everywhere, but it is impossible to run all institutions in exactly the same fashion. Of course the merchant who desires to secure the patronage of the public will endeavor to attract the attention of the people. This he must do in order to sell goods. No store can put its light under a bushel and succeed, and so the man of merchandise must evolve some method of reaching the people, some way of telling them his story. Realizing that he must impress upon them the advisability of trading at his place he will, if he is a wise man, be liberal with his use of printer's

ink. This is the first step. But after the attention of the public has been attracted through the columns of the newspaper the whole thing has not been accomplished. An impression of a favorable nature must be made when they visit the store. If the merchant piles his advertised articles out in front and has not lied about them he can consider that his method of procedure has been correct if the people buy the goods, and if he keeps the goods inside and the people come in and find them it is equally certain that he is doing all right. As long as a man gets crowds and sells goods it is evident that his policy is all right, no matter what it is. If it is wrong he will soon know it through a decrease in patronage.

There is a lot said about getting and holding trade, but after all the only man who can succeed in business is the fellow with whom nature has been generous enough to give a supply of brains sufficient to keep him well balanced. The fellow who succeeds anywhere is the man who hustles. All the plans of action in the universe will not bring business unless they are pushed with vigor. A lot of ginger must be injected into any business to make it successful from the modern point of view.

Knowing how will never do a lazy man any good.

In this day and age a man must please the people in order to succeed. Perhaps there may have been a time, as told by the old timers who hold down the boxes around the store, when any man who stocked up with merchandise could get a good business without taking off his coat and fighting for it, but that day has long since passed. There is a different condition of affairs in evidence now. The only man who will get the trade will be the one who fights for it, and it does not matter whether he hustles with a pile of bargains on the walk in front of his store or not so long as he gets the trade. The amount of business a man gets tells the story. If a store fails to draw the people there is something wrong, but if it draws a large crowd every day it looks as if its policy is all right.

Raymond H. Merrill.

Answered.

Little Willie—What is flattery, pa?

Pa—Flattery, my son, is the praise we hear bestowed upon other people.

You can't reach the top in a day. According to the Persians, "Patience is a tree whose roots are very bitter, but whose fruit is very sweet."

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.



PAN-AMERICAN GUARANTEED CLOTHING

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



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

WILE BROS & WEILL
BUFFALO, N. Y.

Clothing

Status of the Hat and Cap Trade.

Wednesday, Thursday and Friday of the first week of July were all good days, and the sales in New York on July 3 broke the record of straw hat selling for this season, being even greater than those for any day during the hot spell in May. In Chicago the Friday before the Fourth was reported by many of the retailers as being one of the largest days they have ever had. Everything sold.

The wholesale trade has already felt the effects of this good weather, and Monday morning's mail orders showed up very well, and later in the day buyers from the city and near-by put in an appearance to fill up their depleted stocks.

Few of the traveling men are now on the road, and the aggregate of fall orders taken is very generally reported as a good one. As foretold in our last issue, some of the large New York jobbers have already purchased some of their straw goods for 1904. However, it seems now more than before a fact, as stated in a recent issue, that the large Western jobbers will not be in New York to place their orders until August.

Some factories are still working on orders for this season.

The Baltimore factories are now shut down and will probably not open their new lines for the retail trade until some time in August.

Of course, it is absolutely impossible, at this early date, to know which will be the heaviest sellers next summer, but further enquiries, made since our last writing, have developed nothing to cause any revision in our early statements concerning styles.

On the question of black and white straws, however, we find there exists to-day quite a diversity of opinion, even among members of the same firm. In discussing the black and white question with one of the largest jobbers of straw goods in this country, I find that while one of the members of the concern spoke most deprecatingly of the article, his partner believes that, although black and white did not move well this year, it will be a good seller next summer. In support of this opinion he cited the case of the triple brim rough straw hat, which did not go very well the first season it was on the market, but subsequently proved a good seller.

On the question of dimensions some of the best authorities who manufacture fine straws think that in yachts the West will show partiality for brim widths of from 2 7/8 up to 3 1/4, while the East will find 2 1/2 inches a better width.

It is a fact that the season in New York has developed a preference for the narrower widths, and as one prominent New York retailer, who operates a chain of seven stores, said to the writer some time ago, in discussing styles: "As New York goes, so goes the union." The writer believes that this remark contains

a good deal of truth when applied to fancy or city styles.

Leaving the question of yacht shapes, it is a fact, however, that the negligees, with their yielding, comfortgiving braids and light weight, have won over a great many admirers in the cities, and there is every reason to believe that these hats will next season have a better sale than they did this year.

The New York trade in calling for narrow brims has simultaneously demanded higher crowns. There seems to be a good deal of common sense in this, for the wide-brimmed yacht with extremely low crown has been a very difficult hat to retain on the head on a windy day in the city, or aboard a swift-moving train or boat, which many of the New York business men are forced to patronize during the summer season when their families are out of town.

Reports from Chicago indicate that the split and sennit straws, in sailor shape, are selling about equally well, the Panama coming next in favor. The demand is for the higher-priced straws, ranging from \$3 up

It appears now that if we get the amount of warm weather that one may reasonably look for during the balance of July and August, this straw goods season will wind up with things in the cleanest shape on all ends, including factory, jobber and the retailer, that could be desired.

One of the important factors in this result is the concerted action by the New York retailers in not cutting prices. Manufacturers of felt hats in both stiff and soft goods are more active now at the factory end than at our last writing, as orders from jobbers that have been allowed to accumulate have now been ordered up and are now going through the works. Fur hat manufacturers who cater to the retail trade are also more active now, as they have in work those fall orders which call for early delivery. Orders for Panamas continue to come in at a lively rate. Desirable goods in the finished state are scarce.—Apparel Gazette.

Sayings of the Wise.

Nature alone is antique and the oldest art a mushroom.—Carlyle.

God is the only being who has time enough; but a prudent man, who knows how to seize occasion, can commonly make shift to find as much as he needs.—Lowell.

Censure is the tax a man pays to the public for being eminent.—Swift.

The miserable have no other medicine, but only hope.—Shakespeare.

Any coward can fight a battle when he's sure of winning, but give me the man who has pluck to fight when he's sure of losing.—George Eliot.

Let men tremble to win the hand of woman, unless they win with it the utmost passion of her heart. Else it may be their miserable fortune, when some mightier touch than their own may have awakened all her sensibilities, to be reproached even for the calm content, the marble image of happiness, which they will have imposed upon her as the warm reality.—Hawthorne.

This cut represents our

Dickey Kersey Coat

of which we are large manufacturers



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

Hints on Advertising Clothing and Furnishings.

Are you thinking about your advertisements for warm weather goods? If not, it is time. Nothing will come to you without thinking. Thinking brings results, for if you put no thoughts into your advertising there will be nothing in your articles of publicity to interest readers. You want to interest your readers in what you say about your goods. There can be no doubt that few people are able to say interesting things without thinking. If you can not interest yourself sufficiently to do some good thinking, how can you hope to interest others in what you say?

Money is a good thing, but its goodness is in its moving, its circulating. Thought is its propelling power; remove thought and circulation stops. A people who do no thinking would have no use for money. Money can exist only where thought exists. An advertisement calls for money. It costs money to begin with; it brings money to end with; but since money is moved by thought, the advertisement will move it in proportion to the thought it contains.

You may want your advertisements to be large, so that they may move much money; but do not forget that their moving force lies in the force of thought they contain. Little thought spread over a newspaper page becomes very thin, so thin that it often requires time and trouble to find it. If a man is bubbling full of thought, thought running over, he may require a whole page in his newspaper to give it play and to utilize his surplusage. This does not often happen, but it is a possibility, and may happen when one least expects it.

Give prominence to a few things at a time. Too many articles put before the mind at a time are confusing, and confusion always detracts from the effectiveness of an advertisement. Small products are strong because of their brevity. Say little and enforce that little with an appropriate cut, if you would have something strong and attractive. It is not the quantity of the matter you put into an advertisement that makes it good and strong, but the quality. The smaller the product the greater the care required to make it good. Never forget to have something new in each product, and let these new things follow in succession, but do not repeat them often in the same product.

The business man that never advertises is much like the man without a home; no one knows where to find him. He is an advertiseless man, selfish and lonely; the homeless man, morose and melancholy; the one longs for the angel spirit of business to enliven the dreary abode of his self-walled tomb; the other follows his shadow from morn until night in search of peaceful rest; both are playing hopelessly with time and waiting for something to turn up to brighten their souls and to enliven their drooping spirits. The adver-

tiseless man has his just reward; the homeless man deserves the pity of the benevolent; the condition of the first is of his own making; that of the second came upon him through circumstances beyond his control.

The business man with capital was able to surround himself with a finely selected stock of goods and elegant store fixtures. His object was twofold: to benefit himself while helping others. He acted upon the principle that elegance of stock and store fixtures was all the needful requirement. He presumed that his highness was all-sufficient to bring swarms of customers, and any means to make himself and his store known to the public was a waste of money. He would not advertise; no, indeed, for how could the dear people remain ignorant of the magnate among them? "Not to know me," he muttered, "is to argue oneself unknown." Such stateliness may have its just recognition among nabobs, but among plain Americans it goes for naught.

A man in business must make himself and his merchandise known to the people. To do that he must advertise; he must keep his name and the kind of store he keeps before the people. They need to be told how the merchant is going to benefit them. Their interests must be reached; they must be told how their wants can be supplied with the least expenditure of money. One time telling will not suffice; the lessons require oft repeating. Every town and village has a newspaper for the dissemination of knowledge among the people; that paper will help you if you give it the opportunity.

Has it ever occurred to you that no man has ever become great in modern times without the aid of the newspaper? You may think your newspaper is published weekly and therefore it can do you no good. If you think so, you are acting upon erroneous premises. You, as an individual, may have no influence, but place yourself behind a newspaper as its manager, and notice how quickly you clothe yourself with power among the people that read your paper. A word or a line in your newspaper commending you and your goods to the public is beneficial to you. In rural districts everybody that can reads the town news in the newspaper. Not that only, but they read all the locals and all the advertisements.

Should you place an advertisement in your town paper, do not allow yourself to think you have done your duty as an advertiser for a whole season to come. Do not allow your advertisement to remain over one week without change. Keep it in the papers every issue, but let it be a new advertisement. If you publish the same advertisement each issue, it will become stale reading, and instead of doing you good it will do your business positive injury. We notice an advertisement here in one of the metropolitan papers that has been standing for nearly six weeks. What is the impression one receives

from such methods of advertising? We need not go far for the answer, for it has long been apparent to the profession in this city that the firm herein referred to has old-fogy notions, and that already they are far in the rear of progressive merchants. —Clothier and Furnisher.

How Many?

How many bowls make a bowlder?
How many shoals make a shoulder?
How many lambs make allama?
How many drams make a drama?
How many bats make a battle?
How many rats make a rattle?
How many folks make a focus?
How many croaks make a crocus?
How many quarts make a quarter?
How many ports make a porter?
How many fans make a phantom?
How many bans make a bantam?
How many aches make an acre?
How many fakes make a fakir?
How many wraps make a rapture?
How many caps make a capture?
How many sums make a summer?
How many plums make a plumb-er?
How many nicks make a nickel?
How many picks make a pickle?
How many capes make a caper?
How many tapes make a tapir?
How many tons make a tunnel?
And how much fun makes a funnel?

There is as much total nutriment in a pound of wheat flour costing 3 cents as in three and one-half quarts, or about seven pounds of oysters, costing \$1.26.

Ellsworth & Thayer Mnf. 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

**"Just as Handy as
a Pocket in a Shirt"**

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



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

To The Trade:

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

M. I. SCHLOSS

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

Style Indications and Market Conditions in Neckwear.

During the past fortnight business in fall neckwear has fallen off slightly as compared with the volume of orders placed for the preceding two weeks. Salesmen report that they found it difficult to interest furnishers, and those who did buy did not make their orders as large as they would have done had their own immediate business been less dubious. This applies particularly to New York local trade. Wholesalers say that outside trade continues of a satisfactory character on the new season, and that they find much more to complain about in the small supplementary orders received.

"June is one of the best months of the year for the sale of summer neckwear with retailers," said a manufacturer, "and along about the last week of the month and the first week in July we usually do quite a run on merchandise which we close out to our customers at a price, as well as on repeat orders on strictly summer lines. But so far we have done so little of this sort of business that it is not worth talking about."

New York buyers are showing a partiality for wide scarfs for fall. Those representing the fine furnishing trade have placed orders for wide four-in-hands and folded-in-fours, varying from two to three inches in width; ascots four inches wide and batwing and graduated end ties an inch and a half to an inch and three-quarters wide. Squares they have selected in various widths, the amplitude of the aprons being regulated by the price of the stock and the quality of the silk. They express the belief that large squares will sell with the fine trade and be used as once-overs, and in the ascot styles as well, as the silks in the fine goods are heavy. The folded-in-fours are preferred to the French seam. Reversibles are very popular in all grades from \$4.50 lines up.

There is a decided leaning towards reds. A well-known authority on matters of dress and well informed on advance styles, says: "Coming in contact as we do with the very best trade in the country we get the styles impressions of the foremost buyers, and we can see a most decided preference for reds in the new color range for fall. The bright scarlets and flaming reds will be confined to the very cheapest lines and small forms, because, as you will see, when it comes to wearing such brilliant shades a man does not want them in a large scarf that will herald his approach a mile off. But ox bloods, garnets and cardinals will be good in four-in-hands, folded-in-fours, ascots and ties, the least pronounced of these in the larger forms, such as English squares and ascots. Red on black, and red on gray will be particularly good."

Tartan plaids and French novelty plaids are also selling well for fall in medium and fine grades.

Almost all of the leading neckwear houses have an attractive assortment of Persians on which they report very good advance orders.

Patterns in cravatting are running larger than they have been for several seasons. Some styles are so large that they are actually "loud," notwithstanding that they are shown in black and white and gray.

Many of the foremost manufacturers are making a speciality of plain weaves in solid and changeable colors. For the new season there will be the extremes both ways, in extremely plain cravatting, including satins, peau de soie, reps and mate-lasses on the plain side, and jacquards running from extremely small to very large patterns in flamboyant colorings.

New York retailers have had a fairly satisfactory amount of trade, notwithstanding the poor weather they had to contend with in June. The kinds of neckwear sold was more of a staple than a fancy character, with very little business in strictly summer merchandise. Grays, changeables, baratheas and twills have been the cravats selling best, while the washable goods in silk and cotton, mercerized, and stocks have been neglected, or almost so.

Leading Chicago neckwear houses say that fall trade is ahead of the corresponding season last year; everything is in a satisfactory condition in point of demand. For fall the tendency is toward large shapes. It is said that not many of the loud effects are selling. Dark grounds and rich, elegant shades and effects will be popular in fall neckwear. Grenadines, foulards and Persians are said to be in good demand. On summer stuff leading dealers report heavy duplicating. Houses dealing in the less expensive grades of neckwear say that mail order business is better than local demand. A number of dealers are in from surrounding towns making stock selections. Few broad ties are selling now, because the summer collar is rather low.

The deeper shades in colors are popular with the Chicago public, few of the brilliant ties finding a market. Moderately narrow four-in-hands and small string ties are good sellers, with ascots and the other larger shapes much in the rear of the procession. The vogue of the many hued tie is not yet with us.—Apparel Gazette.

They All Come Back.

A New York man, who was formerly one of the cleverest clothing salesmen, said that he was sorry he had left the clothing business. He said next year he may again be identified with our industry. This man has a splendid record, and was a very successful traveling man. After having experience in another line in which he thought there were "no troubles," he found that the clothing business was not so bad after all. There have been other instances of this kind which have recently occurred. These might be taken as lessons that the clothing business is a pretty good business. Never before have the men engaged in it been as broadminded nor as good merchants as those to-day engaged in making clothing. Never before have they so firmly established their business,

and gotten together organizations which seem bound to hold for another generation. It simply shows what can be done if a man believes in his business and has the necessary faith to intelligently work out the problem.

Half a Dozen Don'ts.

Don't ask all and give nothing.
Don't give advice that you are not willing to follow.

Don't waste time in vain regrets if hustling will repair the mistake.

Don't live a lie in the expectation that it will never be found out.

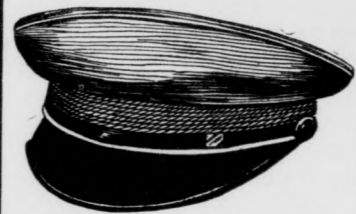
Don't let a dollar get so large in your sight that you can not see around it.

Don't forget that if you listen to gossip you have no right to complain when you are its subject.

No matter how perfect a locomotive may be it takes steam to drive it. No matter how clever a man may be he will get nowhere without hustle.

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.

PAPER BOXES

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

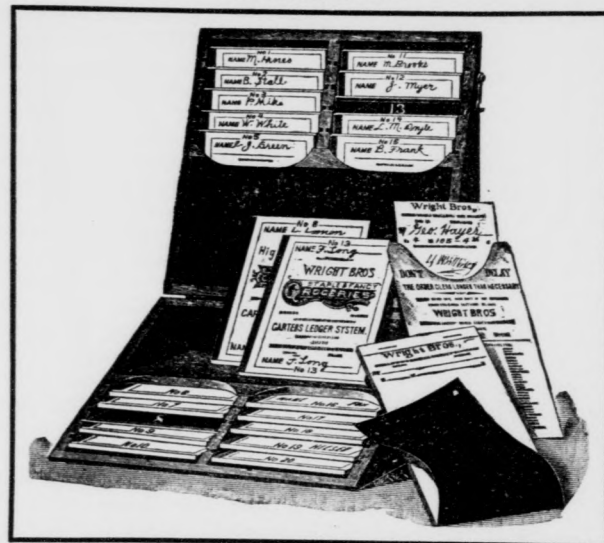
Cereal Food, Candy, Shoe, Corset and Other Trades

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

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

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.

Negroes Cling to Life.

"Men are inclined to marvel at the scarcity of suicides among members of the negro race," said an observant man, "but when you come to think of it there is nothing strange about the matter. The negro is a happy-go-lucky sort of a creature. He is not as quick to feel the pricks of pride as the white man and life's little reverses do not affect him in the same way. But lately the increase in suicides among the negroes has been a matter of serious comment. The observation has been made that a few years ago a negro suicide was unknown. The negro simply lived out his natural span in a natural sort of way. Suicide is a departure due to the abnormal and superficial conditions which environ the individual.

"The negro lives awfully close to nature. Such departures as he may make are due to his imitiveness and they are often grotesque and extravagant. Living naturally, he dies naturally, as a rule. Mainly, the scarcity of suicides among negroes is due to this love of nature and this natural way of doing things. It may not be inapt to remark in this connection the absence of anything approaching pessimism in the philosophy of the black man and an unflinching devotion to a religion of some sort. Did you ever hear of a negro infidel?

"Did you ever hear of a negro agnostic, negro atheist or a negro who was the least bit skeptical about the hereafter, the immortality of the soul and the other things which go with faith? I dare say you have not. I have not and I have been a pretty close student of the race, and living in the black belt of the South, have had a splendid chance to become acquainted with the traits of the race. All these facts may, in some measure, explain the negro's antipathy for any violent interference with the natural course of things. So, after all, there is nothing particularly strange about the fact that the negro does not take kindly to the suicidal impulse. Life may be hard with him at times, but he is easily cheered up and so he goes laughing his way, allowing life to wear itself out in nature's way."—New Orleans Times-Democrat.

Opened Safe by Using Finger Nail.

An extraordinary account is given of how a safe was opened by a robber, who had at his disposal no instrument of any kind, but operated merely with his finger nail. The person who accomplished the feat revealed his intention of robbing the iron safe in a hotel to another young man, who happened to be the cousin of the hotel proprietor—a fact he was unacquainted with.

As a matter of course, the proposed scheme to rob was revealed to the owner of the hotel, and a little before midnight, when it was to be put into execution, a couple of detectives were admitted to the premises and concealed behind the office counter.

A short time afterward the robber entered the office gently, without either tools or explosives wherewith to open the massive iron receptacle,

the combination of which it was evident he did not know. He had, however, resorted to an ingenious plan of his own.

He had pared the nail of his index finger on the right hand until the blood vessels were exposed. Then, by placing the sensitive wound on the combination lock, he could distinguish the movements of the tumblers as they fell. For more than an hour did he work, and at last there came a sharp click, and he swung back the doors of the safe.

He was in the act of filling his pockets with the valuable papers it contained, when a damper was thrown upon his activity by the sudden grasp of the detectives, under whose escort he was taken to prison. Thus was interrupted what was probably one of the most ingenious robberies ever recorded in the annals of crime.—London Tid-Bits.

Church Bell Rung by Lightning.

Lightning struck the steeple and rang the bell in the tower of the Diamond-street Baptist church in a recent storm. A portion of the steeple was split, and the lightning rod was melted in parts. There was a brief pause following the descent of the electric bolt against the church, then came a crash of thunder that startled the neighborhood for two squares on every side. Windows shivered and men and women, believing their own homes had been struck, rushed trembling into the street. Those living in the square where the church is situated heard a single and heavy stroke of the bell. The whole town quivered with the shock. On the Thirty-first-street side of the edifice a shower of broken stones and mortar fell, terrorizing for the moment several pedestrians, who were hurrying homeward to get out of the rain which at that moment was coming down in torrents. Persons who had seen the lightning strike felt sure that the church was on fire, although no blaze was discernible. The impression grew among the spectators, and a little later the excitement was intensified when fire engines, hose carts and hook and ladder trucks came dashing by, but none of these stopped at the church. A superficial examination of the church in the darkness did not reveal any great damage.—Philadelphia Press.

Better Gamble On the Races.

The man who looks upon advertising merely as a "gamble" would better confine his betting to "the races." He won't have to wait so long to find out that he is "broke." Such a man can not be made to understand that advertising rightly employed is simply the most rational and safest way of enlarging a business. Employed in this way it is never a "gamble."

Sorry He Asked.

Tom—I say, Jack, what reason have you for wearing an automobile cap? You never ride in an automobile.

Jack—O, I suppose the reason is similar to the one you have for carrying a pocketbook.

A Typographical Tragedy.

You must have a bunch of humorists working on your linotype machines, haven't you?" asked the poet as he entered the office.

"Haven't noticed that any of them have any failing in that line," answered the editor.

"Well you're a poor observer. Do you read your own paper?"

"Occasionally."

"Did you read my poem, 'To Agatha,' in yesterday's issue?"

"N—no."

"I thought not. In the poem I wrote a line which read, 'I love you better than I love my life.'"

"That was a neat line."

"And one of your linotype humorists made it read, 'I love you better than I love my wife.'"

"Er—"

"Exactly—my wife. And my wife not being acquainted with the failings of these key thumpers, thinks the poem was printed exactly as it was written and hasn't spoken to me since it was published."

And after taking a kick at the desk he crossed the hall and fell down the elevator shaft.

D. C. Horton & Son, grocers, Cheboygan: We can not do without the Tradesman.

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.

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.

BALLOU BASKETS ARE BEST



"DID HE CUSS?" HE DID!

The Handle Came Off, BUT it was NOT a BALLOU BASKET. The handles on our Baskets are put on to stay. In fact, they are made on honor—Rims, Handles, Staves and all from top to bottom. If in market for baskets suppose you write us and find out more about them. Ballou Baskets are good enough for Uncle Sam, and they are good enough for you. Prices are right, too. Nothing wrong anywhere. We make all kinds. Don't buy inferior baskets when you can just as well have the BEST.

BALLOU BASKET WORKS
Belding, Michigan

A BUSINESS SYSTEM ESPECIALLY FOR YOU SENT FREE

If you will give us a little information about the nature of the work you want the system to cover, we will draw up for you, without charge, a special business system, consisting of cards, guides, plans for filing, ready references, etc. It will be especially adapted to YOUR business and will contain the many fresh and bright ideas that have made our work so valuable to office men. Our new catalogue No. 10 will be sent free on request. It is worth its weight in gold for the time saving suggestions it contains, regarding accurate methods and economical outfits.

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

Shoes and Rubbers

Comparative Cost of Making Boys' and Youths' Footwear.

There is a demand for boys' and youths' welts for the reason that everything else has gone up to a better grade, and shoes must keep up as well as clothes and various other things. Everything in the first-class boys' and youths' shoe is now built on the same lines as men's, including last, upper and general shape and get up. With upper, bottom and the making of the shoe they are just as fussy as they ever were on the best men's shoes in the men's factories.

In making the boys' and youths' there is one thing the successful manufacturer should not overlook, and this is the shape of the foot itself while it is yet a growing foot. Notice the baby's foot when the baby is a few months old, and you will see that that foot is as square as can be. As the foot develops the big toe does all the driving, and to a certain extent protects the others. At the same time it will be noticed that the ball of the foot is the widest part. Now a proper covering for the foot, especially for youth, must allow for health and growth of muscle and tendon. Exercise is most essential, and all healthy children delight in sprawling and jumping, and they need all of the running about in the open air that they can get.

Of course, there must be style in a shoe, but too often we make a last with too much style for comfort. Length and breadth are the main features, and while it is enough to get a shoe long enough, it is not always so easy to get one wide enough. The width, therefore, is the main thing, and there must be plenty of width in the forward part of the last. The square last or the straight last is best for the foot, for when feet are in shoes made over these lasts one toe does not ride on another.

Where men's shoes are made there is always a tendency to pick out the best stock for men's, and although this point is seldom mentioned, in comparing men's and boys' product, it is the fact in about all shops that are known as men's shops. When and where they can do it there is always a strong tendency to cut men's shoes instead of boys' and youths' shoes, thus slighting the boys' and youths' in favor of the men's. That is one of the main reasons why it is not a good idea to make men's, boys' and youths' all in the same shop.

There is a vast difference between welts in boys' and youths' lines and McKay goods in the same lines. McKay boys' and youths' are gotten out at a cheaper labor cost than men's McKay, but there is no difference in labor cost between boys' and youths' welts and men's welts. The boys' and youths' high-grade are made just the same and exactly as the men's are, and if there is any saving in labor cost it is a very small one.

The McKay boys' shoe can go through in 72-pair lots, but as the boys' welts are seen they are more liable to go through in any size lot

from one pair up to 18 pairs. They go through as the retailer orders them, and where they sell to the retail trade the retailer will generally order small lots with widths running from A to EE. None of the boys' and youths' shops that I know of keep shoes in stock, and nobody would do that unless he was a jobber himself.

The only saving made in boys' Goodyear shoes is in the stock in bottom and upper. Three feet of upper is supposed to cut the best men's shoe, but on a shoe that retails at \$3.50 it would come nearer to it to say that 3¼ feet will cut it. It makes a difference in the grade of shoe and in the price of shoe you are cutting, but take it on the average men's vici it is about 3¼ feet for the \$3.50 shoe. A shoe that retails for \$2.50 can be cut easily out of 3 feet and the shoe retailing for \$3 can also be cut out of 3 feet. These figures are for men's shoes and the boys' will cut about one-half a foot under. Youths' will cut one-quarter of a foot under the boys' and I think that it would be a safe estimate to reckon spring heels another quarter of a foot under the youths'.

There is some saving in sole leather, but this figures by the pound. Heels are not so large, and neither is the outsole, insole or counter. These practically constitute all the difference there is in the welt lines, and one might say that the findings and labor were the same for boys' and youths' as for men's. In most shops they pay about the same price as that paid for men's on nearly all parts. At any rate, they do not figure to save anything in the making of the shoe, or if they do figure to save something on one part they lose it somewhere else.

Men's shoes are run down now in the sizes as low as 4½, but still at this size it is different from the boys' shoe. The difference is in the pattern, measurement and last, but the boys' shoe is a higher-cut shoe on the average than the men's.

Any manufacturer making a boy's or youth's welt, should make it good enough and he will get good money for it. And in striking in on boys' and youths' it is well to stick to them and let men's work alone. The boys' shoe has not been an expensive one heretofore, and with the great majority it will never be a very expensive shoe. Nevertheless, where boys get in the habit of wearing good shoes they are going to continue to wear them, and after buying one good pair they will want them ever afterwards. This is the result of all experience, and those who have anything to do with boys' shoes, know it is a fact.

The old way of making boys' and youths' was to make them along with men's, and work in small pieces that could not be cut into men's. Now, however, they cut men's shoes, and the whole shoe, out of one kind of leather, such as box calf, vici, velour, and so on, and by doing this it gives them an opportunity to work the pieces that are not large enough for vamps and tops,

Bathing Shoes and Bathing Caps

Write for Prices.

Goodyear Rubber Co.

Milwaukee, Wis.

Walter W. Wallis, Manager.



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.

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.

and the same pieces which under the old system were worked into boys' and youths'. These pieces will do for tips, heel stays, and tongues of men's shoes, and for other parts of the shoe. This will utilize all of the stock, so that men's shops have nothing to gain now by making boys' shoes.—Lynn (Mass.) Item.

How to Avoid the Worn-Down Heel.

Most persons when they try to stand straight, lean back from the waist, and then shrug their shoulders and hold them rigidly back. This is all wrong. The woman who would acquire the proper poise must hold her shoulders low and let every muscle in her body be perfectly relaxed. Then she should make her spine perfectly straight through its entire length, taking special care that it does not break in at the waist and is not bent backward at the neck. Now without altering the position of spine or shoulders in the least, she should lean forward from the hips until the chest is on a line with the tips of the toes. The chest should be raised, but every part of the body must remain relaxed and natural. At once it will be noticed that the weight of the body is upon the balls of the feet instead of on the heels. This is as it ought to be.

When the weight of the body is upon the the balls of the feet the spine is relieved of all strain, and a woman so poised can stand half a day without tiring, and to her walking will become a pleasure. With the body in this position every part will do its proper work, and there will be no tensility or friction, such as exists when we are putting our various muscles to uses for which they are not intended. If at first, in standing properly poised, the muscles of the legs tire, this is because they are now receiving the strain of standing instead of the hips, and are not yet accustomed to their natural use; also because they are being held too tense. In order to rest do not stand first upon one hip and then upon the other, which throws the body out of poise at once and is injurious in many ways. Rise on the toes once or twice or bend the knees several times. This will relax the muscles and bring instant relief. Another excellent way of resting is to sway gently back and forth and from side to side, rotating the body from the ankles without moving the feet. This not only brings relief when standing, but it is a splendid exercise for gaining a perfect control and balance of the body.

The Whole Thing.

"Then you've been to Niagara?"

"Yes. I was quietly married last Tuesday week, and the next day we reached Niagara. Soon as we got there I started out to see the falls with my wife."

"Magnificent, eh?"

"You bet. You should have seen all the other men turning around to look at her as she passed."

Germany leads the world in making aniline dyes. Its 10,385 establishments employ more than 150,000 persons.

IN A SHOE STORE.

What Happened in the Course of an Hour.

Mr. Fitem has packed up and gone away for a little vacation and before he went he said to me, "Hi," he says. "I wish you'd write something while I'm gone."

I'm not much used to writing for magazines and I didn't know just how to go at it and so I asked Mr. Fitem what to write and he said, "Why, just take an hour in the store and write just exactly what happens. The people who come in, what they say and how they look and what you say and what you think and the fellows will understand it all right and maybe like it. We all have about the same experiences and human nature is about the same the world over."

So I got a large sheet of paper and put it back by the do-up counter and I'm going to write down everything that occurs here for a while and call it An Hour in a Shoe Store.

Now I'm starting the story. It is just ten minutes past nine o'clock and there have been no customers to speak of yet. The scene is calm and beautiful. The beaming morning sun is rising higher and higher. I cannot see it, but I know it is because it is beginning to shine in on the window trim and I must go and let down the awning, for if Mr. Laster comes in here and sees the nice kid goods in the window stewing the oil out of themselves in the hot sun I shall certainly get hell. Now I'm back from letting the awning down.

I am all alone. Mr. Fitem has gone tripping, Mr. Laster is not down yet this morning and little Sizer has gone out collecting with the batch of bills which Mr. Fitem made out for him to collect while he is gone.

The sun is shining on the glass in the front doors, although it doesn't strike the window trim and, my gracious, how dirty it shows that window up to be. The glass looks all clean and nice when the sun does not shine on it, but now it looks as streaked as the surface of the Allegheny river below Oil City. I hope the sun gets high enough so that it don't shine through when Mr. Laster comes in, or it's shoe laces to button hooks that he tells me to wash them and wouldn't that be a nice note on me with little Sizer safely out of it?

If there's one thing I hate to do it's to wash—Hello, there comes a customer. I must describe her, I suppose. She is an over-grown little girl and is standing timidly in the doorway. She toes in a good deal, but while that is usually an indication of meanness in a man it may be only bashfulness in an over-grown girl. Her mother has given her one dollar and twenty-five cents to come down here and get herself a pair of shoes. She probably wears a 2½ and I will have a deuce of a time trying to fit her at the price. She will be awkward in trying it on and her stockings will bunch all up at the heel where it has been darned so many times and—but I must go up and wait on her, I suppose.

I'm back now. All she wanted was:



Mayer's

LADIES' SHOES

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

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

Write us about it.

F. MAYER
BOOT & SHOE CO.
Milwaukee
Wis.

MILWAUKEE
F. MAYER & SONS
B & S CO.
CUSTOM MADE

The Lacy Shoe Co.

Earo, 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.



Shoes Are Not All Alike

Choose a line that sells well but be sure it's a line that wears well, and you will do more business and a better business. Try our make. They keep trade because they always satisfy. There is an inseparable relationship between our trade mark and the term quality. Both stand for all that is best in shoemaking.

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

"Got any o' them fans yer givin' away?"

I'm not so much of a mind reader as I thought I was. While I was getting the fan for the girl a colored man came in. A fellow that works in the livery stable. He said he wanted a pair o' shoes powerful bad to wear to the dance to-night and he'd sure pay us on Saturday as soon as the boss gave him his wages, 'fore God he would, but I wouldn't let him have them and he said all right with an emphasis on the all as though he intended to go right out and ruin our trade with the fellows who work in livery stables all over the county.

A nice sweet, modest little girl came in while I was talking with the colored man, and came in so quietly that I didn't see her or hear her. When I looked around to come back here she was sitting as snug and nice on the settee as could be. She was dressed as neat as could be, but her clothes were too heavy for this time of the year and she carried a pretty little cloth muff. Just think of that? Some one must have given it to her and she carried it because it was pretty and she was dressed up. I should think it would make her hands sweat to-day. She said just as quiet and business like as could be:

"I would like some shoes for my little brother. He is almost five years old and the number on the lining of his old ones is ten, but they seem a little tight and I think you had better give me elevens. I would like some that will do for nice and every day both and will wear well, for he is very hard on his shoes. Mamma gave me ninety cents to get them with. I would like the best ones you can afford for the price."

Wasn't that nice? I didn't do a thing but give her a pair of shoes worth a good dollar and twenty-five cents of anybody's money only they are a little damaged because I used them too long one time in a window trim and the sun blistered them and the flies put a few of their kind of blisters on them, too, but they'll wear little brother all right and they'll look better than anything that I can give her for ninety cents. I wish all of our customers were as good as the nice little girl.

Now I've been alone for almost ten minutes and it got so still in here that the little mouse that lives in the wall back of the rubber rack came out and sat up on his hind legs on the ledge, looking all around and then scampered back when I stirred. There is a big thumping at the back door.

It was the cartman with a load of goods. The freight was \$1.45 and the cartage was 25 cents. We have an arrangement with a cartman that he is to charge 25 cents a load, no matter whether it's one box or all he can get on the truck. This time we made well out of him because he had a pretty solid load. If I wasn't writing this story I would go out and open up some of those boxes, for we are short of goods that I know are coming in that order, especially these new barefoot sandals that we

can't get in fast enough, now that the boys have caught onto them. I never saw anything sell so.

Here's old Judge Gouty coming across the street. He's an old crony of the boss and he's a nice old fellow but it's a tough proposition to try to sell him anything. I hope he won't come in here. If he does I hope he won't want to buy anything to wear himself. No one in here can handle him but the boss. Oh! goodness! Here he comes. Good bye, boys, I'm in for it.

Just 20 minutes later. Well, the judge is gone and I'm glad of it. He was all right but he's certainly a tenderfoot if there ever was one. Here is the way the dialogue went—about:

Me—Good morning, judge.

The Judge—Good morning boy. Where's Laster?

Me—Not down yet, sir.

The Judge—Time he was. Time he was. Fitem in?

Me—No, judge, he's gone on a little trip.

The Judge—Young business men trip too much now-a-days. Where's that little scamp—Kizer—or Heizer—or—

Me—Little Sizer?

The Judge—That's the rascal. He in?

Me—No, sir; he's out collecting bills.

The Judge—He won't get 'em. I've told Laster a hundred times not to trust out so much; he'll ruin himself.

Me—Is there something I can do for you, judge?

The Judge—Don't suppose you know anything about shoes, do you?

Me—Well, I work here and sell a good many. Something for your own wear?

The Judge—(Sinking on a settee with a grunt and a groan and raising one foot on to the fitting stool with a grimace.) Yes, I've got to have something. Take that damn shoe off, boy, if you can; it's murdering me.

The shoe that was "murdering" him was about two sizes too large, of soft kid and was slit down the upper in three or four places, besides.

The Judge—O-o-w-wow Ge-go-wow-reuch-ow. Glam! se-wup! Gro-ver Cleve-LAND! boy, but you near killed me.

Me—Feet rather tender, aren't they?

The Judge—Tender! Well, you better believe they're tender. Now I want something comfortable.

Me—Here's a nice kid shoe with a turned sole. Low cut, you see, and very broad across the ball of the foot. Now, I'll just slip this on and you'll say—

The Judge—Hell and damnation—hold on there—Jeupghk-wow-ziip! Good heavens, boy, I can't wear a great coarse shoe like that. Ain't you got nothing else?

Me—Well, these are about as soft and comfortable as anything I can think of.

The Judge—There's something up there on that paper box. Now, there is the very thing.

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.

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. 7516 | 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



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.

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.

Me—This?
The Judge—No. That open work shoe there. That's just the checker for feet like mine. Try on a pair.
Me—But those are barefoot sandals, judge.

The Judge—I don't care a cornucopia what they are. I want a pair. I've been looking for something like that for three years. Fit 'em on.

Me—Awful sorry, judge, but they are made only for boys and the sizes don't run above 2. They're to save boys' feet when they go barefoot.

The Judge—Never mind us old folks, I suppose. Well, I want a pair of those made. Those old Roman high livers knew a good thing when they saw it, and it's a wonder we never got to wearing 'em before.

Me—Shall I order a pair made for you?

The Judge—No, I'll come in and see Laster about 'em. Easy with that old shoe, there, easy—easy! Wow! All right, my boy, all right. Good bye. I've got to have a pair of those open-work things.

And the old judge wandered out and now I've got that written down. Mr. Laster is just coming in, so I'll quit and send this along.—Hi. Ball in Boot and Shoe Recorder.

Happy Disposition As a Safeguard Against Failure.

If a salesman has not within his heart the "milk of human kindness," he would better quit trying to sell goods and go into the banking business—where friendship ceases.

A happy disposition is to a salesman what fire insurance is to a property owner—it enables him to "bob up serenely."

As no two customers are exactly alike in their disposition, the salesman must rely on nature's law of "laugh and the world laughs with you."

When you are dealing with a customer who shows an inclination to be cranky and crabbed, remember that one of the strongest psychological laws is that of "Association," and as "Suggestion" is even a greater power you will find that by keeping yourself in a happy mood before a customer, your smiling countenance will suggest to him that it is better to be pleased than otherwise, and by the association of the thoughts which naturally go with pleasant things, the customer's mind will be very quickly filled with thoughts of a pleasing nature and his crabbedness crowded out to make room for them.

This fact will easily be recalled by many salesmen who have cultivated the art of story telling, for it is often the case that a crowd of very dull people have been fairly electrified into a coterie of very happy souls by the advent among them of "a jolly good fellow" who "breaks the ice" by shedding the luster of his sunny disposition in their midst.

While in this case the happy personality of the one individual is reflected by the crowd and while every one is not blessed with the faculty of being a "jolly good fellow" the tendency of a happy disposition is always to overcome moroseness wherever it is met with, and as the

salesman's business is to separate a man from his money it is very plain that a man will spend money more freely when he is feeling happy than when he is the least bit "dumpy," and many a salesman has found that it is very much to his interest to "call again" on a customer whom he finds to be "out of sorts."

"If you can not be happy, be as happy as you can," is a rule that all salesmen will find to be a never-failing guide to success.

When you rise in the morning and your head feels thick and the world looks black, if you will deliberately set to work to recall a few of the funny stories you have heard and earnestly try to put yourself in a laughing mood you will be surprised to find how easy it is to cast off what would otherwise be a bad case of the blues. Always remember that there are other days coming, and while to you "it may be cloudy today, the sun will be shining to-morrow." You can jolly yourself as well as others, and if you know how to make other people feel good and fail to work it on yourself you are not giving yourself a square deal.

How to Make Cards.

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

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

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

The colors prepared as above are not waterproof and will harden in the boxes, but that does not injure them, as by moistening when wanted again they will be found all right. If you

wish to use either gold or silver paint it is only necessary to procure some bronze of a good quality and mix with water and mucilage. Or you can procure at any paint or drug store a gold or silver paint, already mixed, at a very slight cost. This bronze paint can be used with nice effect on dark colored cardboard, or on ribbons.—Advertising World.

His Face Settled Him.

Harry Sloan, the Evansville attorney, has been spending the winter in the South, and, incidentally, studying its jurisprudence.

"I was in court in Georgia for a day or two," he said yesterday morning, "and when it comes to colored divorce suits you ought to see the court grind them out like they were coming from a coffee mill. I remember one man who got up to tell his story. He was certainly the homeliest-looking colored man that ever came down to show what the native raw material can do when it comes to getting up a caricature on the human race. He started to tell his story of connubial abuse and put in a smile to lighten up the gloom. The judge actually shuddered at the grin, and turning, hastily to the clerk, said: 'Enter a judgment of divorce. If he is not entitled to one his wife certainly is. That face of his would spoil the disposition of an angel.'"

A dime's worth of flank beef furnishes .284 pounds of sustenance, but the same value in tenderloin furnishes less than one-fourth as much.

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.

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
Neahawanta
Omena
Northport

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

Grand Rapids &
Indiana Railway
(The Fishing Line)



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

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

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.

"BEST OF ALL"

Is what thousands of people are finding out and saying of

DR. PRICE'S TRYABITA FOOD

The Only Wheat Flake Celery Food



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

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

Price Cereal Food Co., Battle Creek, Mich.

Woman's World

Observations on the Seven Ambitions of Woman.

"A woman's longing for a career," I said to Maud, "is either a manifestation of abnormal vanity, pinching poverty or domestic misery. The natural woman cares little for fame or philanthropy and when she starts out on a still hunt for the laurel wreath or undertakes to reform the sins of the world, you may depend upon it that there is a pebble in her shoe somewhere and that she is trying to distract her thoughts from her sufferings by outside diversions.

"Generally speaking, therefore, the interests of a girl who has a good home, and a good father able and willing to give her frills and frivols, concerns herself with matters of the affections. She wants to be loved. She expects to make love her career in life and she starts out with these seven ambitions:

"First—To be loved madly and romantically.

"Second—To be the Only One.

"Third—To be loved.

"Fourth—To marry her ideal.

"Fifth—To get married.

"Sixth—To be a perfect wife.

"Seventh—To get along in reasonable peace."

"It is rather a sliding scale, isn't it?" asked Maud dubiously.

"Most things in life are," I replied, and then I went on: "When a girl first begins to think of love," I said, "her standards are those of

the novel and the stage, and she wants to be wooed in sizzling language by a lover who will clutch her to his manly breast in a way that will loosen her back hair. This is a time when good little girls, who do not mean any harm in the world, answer advertisements in the papers, and have clandestine appointments with men their parents never heard of, and then they write letters that their fathers have to pay out good money to get back sometimes. They are simply hypnotized—drugged—doped on romance, and like Lydia Languish, are ready to marry anybody who will elope with them.

"While this frenzy lasts a girl will pass up a worthy, honest-hearted young fellow who really loves her and would pay her bills for her the balance of her life without complaining, but who halts and stumbles and threatens to choke on his Adam's apple in his lovemaking, for any kind of a handsome and picturesque wretch with a glib tongue. This is a time when she thinks love is enough and that it would be simply sweet to starve with a man who passionately adored her, but wouldn't work for her, or to live in a garret with an unappreciated genius and be his inspiration. Nothing short of a man threatening to commit suicide if she won't return his affection goes with her, and it fills her with bitter scorn to observe that after she has refused a suitor he goes on eating three meals a day and apparently enjoying good health. Fortunately, most girls have sensible mothers

who see them safely through this crisis of their existence and they live to marry some man who is short on poetic language but long on faithful affection and who pops the question across beefsteak and onions at a restaurant by saying, 'Say, Sallie, I'll furnish the grub for life if you'll come and sit opposite me. What do you say? Is it a bargain?'

"By the end of her first season the girl has generally abandoned her first ambition to be madly, poetically and romantically loved. She's begun to get a little acquainted with the world as it really exists and she has found out that romance is a blanket that covers a multitude of vulgarities. It does not strike her as romantic any more to meet a drummer in the park or get letters that are addressed to a false name. It seems downright common and indecent and servant-girlish. She has also ascertained that whatever other charms and fascinations the average man has, making picturesque love is not one of his accomplishments. No Englishman or American can do it. They are not built that way. They can be earnest enough and forceful enough, but they can not get down on their knees without feeling idiotic and looking the part.

"In consequence of all of these drawbacks the girl revises her ambition; she does not care so much for the mere words of love, but she yearns to be the Only One. She wants to feel that up to the time a man met her his heart was an impregnable fortress that women had

stormed in vain or that he had gone through life seeking an ideal creature until by chance he discovered her. She is not heartless or unkind or unsympathetic, but it affords her exquisite rapture to believe that should she say 'no' then his life henceforth would be dust and ashes and that he would never love again.

"This curious vanity of women, in wanting to think that they are the only ones who could inspire affection in a man, is so well recognized that men generally head off the inevitable question: 'Did you ever only ones who could inspire affection the mendacious assertion that the girl they are courting is the first one. My dear child, do not believe it, if the man is over 18, and it does not make any difference, anyway. Love is not like a garment. It is not made over to fit each individual. It is always new and fresh. The quality that attracted a man in his first love and the quality that holds him in his last may be entirely different, for love is progressive and the calf love of the boy is no more to be compared to the deep passion of the man of 40 than water is to wine.

"Only debutantes, it may be said, believe a man when he tells them he never loved before, and by the time a girl reaches her second or third season, she is not so particular about being the first. She has found out that love is not so common or so easy to get that one can be too particular about it, and so her ambition becomes a chastened one. She only wants to win some faithful heart, to

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be loved truly and honestly and loyally. She is willing to cut out the romance and the passionate wooing and even accept a lodging in the much-occupied heart of a three-times widower, if only she can be assured that the affection she is getting is genuine.

"She still clings to one idea tenaciously, however, and that is that she will not marry until she finds her ideal. She does not know exactly what that is, but it is something between a demigod and a Count of Monte Christo. He must be big and strong and able to command events. He must be so stern that others tremble at his frown, yet she must be able to bend him to her slightest wish. He must rule her, yet never let her perceive it. He must be soulful and intense, yet able to make money, only, of course, you must not be able to smell the grocery or the dry goods on the money. He must be a man of the world, yet a model of all the virtues.

"She does not find that kind of a man. She could not. He does not exist, and although it comes with a wrench, she finally tears the ambition out of her heart to marry her ideal. She begins then to think of matrimony on a common-sense platform and to realize that a plain, practical husband who is willing to stand for her shopping ticket is worth having, even if he has not any yearnings after the whatness of the what, and knows more about the price of salt codfish than he does about Browning. Moreover, she begins to find out that she can be exceedingly fond of a fat, freckled-faced, sandy-haired man, who does not come within a million miles of realizing her girlish dreams of the sort of a man she would permit to lead her to the altar. Now and then, it is true, as long as she lives in times of domestic stress, she will think tenderly of the ideal she did not find and who would have understood her, but she never really regrets him.

"There is one thing remaining—her fixed intention of being a perfect wife. Strange to say, no woman ever doubts her ability to do this until she marries. When a girl looks at a married woman and sees that she has gotten dowdy and slouchy in appearance, that she has lost that ineffable charm that comes from a woman trying to please, that she nags and frets at her husband and shows him all the unlovely angles in her character, and that she has apparently come to look upon the man she is married to as nothing more than a piece of household furniture that it is indispensable to have about, but not valuable enough to take care of—when a girl, I say, sees a married woman in that state of disillusion and disillusioning, she is honestly shocked. She no more believes that she could reach that state than she believes she could become like the ragged beggar woman on the street or the criminal behind the bars.

"She sees herself always attractively gowned, welcoming a husband home with a sweet smile to a dainty

dinner, always amiable, serene and competent, managing a home that runs along on greased skids, and it is only after she is tired worn with wrestling with incompetent servants and teething babies and a husband whose temper is like a train of fireworks, that she realizes that she, too, has fallen short of her ideal, and failed in her ambition to be a perfect wife.

"Her last ambition, and the only one of all she started out with that she ever achieves, is when she finally makes up her mind to accept life and love as they are and to make the best of them. By this time she has discovered the hollowness of things. She knows romance is nothing but the glamour youth throws over commonplace objects, and that like poor silver plating it soon wears off; that one's ideals are broken reeds on which to lean, and that love has to be bolstered up on bread and butter. By that time, also, a woman learns to quit trying to reform her husband's little ways, and making him take soulful views of things. She takes him as he is, and when the hour arrives when instead of sitting up for him at night with her heart in her mouth, imagining somebody has waylaid him, she can go calmly to sleep, it marks—"

"The end of things," said Maud, with a shudder.

"On the contrary," I replied, "it marks the beginning of peace, etc., real enjoyment of life and matrimony." Dorothy Dix.

The Spinster in Germany.

The education of a German girl begins at 6; it is compulsory, and the rule for attendance is strictly enforced. A mother can not keep a delicate or ailing child at home without a doctor's certificate. Work is carried on at the fullest stretch, and the strain on mind and body is such that many a German girl leaves school with her nerves shaken and her health injured for life. Little time is allowed for gymnastics or outdoor games, although some change in this respect is now being made, and at 16 the girl leaves school, after passing numberless examinations, her studies having included languages, history, science, mathematics, dancing and singing, a thorough course in cookery, and needlework. It is of these last two accomplishments that she makes the most use in after life. The rest lead to nothing, and in the majority of cases the girl might just as well have been spared the strain of acquiring so much superfluous education.

Marriage is considered as much a sine qua non with a German as with a French girl, but it is not arranged in the same businesslike way, unhappily, it would seem. It is left to the young woman herself to attract a husband, and, as spinsterhood in Germany has few attractions, girls are continually occupied with their matrimonial chances.

An unmarried woman is an absolute failure. While her parents live she remains in entire subservience to them, and when they die she is usually terribly poor, while if of good

birth she would rather starve than work for pay. If she belongs to an aristocratic family she may obtain a small allowance of about \$125 a year, with board and lodging, in a Stift, or sort of lay convent, endowed by successive benefactors for the support of these unmarried daughters and sisters. Residence in the Stift is only compulsory for a few months of the year, and the Stiftdame may visit and receive friends as much as she likes.

Teaching is the principal occupation open to those women obliged to earn their livelihood, but the government examinations are severe, the pay poor and the work hard, and there are few opportunities of rising. Of late years women are beginning to work for university degrees, so that they may take equal places with the men in the schools, and the Froebel movement has helped some to more satisfactory positions. Hospital nursing is almost the only other profession open to the sex. Dentists are numerous, but medical degrees must still be obtained abroad, and feminine journalism is confined to the realm of fashion.

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PUBLIC AFFAIRS.

How Great a Part Should the Merchant Take?

Written for the Tradesman.

It has been often said, and always with truth, that politics and business will not mix any more than the proverbial oil and water. The mercantile history of every town is strewn with the wrecks of men who dabbled in both. The failure of many was due to the fact that a man can have too many irons in the fire at one and the same time. He can not devote a great deal of attention to politics without being compelled to devote less attention to his business. As he will still cling to his business to some degree because it represents to him his permanent income, his politics are seldom a success. Many men look upon politics as a diversion, or a side issue; but politics is a profession and a business as much as selling groceries or dry goods or any other class of commodities. It requires men who are trained for that kind of career and fitted for it by natural abilities such as tact, generalship and the power of organization. So much is this fact recognized that a great college at one time considered the advisability of founding a chair for the study of political science. From a professional standpoint, how then may the mere dabbler hope to succeed when politics requires the undivided energies of men who are specially equipped by nature and training for this intricate profession?

Politics also requires personal integrity, although there are many who claim that the man who would make a success in politics must not lay too much stress on this point. In no business is there more temptation to a man than in public office, and there is hardly less temptation presented in the struggle attendant upon a campaign for political preferment. Unless a man is equipped with all these things, he would better leave the game of politics alone.

Politics is particularly bad for a merchant because politics makes few friends and many enemies, and at that the friends of the political man are an uncertain and unreliable kind. In politics one rarely knows who are really friends and to whom he may intrust his confidence and his political fortunes.

From national politics down to the rule of a township, one will find this truth evident, and if he knows nothing of it by personal experience, let him ask any man who has ever been a candidate for town constable or president of the United States and he will tell him about these things.

I believe that a merchant should keep out of politics. Some of the reasons have been given above. There are others. Politics is war and we all know what General Sherman said war is. Politics involves continual fights, almost invariably of a personal character. In this great game you will find more clashes of personal affairs than of public policy; more men that are fighting for their

own advancement than are for the principles they advocate.

Politics means continual misrepresentation and misunderstanding, the one quite as damaging to the merchant as the other, although he is entirely irresponsible for the effects they produce. Then at the best the reward of politics is small. At best it is simply the satisfying of a little personal vanity. If you could interview the merchants who have been successful in politics as the word goes, you would find that this success has not been won without cost to their business.

I wish every merchant could read Elliott Flower's new book, "The Spoilsman," which has recently come from the press of L. C. Page & Co. of Boston. One of the central figures is a hardware dealer named Mason, a conscientious citizen who is induced to run for alderman of his ward. On the surface it would appear that he is successful. He defeats the gangsters who attempt to prevent his nomination and election, but finds himself so misrepresented and maligned, so crowded by debts created by the borrowing of money to further his campaign, that the ultimate price of his small political success is loss of his business and finally the closing of his store. The story ends happily because rich and influential friends come to the relief of Mason. They do this—in books. It is a great story, however, and should be read by every merchant who has an itching for public office.

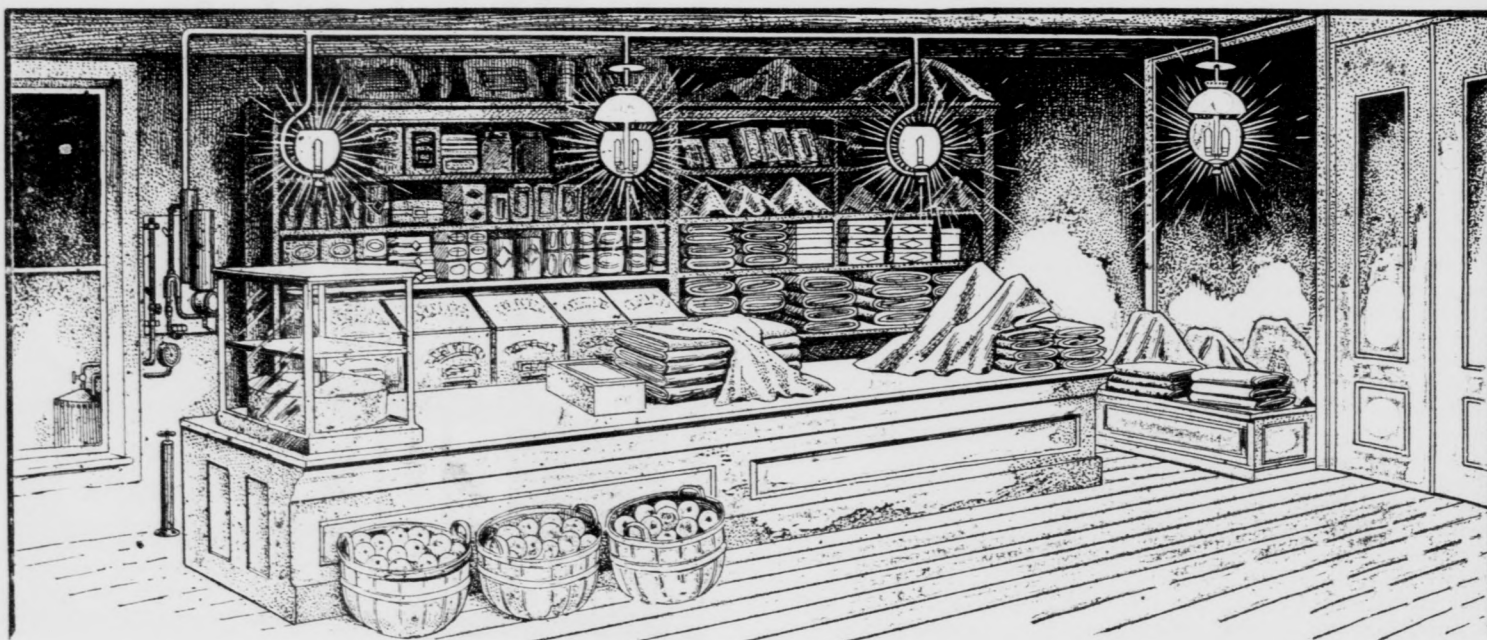
However, one of the most serious

mistakes that can be made is to confuse politics with citizenship. There are those who mistake citizenship for politics and others who mistake politics for citizenship. A merchant can not well take a hand in politics without damage to his business and without soiling his own personality, but he can not maintain his high citizenship without benefit to himself, his business and the community.

The merchants in a city or village represent the highest class of its citizenship. I do not say this merely because I am addressing an audience of merchants, but simply because it is true. The influence of the merchant is great, but in public affairs it is greater by example than by argument. Every one recognizes the necessity for purity in politics and civic life and recognizes the fact that the merchants are in no wise to blame for the unfavorable state into which these things have fallen.

In my own city, we are having a warm time just now over the wheels of fortune which were permitted to operate in the public streets on the Fourth of July. No one would claim for an instant that the merchants wanted these wheels of fortune in operation. As a matter of fact, the merchants were opposed to them. It was the politicians who were responsible for their presence—the same politicians who a few weeks previous had arrested local corps of the Salvation Army and incarcerated its members in jail over night for holding a religious meeting in the very vicinity in which the gambling devices

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were afterward permitted to operate unrestricted. If there is any way the merchants can correct such an evil as this, surely it would be their duty to take a hand.

I advise every merchant to take part in every movement for the promotion of good citizenship. He will not lose his trade by it, but will increase it. However, he must not confuse good citizenship with personal ambition. I do not merely advise the merchant who has a desire to mix in local affairs and is undetermined whether or not to do it, but every merchant to take a part in any movement for the betterment of municipal life. You pay a large share of the taxes. You should see that public moneys are properly expended. Your property is most endangered by fire and thieves. You have the right to see that your police protection is proper and your fire protection adequate. Your children are in danger of contamination by wrong influence, such as these wheels of fortune, and you have the right to remove the danger. You pay a large share toward the maintaining of the public schools and it is your right to see that they are properly administered.

I do not like to see a merchant a candidate for office. Some one may say that if good men refuse to run for office how can we expect to have other than politicians in places of public trust, but it is asking a good deal of a merchant to run for office. It opens to misrepresentation a man whose business will be most damaged by such things.

The proper role of a merchant in matters of public policy is of a force rather than its particular object. The merchant should not be like some newspapers I have known, afraid to express an opinion for fear they will make enemies. This timidity often saves one from making enemies, but it never makes a friend. The coward has no enemies, but he also has few friends.

No man ever lost trade because he stood for honesty, cleanliness and fairness. I have known men who thought they followed these principles who lost trade, but it was because they were fair to themselves first. I know some of them, I have had personal experience with them. They began wrong. They were careful to see that the first persons who were fairly dealt with in matters of business were themselves, and they prided themselves when they had accomplished this object that they were the personification of integrity and impartiality, but it is the merchant who is honest and just and courageous in upholding his civic rights who can exercise a good influence on public affairs, without damaging his own business, and still further his own interests. Charles Frederick.

Of Different Tastes.

Wearry Raggles—You won't git nothin' decent in there. Them people is vegetarians.

Hungry Harry—Is that right?

Wearry Raggles—Yes, an' they got a dog wot ain't.

How Clerks May Make Their Services More Valuable.

It seems to me that this is a question that is easily and simply answered, but in order to state my views in such a way that he who runs may read and he who reads may at least understand the reasons for my views upon the subject, I will state my position and briefly as possible give the grounds upon which it is based.

The clerk's best interest is first, last and always identical with that of his employer. There are moments in the lives of the best and most intelligent clerks when this undoubted fact seems a fallacy and a mockery. Yet the clerk who thinks, soon reverts to the faith that the fact is in no wise changed by his moments of doubt.

In the first place the only possible advance open to the clerk is through his employer or some other employer, and they easily recognize the worth of one who honestly and constantly looks after their interest. Selfishness may, in fact often does, prevent an employer from rewarding merit, the existence of which he is well aware. But selfishness will eventually make him advance the man who looks after his interest.

It is often like the woman who said that she had such a splendid hired girl but was worried to death about her. When asked why, she said: "If I praise her she will want more wages. If I don't she'll quit." It's dollars to doughnuts she praised the girl and stood the raise. We all like money, but the merchant who has employed many clerks knows to a certainty that the clerk who is right saves two dollars for every extra one he costs. Then the relationship between the clerk who looks after his business and the employer soon becomes more or less confidential. The proprietor sees the manifest interest displayed, he notes the over hours that have been put in, the customers who have been accommodated, the knowledge of the business that has been acquired, the few requests for leave of absence, the promptness of arrival at the post of duty, the carefully completed task before leaving it, the cheerful willingness to work extra hours when business requires it, and the thousand and one indications of a determination to make the business a success in so far as his efforts are concerned.

Soon, the clerk who gets so little and is willing to give so much is consulted about some trifling matter. He knows the subject, has thought about it, and has seen places in the system of the store that might be improved. The result, his answer is a wise one, and it shows the result of reflection. He will be consulted again and again if his wisdom grows with his experience, and the distance between the clerk whose advice is frequently sought and is good enough to act upon, the manager or even partner is not so very great.

And all this time the fame of this clerk has not been confined to the store in which he works. Customers have commented on him to other merchants and better positions, man-

agerial or even partnership offers, unlikely.

Now add to this the fact that not one clerk in a thousand has sense and application sufficient to conduct himself after the manner suggested above and you see how large and frequent are the chances for the clerk who makes the interest of his employer his own. There is only one objection to the clerk who identifies his interest with that of his employer. He is not likely to remain a clerk for any great length of time, unless he has some very serious shortcoming.

Not a Good Fibber.

A merchant has an office boy who is all right as a faithful, honest little chap, but his home training has been so good that he is by no means a good fibber. The other day the merchant said to the boy:

"Did you tell that awful bore who called that I had gone to San Francisco?"

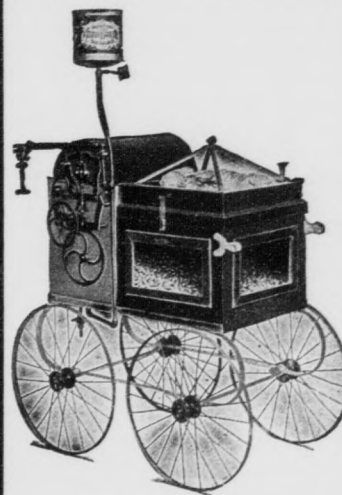
"Yes, sir," said the boy; "I told him you started this morning."

"Good boy! What did he say?"

"He wished to know when you'd return, sir, and I told him I did not think you would be back until after lunch."

A New York City magistrate says if he could have his way he would in 90 out of 100 cases send men who carry concealed weapons to prison for ten years. A good deal of trouble is due to men who act hastily because they happen to have a gun handy.

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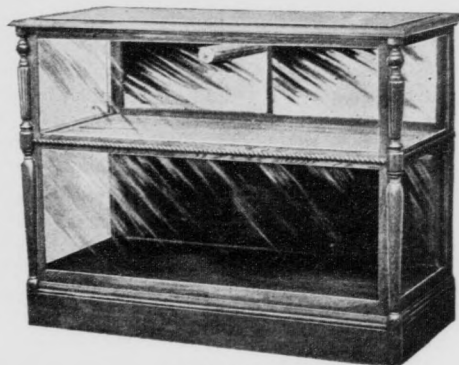
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Written for the Tradesman.

They were two traveling men, each something over twenty, Marston being the elder by at least five years. Residents of the same town, they had long known each other and when they met on the train that morning they naturally got into the same seat. After the few usual personal statistics, following the immediate "How are ye," Marston put out his hand with a rather peremptory, "Le' see your order book, Bartlett. I'll bet I double on you."

There not being any movement toward the pocket containing the said volume, the speaker looked at his acquaintance a moment. "Don't want to let me see it? I thought as much. The fact is, Bartlett, you'll have to give up that dumb-as-a-clam policy that you've always had. It'll do in the high school, as it will in most places, but when you get into business up to your eyes, you'll find it don't pay. No business man's going to pry your mouth open to get you to talk and that reserve of yours that you still pride yourself on is going to play the dickens with your order book. See here;" and, suiting the action to the word, Marston offered his open order book to his fellow traveling man.

Bartlett drew back. "I beg your pardon; but there is nothing there to interest me. You may have 'doubled on' me, as you call it, a dozen times over. That's no affair of mine. I'm not as old as you are in business and am not supposed to have learned how; but your way is not my way and I shall have to get there on my own feet at my own gait. I'm not complaining. The house seem to be satisfied with me, my list of customers is constantly increasing and they belong to the class the house like. 'Rome wasn't built in a day,' and the trade I'm building up has got a good, broad, firm foundation. So I'm satisfied."

"All right as far as it goes, old man; but what's the use of being satisfied with laying one brick when you can lay two? You are too conservative. That's something you'll have to get over. Of course, I've not been in business long enough to know all about it; but I've gone far enough to know that modesty isn't a business quality. Why, Bartlett, without bragging, I can go all around you and you'd never know it and I'll bet you five dollars that I'll go into the same town with you and give you the inside track and the next day I'll have more orders than you do, two to one. Take me?"

"Humph!"

"Shocked you, haven't I? All right; here's at you again. What in thunder, if you're going to be a traveling man, do you dress for all the world like a la-de-da? Two-dollar-and-a-half ties and things to match don't cut any ice in a business office. It smacks too much of tan-colored kids and take-off-your-hat style for the average business man. They don't like it. What they want is somebody they can't put off; and

nothing pleases me more than to load up a man with a lot of goods he doesn't want. I've got a lot of men on my list that give up everything the minute they see me. They say I'm the worst man on the road. It's a matter of training. I've schooled 'em to it. Take Hawkins, of Grand River. He was a cantankerous cuss. Couldn't touch him with a ten-foot pole when I went for him first. Now, I've only to put my head in at his window with a 'What is it?' and the order is ready for me.

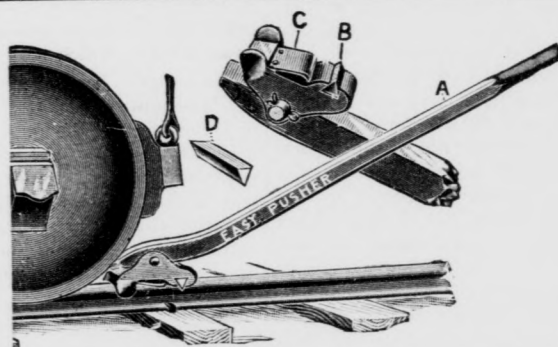
"Now you never could do anything with a man like that. I don't like to talk about myself, but the fact is, I made a study of Hawkins and at last I landed him. I found that he leaned toward the unusual and I gave it to him. I used to dress on the subdued order. Necktie, shirt pattern, hand-me-downs all had to be of the—well not too loud order, but striking, you know. That's what made me say what I did just now. You're coming to it—oh, you're coming to it! Then I simply insisted on being waited on when I came—not when he got ready. That hurt but, man alive! he had to give in, and now the other fellow may be deep with him in samples and what not; but I give him the nod and there we are. Hello! Is this Grand River? Sure as guns! Well, so long. I sha'n't charge you anything for any advice, but you'll find it's good's gold. I've practiced what I've been preaching now for ten years and you don't find any flies on me, do you?"

"No, I can't say that I do; but if you'll let me be half as candid as you've been with me I must say that in my opinion they have left you pretty well specked up!"

If there had been any reply, the stopping of the train and the rush to leave it put an end to the talk and each traveling man in his own way found himself on the platform and so, ready for the business before him.

Grand River was one of Bartlett's favorite towns. Early in his traveling career he had liked it and the business men he found there. There seemed to be between them and him something of that touch of human—their—nature which at once made them kin. They liked the quiet, gentlemanly young man who looked them in the face when he was talking to them. His handsome figure in its quiet, well-fitting, good clothes appealed to them and without knowing why hardly a man of them but found something so satisfactory in the rich, subdued colors of that young fellow's costly necktie that they insisted on knowing where such toggery could be found and bought it. Then, too, they liked his unobtrusive ways. He never seemed to forget that they were gentlemen. A business office seemed in his estimation to have the—well, sanctity is a pretty strong word, but that is the idea his manner conveyed, and the way his hat would come off the moment he came intensified that thought. Of course, there could be but one reception for such a man like that and the nod and the smile and the "Have a seat for a moment, Mr.

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DETROIT, MICHIGAN

Bartlett," were usually the prelude of the coming order.

So in spite of the advice which he had just received from the experienced Marston, young Bartlett with his grip started for his hotel, where he took his usual time in getting ready for his round of work. He washed and he brushed and changed his collar and gave Marston a pleasant thought as he put on an aggressively offensive tie and after a number of profitable business calls stood hat in hand in a little back office of Hawkins & Co., where the senior partner of the firm, with nervously beating fingers was sitting at a table covered with little trays containing samples of all sorts of merchandise and on the other side of it was Marston with one leg over the arm of his chair, his hat pushed back from his forehead and a dead, half-smoked cigar between his fingers, in a "don't you forget it" voice and manner insisting that certain articles would have to go down on his order list if he had to talk all night.

"I beg your pardon, gentlemen, but the boy told me to come in. I—"

"It's all right, Mr. Bartlett. Step into my office."

In response to the pressure of an electric bell the "boy" appeared. "Tell Judkins to come here at once," and when that underclerk came in he found Hawkins standing by his just-vacated chair. "Sit down here, Charley, and hear what Marston has to say about these goods. I'll see you later, but don't interrupt me. Good day, Mr. Marston. Judkins and I will talk over your samples later."

A few minutes afterward there was a hearty handshake in the private office, a pointing to an easy chair by Mr. Hawkins, who taking his choicest brand of cigars from his desk remarked, as the blue from both curled skyward: "The coarse-grained, half-trained drummer who bores me and who insists upon selling me stuff I do not want will never get any of my trade. Here's your list, Mr. Bartlett. You see, I've kept it for you. Take it along with you. I have a duplicate. What I can't understand and don't want to understand is why these fellows who come in here, as that Marston does, can't see that every time they do what he's been doing for the last seventeen hours and a half they drive a nail in their commercial coffin every time they do it? Oh, well, he'll learn in time. It's so near the time for luncheon you'd better go home with me. Mrs. Hawkins is always glad to see you. It'll rest me to walk."

As they turned the corner the smoke from those cigars, blue as the noonday sky overhead, was wafted by the lucky air right across Ben Marston's nose. He turned and looked and saw the smokers and said something which sounded very much like "D—n it!" and I am satisfied that's exactly what he said.

Richard Malcolm Strong.

Plea For the Bridegroom.

Rhapsodies on the June bride are now ripe, and the crop is bountiful. The dear creature, of course, is

worthy of all the good things said about her. She is the loveliest, sweetest, most charming and altogether most delightful thing that ever came down the pike or the central aisle of the church. Her very presence is a benediction and a suggestion of the spiced isles, and her dresses—ah, they are dreams! If you do not believe it just get into the company of any of her girl friends; you won't have the trouble of asking about it. The June bride is "it" at this season of the year. She is always "top of column next to reading matter," which, being interpreted, means that she gets a choice position, where she and her beauty and her gown would positively demand attention if it were not given freely, gladly and voluntarily. She deserves and has the admiration of all creation.

And yet we make bold to put in a little plea on behalf of the June bridegroom, that he be not forgotten. Ordinarily he cuts mighty little figure in the proceedings. He is regarded rather in the light of a piece of the stage settings, or a foil to show off the radiant beauty of the bride-elect. That he is a very necessary adjunct to the function which brings the bride all ablush into the public eye will be admitted. But who notices how he is dressed? Not even the bride herself. She and the others have a hazy picture of a man with something black on his body and something white on his hands, and some of the spectators may observe a scared look on his face. But that is about all. Nobody says, "Wasn't he handsome!" "How perfectly his costume set off his splendid figure!" "Wasn't he just too sweet for anything!" Comments and compliments of this kind are reserved for the bride. The bridegroom does not get them. And, to tell the truth, he is glad of it. He is well content for "her" to be the recipient of all the attentions while he stands meekly in the background. It is less embarrassing and less bothersome.

It is after the wedding and in the home life that the June bridegroom shows up big, if he is of the right sort, and most of them are. It is when the honeymoon has waned that he proves to the June bride the wisdom of her choice. It is when he takes off his coat and hustles hard at work all day and is tender, loving and true under the evening lamp that he demonstrates he is not the clothing dummy that he appeared to be during the wedding ceremony. It may be that the world will not notice it. No mention of the fact will be found in the society columns and the neighborhood gossips will have nothing to say about it. But when he has made her a happy home the June bride will understand and appreciate the fact, if she is of the right sort, and most of them are, and will bless the day that brought to her her own June bridegroom. They are both good people; may they live long and prosper.

If there is a merchant in your line in your town who is better known than you are it is your fault.

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.

Women As Drummers.

There are more than half a hundred women in the United States who earn a living, and a good one at that, by acting as "drummers," or commercial travelers, for business houses. One of the most successful of these saleswomen is not of the opinion that all members of her sex could do as well as she has done. "The women who have made a success on the road," she said recently, "are the women who would have made a success in any line of work they took up. There is the rank and file in every business, but I think that fewer women go on the road now than did a few years ago.

"Men do not regard the woman commercial traveler with favor, and many houses employ them simply as an advertisement to attract attention to their goods and make them talked about in the small towns. Other houses refuse to have a woman represent them on the road, and there are still others who find that the percent of sales by their feminine representatives is as large, if not larger, than by the men who made the same territory.

"The work is hard, but less hard than that of a clerk who stands all day behind the counter, and the pay is better. Most traveling saleswomen can make at least \$1,000 a year, and few clerks receive more than \$15 a week. Some routes are pleasanter than others, and it is not always agreeable to make towns of less than 8,000 inhabitants, as the hotels are likely to be poor, and there is nothing to do for amusement after the day's work is over."

There are a number of Minneapolis women who have made a success as traveling saleswomen, but they were endowed with the ability to make a success of anything they undertook. They have shrewd, capable business brains, they are not afraid of work, and they deserve the large checks they receive in payment for the equally large orders they send in to their houses. Miss Pettibone, who formerly made Minneapolis her home, and who now represents a corset house, with headquarters in Chicago, receives a salary of about \$7,000 a year. Miss McCue formerly traveled for Washburn, Crosby & Co. and was one of the few women selling flour. She has recently abandoned breadstuffs for soap.

Among the traveling saleswomen who are well known to buyers are Mrs. Campbell and Mrs. Allen, who sell baking powder; Miss Louise Ames, who has a dry goods line; Miss Augusta Asher, infant's wear; Miss Heintzman and Miss Connolly, corsets, and Miss Annie Burr Potter, mousetraps.

Most of the traveling saleswomen represent some branch of the women's wear. The women who sell soap and flour and salt are not bothered with large trunks or samples, and they can make their sales at once if the buyer is in the humor. A man can sometimes coax him into a purchasing disposition with a cigar or a drink, but a woman has to depend on her wit, which does not always an-

swer the same purpose.—Chicago Chronicle.

Hardware Store in a Man's Stomach.

Clarence F. Truair has just come out of the Erie County Hospital at Buffalo after undergoing a most remarkable operation.

He entered there a month ago, complaining of indigestion. Dr. H. L. Gaylord of the State Laboratory put Truair on the table and opened his stomach. Therein he found:

Four hundred and fifty-three good-sized carpet tacks; 41 knife blades; 142 screws; 40 large pin-points; 6½ ounces of ground glass; a chain three inches long.

The surgeons picked out all this hardware, cleaned Truair's stomach and sewed it up. He did not appear to have much chance of recovery at that time, but to-day he is as well as ever.

Truair refused to tell the doctors how the articles, which weighed two pounds and three ounces, came to be in his stomach. Now he makes the following statement to the correspondent of the Sunday World:

"The chain was the cause of it all. If I had never eaten that I would have been all right. I'll admit now that eating glass and metal is my business and, under the name of Claude Trimble, I have traveled about the world eating ostrich food. I told the doctors that I was a cook.

"It seems strange to me that I couldn't get away with that chain, when I had devoured three door keys three inches long. The longest of the screws in the picture was two inches and the shortest one a quarter of an inch.

"I once was a partner of Henry Harrison, the human ostrich, who has been so much exploited in England. I can eat anything he can. Most of the glass you see at the top of the picture came from lamp chimneys."

Recent Business Changes Among Indiana Merchants.

East Chicago—W. Podrazek is successor to Anton Stachura in the grocery business.

Hammond—H. Elster, dealer in groceries, has sold out to Leonhard Elster.

Fort Wayne—The Summit City Soap Works has been incorporated with a capital stock of \$100,000.

Lafayette—The Wahl-Gaasch Co. succeeds Wahl & Gaasch in the jewelry business.

Indianapolis—The Layman & Carey Co., wholesale hardware dealers, has been incorporated under the same style.

Noblesville—H. B. Eller, dealer in oysters and fish, has sold out to Hayes & Eller.

Indianapolis—The Turner-Zephyr Heater Co., manufacturer of furnaces, has been incorporated under the same style.

Noblesville—Geo. W. Hayes is succeeded in the grocery business by Geo. W. Hayes & Co.

Sicily is the home of sulphur. The island exports 360,000 tons a year, of which the United States gets one-third.

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



Send for Illustrated Catalogue

CHAS. A. COYE, Grand Rapids, Michigan

11 and 9 Pearl Street



White Seal Lead

and

Warren Mixed Paints

Full Line at Factory Prices

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

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.



WE WANT YOU

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

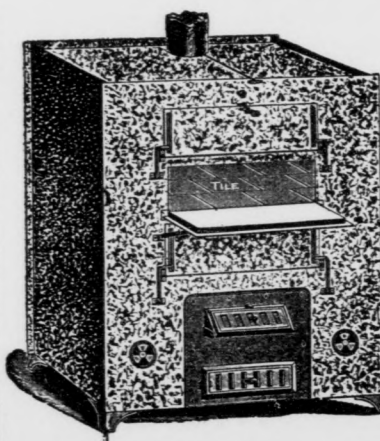
Forest City Mixed Paints

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

The FOREST CITY PAINT & VARNISH CO.

Established 1865

CLEVELAND, OHIO



BAKERS' OVENS

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

Hubbard Portable Oven Co.

182 BELDEN AVENUE, CHICAGO

Keep Your Profits Yourself.

Making money is often a matter of nerve. Out West there used to be an Indian chief named Young-Man-Afraid-of-His-Horses. In business there are large numbers of men whose real names are Old-Man-Afraid-of-His-Competitors. Whenever you see a man with his face drawn long and a mournful note in his voice proclaiming that things are coming to such a pass he does not know what is going to happen to the country, it is a safe wager that he has lost his nerve and that he belongs in the "afraid" class.

Fear is many times more contagious than smallpox or yellow fever; it kills more men than bullets and spoils more careers than strong drink. Whenever a merchant begins to fear that his competitors are going to get a lap or two ahead of him he figures on a cut in prices, because Jones over the way may fill the papers to-morrow with announcements of cut prices and scoop in all the trade. The question of what the competitor will do is what causes all the trouble. If all merchants had to sell like goods for the same prices, each would be thrown on his resources to make the most attractive store, the best windows, to secure the best salesmen and to carry on the best advertising campaign. Most anyone will admit that the men who get rich selling things for less than they cost are pretty much scattered.

Right now is a bad time to cut prices; to-morrow and still to-morrow is a better time. The probabilities are that we are going to have a late fall and that there will be warm weather in plenty, such as we have recently experienced, before the season is over. To cut now in the face of this probability would be a wanton giving away of good money. Children will sometimes eat more than they want if the food is sugared up well, but they get indigestion afterward. Grown people will sometimes buy what they don't need if it is offered at prices low enough, but the bargain spree is likely to be followed by a revulsion of feeling and a refusal to buy what they do need when the time comes. The price cutter often sacrifices future contentment for present excitement.

Forcing the demand for goods is a hard thing to do; better leave that to the weather. Hot weather is uncomfortable enough, but a man is all the hotter when he stops in the rush to reflect that he is getting \$4 for a garment that he could sell just as well for \$5. People now, as a rule, have more money and are more particular what they get than what they pay. A dollar or two one way or another will not make much difference to the customer in an expenditure of eight or ten dollars, for the customer buys once, but the dealer sells many times, and the aggregate of his sales comes to a good figure at the end of the day. If this represents a fair profit, he is fortunate, but if he has cut his prices so that his sales mean a long day and little profit, he feels like the man who was kicked by the mule—resentful at the

mule and mad at himself for having got in the way.

Sales of the last few days have demonstrated that the summer is not over. The crop outlook is encouraging, labor troubles are settled and everyone is busy. Determine to hold up your prices this month and make some money.

How Six Men Failed to Restore a Fainting Woman.

The woman fainted, and these are some of the things that the half-dozen men in the room with her did, says the Baltimore News:

Two of them made a dash for the dining room to get water, and fell over each other at the door of that apartment.

One hastened to a neighboring drug store for a mixture of vichy and ammonia.

One appeared suddenly with a glass of whisky, obtained no one knows where.

In endeavoring to raise the gas two able-bodied and excited masculines put it out and left the party in total darkness for at least a minute, while every one of them fumbled in his pockets for a match.

Four men fanned the invalid with music, handkerchiefs or whatever was at hand.

One held a pot-pourri jar under her nose under the mistaken impression it would be reviving in its effects, although it was not.

Another said, "Here, dear," and tried to wipe her brow with the fan he held, instead of the handkerchief that was in his other hand.

Four of the men called her "little woman" and entreated her to be calm.

Two said, "There, there," and looked at each other and asked, haggardly, if she were quite dead.

One put his arm around her tentatively, not sure that the corpse would not sit up suddenly and smite him for his temerity.

Another called the servant man who had appeared in answer to his urgent calls a "blundering idiot" because he did not understand what was wanted when he was told to "Run for the nearest hat without any doctor."

This sounds like quite an army of men, but in reality it was only six active ones who did all these things. And just as they were in despair a woman came into the room. She took in the situation at a glance, and gave her orders coolly. "Let her lie down," said she, "and stand from around her, so that she may get some air. She'll be all right in a minute. Take away that whisky and let me have the water. There you are."

And there she was, sitting up and blinking.

Uncle Reuben Says.

A man's integrity should be such as to place him above suspicion, but when yo' meet a pusson in an alley on a dark night wid fo' chickens in a bag it does seem dat he orter observe dat he has bin out huntin' rabbits an' had good luck.



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.

USE OUR BRILLIANT GAS LAMPS



Halo 500 Candle Power.

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

Less than one-half a cent a day.

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

BRILLIANT GAS LAMP CO.

42 State St., CHICAGO.



100 Candle Power.

Patent Steel Wire Bale Ties



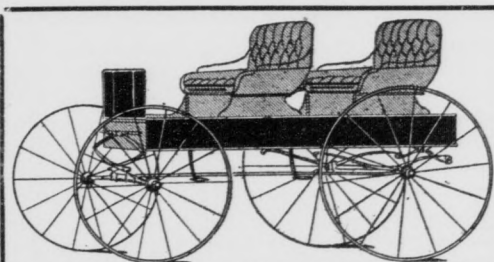
We have the finest line on the market and guarantee our prices to be as low as any one in the United States, quality considered. We are anxious that all those buying wire should write us.

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.



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.

THE UNCERTAIN AGE.

Youth in Business Women Regarded With Suspicion.

"The business woman of the butterfly order does not stand much chance nowadays," said one able to judge. "Time was when the pretty little incompetent might get along or even make headway, just through her personality and winning ways."

"But competition is keener now. The business day is shorter and there is more and more tendency to separate business from play and prevent any merging of the one with the other."

"Few business men have time to waste with flighty women helpers and they do not want their men clerks bothered with them either. So to be on the safe side they secure women clerks of an age to be steady-going and discreet, while yet young enough to be progressive and ambitious."

There are many more business places peculiarly appropriate to the woman of 30 and over than formerly. Generally speaking, the age mark for a business woman has been pushed forward ten or twelve years as compared with the former standard.

In all the business colleges there are women students of mature years who are taking courses to fit them for practical work. In the schools for various branches of decorative work the same condition is found.

At the age when woman formerly considered herself ready to go on the shelf and renounce most of the active interests of life, the modern woman is just setting out on a career. Be she maid, wife or widow, if she fits herself properly to do the thing she sets out to do her thirty or more years will be no hamper to her progress, will be, indeed, rather an advantage as giving people confidence in her seriousness of purpose and a good foundation of experience for her to work upon.

Even behind the shop counters one sees more mature faces among saleswomen than formerly. The great army of demonstrators, cashiers and managers for the branch offices in various lines of trade are invariably women whose girlhood is a good way in the past.

The women who make a striking success as book canvassers, as agents for real estate and insurance firms, and as sellers of goods on commission, are all well past their girlhood period. Indeed, it is their assuredly uncertain age that helps them on their way.

"I never order goods from any one in that line but Miss B.," said a business man, referring to a woman agent. "She is the right sort, straightforward, independent, and working not only because of the money she makes, but also because she likes to be employed."

A good many women who have gone to work in sober earnest in commercial affairs have achieved like reputations. Their success is founded on the respect rather than the admiration of the men they meet and deal with.

"It is said that if a middle-aged

man gets out of a job three times it is pretty nearly impossible for him to get into another, but this is not so with the middle-aged woman," said another observer. "Provided the middle-aged or the nearly middle-aged woman is competent there are more opportunities for work open to her now than ever before."

"There is so much business activity in matters connected purely with the household and with women and children that women with a talent for practical management are in great demand. Manufacturers who want to extend their business are on the watch for progressive, wide-awake women of an age to be trusted with responsibilities."

"I should say that the chance for the experienced between youth and age woman making a livelihood these times is superior by far to the opportunities that the girls enjoy. The older woman can do the girl's work and the more peculiarly responsible tasks as well, whereas the girl's youth and immaturity would be against her for many jobs."

"A girl of 23 or 24, for instance, would not likely be engaged to travel over the country in the interests of a commercial firm, however easy-selling the goods or however taking her personality. Nor would she be trusted to manage a squad of hotel chambermaids and take them back and forth from winter to summer resort, as the managing housekeeper does."

"Even school teachers and stenographers are objected to sometimes if they look over young. Youth, and especially youth in woman, is regarded with suspicion. And so the girl who wants a job only until she gets married is suppressed and her sister of less captivating appearance put forward in all the best business positions."

The Road to Success.

"Tommy," said the politician sternly to his 10-year-old son, "I bought a case of beer the day before yesterday."

"Did you, pa?" queried the boy, innocently. "How nice!"

"Tommy," still more sternly, "don't you try to deceive your father. Over half of that case is gone already. What did you do with it?"

"Well, pa," whimpered the boy apologetically, "you see, we organized a trades union yesterday."

"And did that call for the use of beer?"

"Yes, I was running for office."

"Um—ah—politics, eh? Well, that makes a difference. Did you get it?"

"Yes, I was elected walking delegate."

"You were, eh? Well, see here, Tommy, you just take the rest of that case and see if you can't be president of the union. You have discovered the royal road to political advancement."

A Headless Fish.

"He says he caught a mammoth catfish the other day that seemed to be just a big head and no tail."

"I'll bet if you were to investigate you'd find it was just a big tale."



Why Put a Guard over your Cash Drawer?

And Not Over Your Bulk Goods?

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

A Dayton Moneyweight Scale is the link that fits in right here; it gets all the profit so that your register, your cashier, your safe may have something to hold.

It will *Save three Pennies*.
A postal card brings our 1903 catalogue.
Ask Department K for catalogue.

The Computing Scale Co.,
Dayton, Ohio
Makers

The Moneyweight Scale Co.,
Chicago, Illinois
Distributors



No Room For the Dullard or Slug gard.

In these bustling times when competition has a razor edge there is no room in business for Mr. I Don't Know. To give an olden saying a modern twist, "Knowledge is money." The more a merchant knows and the more his clerk knows about the things that they sell, the greater their capacity to sell, and the greater the number of dollars clinking musically—

In the cash drawer at the week's end.

The clerk who leans dispiritedly Against the counter—

And with lack-lustre eye—
Contemplates the world—
Whose conversational resources

are limited to

The weather—

Is to all intents and purposes—

An automatic sales-registering machine—

Nothing more.

If the merchant could replace him—

With a machine—

He would.

But as long as he can't—

He pays him as little as he has

to—

And considers him one degree

above

The boy who wraps parcels.

"Knowledge is money."

The clerk who is not informed—

About fashions—

And the dozen and one little

things—

That relate to his calling—

Is worth nothing to his employer—

Beyond the purely perfunctory service—

That he renders—

And is paid—

Just what he's worth.

He is not much better—

Than a fixture or showcase—

Or any mechanical device

For exhibiting goods.

Indeed, the fixture or show case—

Is sometimes—

A better salesman than the don't

know clerk—

For, at least, it performs its work

Silently and effectively—

Whilst it's human analogy—

To hide his ignorance—

Prattles dull commonplaces—

Which offend the ear—

And affront the intelligence.

Talking about the weather—

Is generally —

The badge of the fool—

The mark of the mental pauper—

Whose skull is empty—

And whose stock of knowledge so

attenuated—

That he must needs resort to

The perfectly obvious and solemnly vapid—

To keep his witless tongue a-tripping.

The mind of the man—

Who enters a shop—

To buy—

Is not on the weather—

But on the goods he wants.

He is in a receptive mood—

And that is the time—

To quicken his interest—

In what you have to sell.

The bungler who dilates—

On the weather—
Or babbles other puerilities—
Misses precious moments during which

He might double, triple or even quadruple—

His sales.

Almost every man is interested a bit—

In fashion.

Some, though, are ashamed—

To voice their lack of knowledge—

But are willing—

To be instructed—

Provided the instruction—

Be adroitly administered.

An intelligent clerk—

Whose heart is in his work—

Has this information—

At his tongue's tip.

He doesn't force it upon an un-

willing man—

But is ready with a hint here—

A suggestion there—

A tactful word—

Guiding the thought of the customer.

Into fresh channels—

And shaping his preference.

The clerk who when asked

Some simple question—

Pertaining to the mode—

Hangs his head schoolboy like—

And mumbles "I don't know"—

Is a dullard—

Beside whom the lumpish plough-

man

Shines refulgent—Haberdasher.

◆◆◆◆◆

Density of Population.

According to the report of the

tenement house committee, New

York City, below the Harlem, is the

most densely populated city in the

world. In 1895 Manhattan had 143.2

population to the acre. Paris comes

next, with a density of 125.2 per

acre, and Berlin follows with 113.6

According to estimates based on the

above total, one district in the

Eleventh ward contained as many as

986.4 persons to every one of its thirty-two acres. It may be that these

figures are equalled in some parts of

the world, but the information at

hand indicates only one district ap-

proaching this—a part of Bombay,

which had in 1881 a population of

756 to the acre, in an area of forty-

six acres.

It should be noted, however, that

the Asiatic density is much more

oppressive, as it is spread over much

less floor space, the New York build-

ings having more stories. The dens-

est small section of Europe seems

to be the Josefstadt, or Prague, with

a population of 485.4 to the acre.

◆◆◆◆◆

A Precaution.

"What did you do with that letter

that was on my table?" asked a man

of the colored boy who dusts his

office.

"I tuck it to de postoffice, sah, and

put it in de hole."

"What did you do that for? Didn't

you see there was no address on the

envelope?"

"I saw there was no writin' on de

'velope, but I 'lowed yer did dat on

purpos, so's I couldn't tell who yer

was writin' to."

◆◆◆◆◆

To praise a man who does not de-

serve praise is to abuse him.

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

Picture Frame Mouldings

Newest Patterns

High Grade Paints and Oils

C. L. Harvey & Co.

Exclusively Retail

59 Monroe St., Grand Rapids, Mich.

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.

How Milk Products Have Brought Fame to Elgin.

Elgin, Ill., is one of the most famous towns in the country, and is known all over the world because of its watches, its butter and its condensed milk. There is an insane asylum in Elgin for the accommodation of all who decline to believe that statement. The price of butter for the world is fixed by the Elgin Board of Trade, an organization of 236 members, representing 470 creameries, men who make and men who sell butter. They hold a meeting every Monday, between 1 and 2:30 o'clock. What is known as the Elgin butter district produced last year 45,121,360 pounds of butter, valued at \$10,887,784, and 5,847,408 pounds of cheese, valued at \$467,792.

During the thirty-one years since 1872, when the Elgin Board of Trade was organized, its members have produced 587,989,045 pounds of butter and 193,631,354 pounds of cheese, a total of 781,620,399 pounds of both, valued at \$147,361,251.

The average price of butter during the thirty-one years has been 26 2-5 cents a pound. The average price for 1902 was 24.13 cents a pound and for 1891 21 1-7 cents a pound. The price last year averaged higher than in any year since 1893, which stimulated the production of milk and caused an increase of creameries.

It may interest those who are not familiar with the business to know how the price of butter is regulated and fixed. When the meeting of the Board of Trade opens each Monday noon there are from fifty to 150 people present—men who have butter to sell and men who have come to buy—owners of creameries, representatives of commission houses in Chicago, brokers acting for big houses in New York and other cities, and those who are engaged in the export business. All butter is graded according to its quality by arbitrary rules for the protection of the trade, and the proprietor of a creamery who has a quantity to sell offers so many pounds, just as an operator on the Board of Trade in Chicago offers wheat or corn or railroad shares on the Stock Exchange. Other manufacturers do the same and the buyers bid for it. Each bid is recorded by the Secretary and the dealers keep tab in little memorandum books. At 2:30 o'clock the offering and the bidding close, when the Secretary calls for final bids, and asks each seller if he accepts the offer that has been made for his butter. Some of them accept and some decline, and a record is made of all purchases.

Then the Quotation Committee, which consists of five members of the board elected by their colleagues, retire to an adjoining room with a statement of the prices bid and the prices asked and draw an average, taking into consideration all phases of the situation, the condition of the market, the cattle, the pastures and all other circumstances, and within a few minutes report to the open board what in their judgment is a fair price for the butter, and that is the rate for the rest of the week.

This price varies considerably, according to the season of the year; whether the grass in the pastures is fresh or dry, the supply of butter on hand and other circumstances. For example, in January last year butter held steady at 24 cents, varying only 1/2 cent a pound during the entire month; in February it opened at 25 cents and ran up to 29 during the third week of the month; in March it dropped to 26; in April it opened at 30 cents a pound and fell to 22. In May there was not the slightest variation; it was 22 cents from the beginning to the end of the month. In August, owing to a decreased demand, the price ran down to 19 cents, but it gradually began to advance until December, when it held steadily at 29 cents through the entire month.

There has been a decided increase in the production of butter in Elgin. In 1872, when the Board of Trade first organized, only 30,734 pounds of butter were handled, which was valued at \$81,000. The next year, as the organization became known, the sales jumped up to 236,887 pounds; in 1876 they passed the million mark; in 1887 they passed the ten million mark; in 1889 the twenty million mark was passed and last year the total output was 45,121,360 pounds of butter and 5,847,408 pounds of cheese, having a cash value of \$11,355,576.81.

There has been little consolidation of interests among the butter men, although both the creameries and the cheese factories are gradually coming under the control of a small number of men, who happen to be the most successful in the business because of their peculiar ability and superior judgment. The farmers are in the habit of organizing companies and building creameries of their own when they become dissatisfied with their treatment by the regular factories, but they do not often succeed and very soon sell out to their competitors.

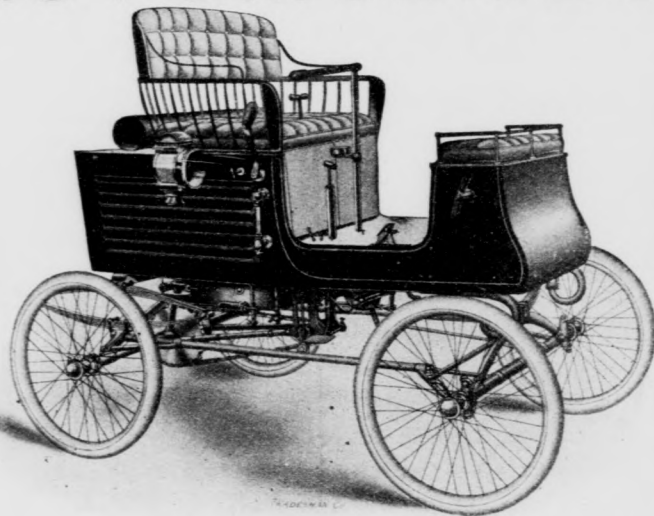
An immense quantity of milk is shipped into Chicago from this vicinity. The business began about thirty-seven years ago, when a man

named Smith shipped a few cans a day to a Chicago hotel. Now a trainload of twenty-five cars, with 200 cans to the car, starts out in the morning and makes the circuit around over several different railroads in this part of Illinois and two of the Wisconsin counties, and arrives in Chicago with as great regularity as the passenger trains. The cargo is discharged before noon, and then the cars are reloaded with empties and then the train starts back over the route again.

Notwithstanding the fact that Elgin is the center of the butter trade of the world, the only factory in the city is one which turns out what is known as "renovated" butter. It belongs to the Illinois Creamery Co.,

but all Elgin and the people of the surrounding country know it better as "the house of correction." There the commission men, the cold storage houses, the retail grocers and the creameries send their rancid and stale butter, and often butter that has "gone wrong" in the factory, and it is treated with chemicals and worked over to make it sweet and as near like the real thing as possible. The process is secret, but is said to be successful and an average of five carloads of "renovated butter" is shipped to the Chicago market every day. No restriction whatever is placed upon this business by the State laws, but under the federal laws it can not be sold without being labeled as renovated butter and the payment of a revenue tax of 10 cents a pound.

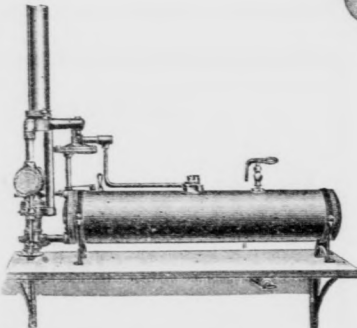
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A BETTER LIGHT
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If you do, and want one that you KNOW is all right and can be depended on all the time, you want to get the

"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.

Nevertheless, we are told in Elgin that a large portion of it is sold as fresh butter in violation of the law.

While Elgin is not the birthplace of condensed milk, it is the headquarters of the Borden Company, which practically controls the trade throughout the world, and it is a singular fact that the process now used has never been changed since it was originally invented by Gail Borden in Galveston, Texas, in 1856. Other manufacturers who have endeavored to introduce new methods have invariably failed, and their plants have been purchased and absorbed by the Borden Company.

Gail Borden, the inventor of condensed milk, was a remarkable man, who devoted the most of his life to riding the hobby of food preservation. He invented pemmican, the dried meat biscuit, which is carried as food by whalers, arctic explorers and others who go into either the frozen or the torrid zones beyond the reach of natural supplies. His idea was to prepare food in a compressed form, so that it could be easily carried by travelers across the plains of Texas without being spoiled by heat or dampness. He was also the inventor of beef extract, and was engaged in manufacturing down in Texas, when he was driven out by the outlaws and greasers, who burned his buildings, shot his men and drove off his cattle.

Mr. Borden was a native of Norwich, N. Y., where he was born in 1802. He moved to Indiana, where he lost his health, and went down into the pine woods of Alabama, and afterward to Texas, where he became associated with Sam Houston and Davy Crockett in founding the Republic of Texas. His family were the first white settlers upon the island now occupied by Galveston; he started that town, and was the first collector of taxes there under the republic.

He invented condensed milk in 1856, and had much difficulty in obtaining a patent, because the examiners in the patent office at Washington insisted that milk could not be evaporated in a vacuum. But he finally got his papers, and went into the business of manufacturing at Burrville, Conn., where his partner was Jeremiah Milbank, afterward associated with Alexander Mitchell in the construction of the St. Paul Railroad. The factory at Burrville was afterward abandoned and a new one was established at Wassauc, N. Y., which is still running; the second was at Brewster, N. Y., and the third factory was started at Elgin in 1865. The civil war was a lucky thing for Mr. Borden, because it created a great demand for condensed milk and advertised its merits. It was soon adopted on the ocean steamers, was carried into mines, forests and construction camps and is now used in every corner of the world.

The industry in the United States consumes 600,000,000 pounds of fluid milk yearly and makes 5,000,000 cases of forty-eight cans each. There are more than 200 factories in the United States, all using the Borden process,

and about seventy of them belong to the Borden Company, situated in different parts of the country. The largest condensed milk plant in the world is at Dixon, Ill., which uses 300,000 pounds of milk a day; the second largest is at New Berlin, Chenango county, N. Y., and the third is at Elgin, which consumes about 100,000 pounds of milk daily. The contract between the factory and the farmer is a curious document, and is full of all sorts of conditions in order to secure absolutely pure milk. The company bind themselves to take an average of so many pounds of milk per day for each month in the year, and the price is set by the contract at \$1.35 per hundred pounds for the spring, summer and autumn months and \$1.45 per one hundred pounds for the winter months. The farmer agrees that his cows shall be fed upon particular food and that they shall not eat turnips, brewery or distillery grain or any other food that will impart a disagreeable flavor to the milk or reduce its richness. He agrees to keep the milk room at a certain temperature, and with a certain amount of ventilation; the cans must be washed and placed in the sun when they are not in use, and they must be turned down bottom upward on a rack at least three feet from the ground. Every possible precaution is taken to secure proper care and cleanliness, for that is one of the secrets of successful manufacture.

Condensed milk is made by a simple process. The fluid milk from the cow is put into a cauldron, the water is expelled in a vacuum by heat and when the fatty part of the milk is reduced to a solid a certain amount of sugar is added and the composition is cooled and sealed in cans.

The Swiss condensed milk is an imitation of the American, and the business was introduced into Switzerland by W. D. Page, of Dixon, Ill., who was a clerk in the patent office at the time Mr. Borden got his patent and learned about it then. Mr. Page, having discovered that the invention was not protected in Switzerland, went over there and established a factory, where large quantities have been manufactured since.—William E. Curtis in Chicago Record-Herald.

What He Wanted.

The difficulties of learning and using a new language are many, and the unfortunate Norwegian in this story must have felt that his own efforts were particularly unsuccessful.

A druggist was obliged to be absent from his store one day, and his wife took his place. A large Norwegian who spoke English with difficulty, entered and said:

"Hi owe de firm fifty cents."

"Very well," replied the druggist's wife; "just pay it to me and it will be all right."

"Hi owe de firm fifty cents."

"Yes, I understand. If you are afraid, I will give you a receipt for it."

The man looked at her in astonishment, and walked out without a word. Pretty soon he returned with

a fellow countryman, whose command of English was a little better, and who interpreted his friend's remark by explaining, "he want fifty cents worth of iodoform."

Personal appearance counts for a good deal. When you call to see a man to apply for a position, be sure that your clothes are neatly brushed, your linen clean and your shoes polished. But don't overdo it. Dress according to the position you wish to fill.

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.
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No. 1. 1900 model Locomobile 5 h. p. steam, cost \$850, in A-1 condition throughout, all thoroughly overhauled and repainted with red and black trimmings, looks good as new, with new burner and chain which cost \$30, also four new tires which cost \$50. Has detachable Dos-a-Dos rear seat, new carpet and high new dash. It is a quiet and easy running steamer and worth fully \$500, which will sell for \$325 spot cash, first \$25 deposit received will get it.

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

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

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105 Ottawa St., Grand Rapids, Mich.
Both Phones 87.

Pat. March 8, 1898, June 14, 1898, March 19, 1901.



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

Produces firm flesh, rosy cheeks, bright eyes, steady nerves—abounding health.

The fact that one never tires of it proves that it is Nature's Food. Nothing equals Nutro-Crisp for school children. It feeds the brain.

A "benefit" coupon in every package for your society.

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



THE ADULTERATION EVIL.

Excessive Competition Responsible For Its Prevalence.

A writer discussing the propensity to adulterate treats it as a modern phenomenon in some way connected with the development of machinery and the cheapening of production. It is not quite clear why a thing that is made cheap by modern ingenuity should be made injurious by mixing it with something still cheaper, but that such a tendency exists there is not the least doubt. Carlyle and others have observed it in England, and have denounced it roundly, and the writer referred to declares that "more than 60 per cent. of the eatables consumed in large cities are more or less doctored with drugs and coloring matters." The statement is an extravagant one, as it conveys the idea that all the so-called doctoring has deleterious results, whereas, in fact, much of it is not positively harmful, but is resorted to for preservative purposes and to improve the appearance of articles offered for sale.

There can be no doubt, however, that the evil is a serious one, and that in many, if not most cases, in buying prepared foods the purchaser is the victim of a fraudulent practice the resort to which is prompted by competition. The writer quoted from says: "That the people themselves are largely responsible for this deplorable state of affairs is beyond all manner of doubt." But are they? And, if they are, what steps may we take to abate the trouble and secure honest goods? Not by any such facile method as he suggests can the reform be accomplished. The people cannot avoid adulteration by resolving to pay better prices even at the risk of diminishing their incomes, for they have no assurance that the professedly genuine higher priced article is any purer than the cheaper one offered to them.

Adulteration is by no means a manifestation of modern commercial dishonesty. The evidence is overwhelming that it was practiced on as great a scale as at present during the prosperous days of the Roman empire. "The Natural History" of the Elder Pliny is filled with charges against and denunciations of the rascally sophisticators of the period, and they more than anything else in his encyclopedic work testify to the sharp competition which characterized the trade of that time.

As might naturally be expected, Pliny lays a great deal of stress on the practice of drug adulteration. If his assertions are perfectly reliable we must assume that it was practically impossible for a Roman in the first century of our era to procure any drug in its pure state. He tells us of the manipulation of balsam of Judea, which was held in great esteem. "In no commodity," he says, "are there practiced more palpable frauds than in this, for a sextarius of balsamum, which is sold by the fiscal authorities at 300 denarii, is sold again for a thousand, so vast is the profit to be derived from increasing this liquid by sophistication." He

makes no specific allegations against the genuineness of the fox blood, crushed star fish powder and the other sovereign specifics relied upon by the people to cure their ailments, but he throws a dark cloud of suspicion over the entire pharmaceutical profession by asserting that there are more health-giving properties to be found in the pot herbs served on the peasant's table than in the two hundred and more ingredients compounded in the pills prescribed by fashionable physicians.

The Romans of Pliny's time were excessively fond of perfumes and unguents, and fabulous prices were paid for the best qualities. He makes it quite clear that these were not luxuries enjoyed solely by the rich. The latter had the satisfaction of buying the rarer products of Arabia Felix and of Egypt, but at the same time the middle classes and the poor were offered inferior qualities and plenty of imitations. Myrrh was adulterated with mastich and mastich with resin. Whether the latter escaped sophistication he fails to say, but it is improbable. As for the unguents, there was so great a variety and the counterfeits of favorite brands were so numerous that even experts were obliged to take extraordinary precautions to prevent being imposed upon.

The sophistication of wine was evidently as commonly practiced in ancient Gaul as in modern France. Pliny tells us that the growers of Gallia "absolutely established manufacturing for the purposes of adulteration, where they gave a dark hue to their wines by the agency of smoke. I only wish," he adds, "that I could say, too, that they did not employ various herbs and noxious drugs for the same purpose; indeed these dealers are even known to use aloes for the purpose of heightening the flavor and improving the color of their wines." From this we may justly infer that the "brick vineyard" is by no means a modern institution, and that our Latin friends across the sea are simply true to their traditions.

Hundreds of other examples of adulteration might be cited, but their presentation is not needed to strengthen the assertion that sophistication was as common in antiquity as it is now. Modern improvements and the cheapening processes of machine production may, therefore, be fairly relieved of responsibility for an evil which is probably due to an innate propensity in man to use the bogus if he cannot procure the real thing. Pliny tells us that in his time the rarest gems were imitated, and pinchbeck was worn by the common people. Would-be fashionables hired plate to make a display at banquets, and those who could not afford this extravagance were accommodated with plated ware. In the same way, although Italy grew splendid olives, there were varieties imported from Egypt which the elect chose to regard as something superior, whereupon the rabble were promptly supplied with an Italian article masquerading as Egyptian, but at much lower

price than the imported. This human failing makes mankind an easy prey to the designing, and whenever there is a noteworthy development of the adulterating tendency in any country it may be assumed with perfect safety that competition is brisk. Therefore, whatever advantages may accrue from competition, it cannot be regarded as an unmixed blessing. Its effect may be to cheapen products, but it also results in the production of "cheap and nasty" things, and is mainly responsible for the fraudulent imitations of all kinds from which humanity suffers in pocket and in health.

Frank Stowell.

Starting It Right.

"How much postage will this package require?" asked a woman at the window of the postal station.

"Thirteen cents," was the answer.

"Just exactly 13 cents?"

"Yes."

"Think it will go all right?"

"Sure!"

"Wouldn't it go for 12 cents?"

"No, madam."

"Hadn't I better put 14 cents on it?"

"What for?"

"Thirteen is unlucky, you know. Wouldn't it get lost?"

"Scarcely."

"Wouldn't it be sure to fetch up at the deadletter office?"

"Hardly."

"Some pilfering clerk would steal it?"

"Uncle Sam's clerks are honest."

"Well, that may all be, but I'm not going to start that stuff away from here with a hoodoo amount of postage sticking to it. The address would rub off, it would get smashed in the mail, even if it didn't roll out of the car and get under the wheels. That's not all. If the woman to whom it is addressed discovered that it came to her house for 13 cents she'd find fault with the goods, be cross for a week and finally throw the whole thing into the fire. Here's another cent; make it 14 and start it right."

Epitaphs in the Cemetery of Failure.

He lacked tact.
Worry killed him.
He was too sensitive.
He couldn't say "No."
He did not find his place.
A little success paralyzed him.
He did not care how he looked.
He did not guard his weak point.
He was too proud to take advice.
He did not fall in love with his work.
He got into a rut and couldn't get out.
He did not learn to do things to a finish.
He loved ease; he didn't like to struggle.
He was the victim of the last man's advice.
He lacked the faculty of getting along with others.
He could not transmute his knowledge into power.
He tried to pick the flowers out of his occupation.
He knew a good deal, but could not make it practical.—Success.

MOON AND RAIN.

Too Much Attributed to Lunar Influence.

The government astronomer of Australia claims to have positively discovered that the moon controls the rain. He bases this strange declaration on researches extending over a period of thirty years. He summarizes his findings as follows: "Briefly, when the moon is moving South there is plenty of rain; when it is moving North there are years of drought; so there are alternately wet and dry periods, the wet lasting nine years and the dry ten." The moon moves in an elliptic orbit around the earth, and the line of its nodes—that is, when its orbit carries it North and South of the earth's equator—is completed in a period of 18.6 years. In other words, the moon is North of the earth's equator 9.3 years and the same length of time South of it. If the Australian astronomer's deductions were correct there would be none of the difference which he makes between the wet and the dry periods. Astronomers pride themselves on being exact.

Once in a while reputable astronomers do and say foolish things. Piazzi Smythe, the Astronomer Royal of Scotland, for instance, devoted an immense amount of time to the study and measurement of the Great Pyramid of Egypt to prove that it was not only a mathematical unit but also a prophetic structure, in which almost everything relating to the Christian era and the millennium and the end of the world was clearly defined. He worked out results with prove his erratic theories, and gave dates when the most important of the prophecies assumed to be embodied in the pyramid would be fulfilled. The time has long since passed for their fulfillment, and Piazzi Smythe, with all his learning, has taken his place among the scientific cranks who have in their time gone daft on theories. We assume that Mr. Russell, the astronomer of Australia, is learned in his profession, but his knowledge of lunar affairs seems to have disturbed his mental equilibrium. If his theory that the moon controls the rain on the earth were correct, the rainfall would or ought to be uniform in either hemisphere, according to the position of the moon in its orbital course, which every one knows is not the case. Australia, in the Southern hemisphere, has just emerged from a series of dry years, and so has India, which is located in the Northern hemisphere. The influence of the moon in its effect upon earth rain must have slipped a cog in the simultaneous experiences of these two countries. Again, the New England States had an extraordinary period of drought this year, while the Central and some of the Northern States were the scenes of exceptional floods. If the moon had been exerting an influence on the weather the rains ought to have been evenly distributed. The moon has, however, always been a fruitful source of superstitions affecting human affairs. There was a time when farmers con-

sulted the almanac to ascertain the stage of the moon to select the right time for killing hogs and other animals for food, for the gathering of herbs and the sowing of seeds, and for the taking of medicine for the cure of certain diseases. It is still a popular belief that the moon exerts a special influence on persons of weak and wavering reason, and perhaps that is what is the trouble with the Australian astronomer.

Men's Belts This Season.

The approved belt for masculine wear is narrow, varying from three-fourths inch to one and one-half inch; the one-inch to one and one-fourth inch widths promise to be the most used.

Various kinds of leather, seal, walrus, calf, harness and pigskin, will be used. Patent leather belts will be conspicuous by their absence. The buckles will be of nickel—to start with the least expensive—silver, gilt, gun metal and gold; the latter will be "the" thing, if you can afford it—not every man can. If not of gold, the next best thing is a buckle of sterling silver gilded. Plain, substantial buckles will be in best taste; some will have square, others rounded corners, but one and all will be simple in effect.

The black belt is noticeably prominent and comes in a variety of leathers, seal, walrus, calf and harness leather.

Black stitching appears on the black belts and on the tan belts the stitching is in self color.

The black belts will "go well" with the shirts in gray effects conspicuously set forth, and on the other hand the law of harmony in color which prevails in all good dressing dictates the tan belt with a suit in the homespun mixtures or any brown effect.

The tan belt will again be fashionable in pigskin, although calf, walrus and various other leathers are also utilized for belts in shades varying from tan to russet and what may be called a brown. The white belt to be worn with the white outing suit will be of kid with white leather covered, gilt or gun metal buckle.

Expensive Leathers Now in Vogue.

Gloves, purses, card cases and side bags, belts and watch fobs are made not infrequently of rat, mouse and mole skins, and the next most expensive ornamental leather in the market is the hide of the baby alligator. The equipment for women's desks is now not infrequently wrought from the peculiarly pliant hide of the still-born calf. The fine short white or peculiarly mottled hair on such a hide can be burnished to satin-like brilliancy, and when mounted with metal rims and brocade linings the calfskin forms the most sumptuous portfolios and writing paper cases we have yet seen.

When you have succeeded you may dress to please yourself; until then it pays to dress to please others.

Dishonesty is sometimes a good sprinter, but for a long race it lacks staying power.

Hardware Price Current

Ammunition				
Caps				
J. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Kly's Waterproof, per m.	80			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 40			
No. 2 Winchester, boxes 250, per m.	1 40			
Gun Wads				
Black edge, Nos. 11 and 12 U. M. C.	60			
Black edge, Nos. 9 and 10, per m.	70			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size	Gauge
20	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
126	4	1 1/2	6	10
135	4 1/4	1 1/2	5	10
154	4 1/4	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/2	6	12
285	3 1/4	1 1/2	5	12
284	3 1/4	1 1/2	4	12
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/4 kegs, 12 1/2 lbs., per 1/4 keg.	2 30			
1/4 kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 05			
Augurs and Bits				
Snell's.	60			
Jennings genuine.	25			
Jennings' imitation.	50			
Axes				
First Quality, S. B. Bronze.	6 50			
First Quality, D. B. Bronze.	9 00			
First Quality, S. B. S. Steel.	7 00			
First Quality, D. B. Steel.	10 50			
Barrows				
Railroad.	13 00			
Garden.	29 00			
Bolts				
Stove.	70			
Carriage, new list.	60			
Plow.	50			
Buckets				
Well, plain.	\$4 00			
Butts, Cast				
Cast Loose Pin, figured.	70			
Wrought Narrow.	60			
Chain				
1/4 in.	5-16 in.	3/4 in.	1 in.	1 1/4 in.
Com.	7 c.	8 c.	5 c.	4 1/2 c.
BB.	8 1/2	7 1/2	6 1/2	6
BBB.	8 1/2	7 1/2	6 1/2	6 1/2
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer.	65			
Socket Framing.	65			
Socket Corner.	65			
Socket Sinks.	65			
Elbows				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable.	40 1/2			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30.	25			
Files—New List				
New American.	70 1/2			
Nicholson's.	70			
Heller's Horse Rasps.	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 28; 27.	28			
List 12 13 14 15 16.	17			
Discount, 70				
Gauges				
Stanley Rule and Level Co.'s.	60 1/2			
Glass				
Single Strength, by box.	90			
Double Strength, by box.	90			
By the Light.	90			
Hammers				
Maydole & Co.'s, new list.	32 1/2			
Verkes & Plumb's.	40 1/2			
Mason's Solid Cast Steel.	30c list			
Hinges				
Gate, Clark's 1, 2, 3.	60 1/2			
Hollow Ware				
Pots.	50 1/2			
Kettles.	50 1/2			
Spiders.	50 1/2			
Horse Nails				
Au Sable.	40 1/2			
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japaned Tinware.	20 1/2			
Iron				
Bar Iron.	2 25 c rates			
Light Band.	3 c rates			
Knobs—New List				
Door, mineral, jap. trimmings.	75			
Door, porcelain, jap. trimmings.	85			
Lanterns				
Regular 9 Tubular, Doz.	5 00			
Warren Galvanized Fount.	00			

Levels	
Stanley Rule and Level Co.'s.	70
Mattocks	
Adze Eye.	\$17 00 dis
Metals—Zinc	
600 pound casks.	7 1/2
Per pound.	8
Miscellaneous	
Bird Cages.	40
Pumps, Cistern.	75
Screws, New List.	85
Casters, Bed and Plate.	50 1/2 10 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern.	60 1/2 10
Enterprise, self-measuring.	30
Pans	
Fry, Acme.	60 1/2 10 10
Common, polished.	70 1/2 5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.	10 80
"B" Wood's patent planished, Nos. 25 to 27.	9 80
Broken packages 1/4 c per pound extra.	
Planes	
Ohio Tool Co.'s, fancy.	40
Sciota Bench.	50
Sandusky Tool Co.'s, fancy.	40
Bench, first quality.	45
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.	2 75
Wire nails, base.	2 30
20 to 60 advance.	20
10 to 16 advance.	10
6 advance.	10
4 advance.	20
3 advance.	45
2 advance.	70
Fine 3 advance.	15
Casing 10 advance.	25
Casing 8 advance.	38
Casing 6 advance.	28
Finish 10 advance.	35
Finish 8 advance.	35
Finish 6 advance.	45
Barrel 1/2 advance.	38
Rivets	
Iron and Tinned.	50
Copper Rivets and Burs.	40
Roofing Plates	
14x20 IC, Charcoal, Dean.	7 50
14x20 IX, Charcoal, Dean.	9 00
20x28 IC, Charcoal, Dean.	15 00
14x20 IC, Charcoal, Alloway Grade.	7 50
14x20 IX, Charcoal, Alloway Grade.	9 00
20x28 IC, Charcoal, Alloway Grade.	15 00
20x28 IX, Charcoal, Alloway Grade.	18 00
Ropes	
Sisal, 1/4 inch and larger.	8 1/2
Manilla.	13
Sand Paper	
List acct. 19, '88.	50
Sash Weights	
Solid Eyes, per ton.	36 00
Sheet Iron	
Nos. 10 to 14.	com. smooth. com.
Nos. 15 to 17.	39 50
Nos. 18 to 21.	3 75
Nos. 22 to 24.	3 90
Nos. 25 to 28.	4 10
No. 27.	4 20
No. 28.	4 30
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10
Shovels and Spades	
First Grade, Doz.	6 00
Second Grade, Doz.	5 50
Solder	
1/2 1/4.	19
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.	60—10—5
Tin—Melyn Grade	
10x14 IC, Charcoal.	\$10 50
14x20 IC, Charcoal.	10 50
20x28 IX, Charcoal.	12 00
Each additional X on this grade, \$1.25.	
Tin—Alloway Grade	
10x14 IC, Charcoal.	9 00
14x20 IC, Charcoal.	10 50
10x14 IX, Charcoal.	10 50
14x20 IX, Charcoal.	10 50
Each additional X on this grade, \$1.50.	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound.	13
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game.	75
Onelda Community, Newhouse's.	40 1/2
Onelda Community, Hawley & Norton's.	65
Mouse, choker per doz.	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market.	60
Annealed Market.	50 1/2
Coppered Market.	50 1/2
Coppered Spring Steel.	40
Barbed Fence, Galvanized.	3 10
Barbed Fence, Painted.	2 80
Wire Goods	
Bright.	80
Screw Eyes.	80
Hooks.	20
Gate Hooks and Eyes.	80
Wrenches	
Baxter's Adjustable, Nickel.	30
Coe's Genuine.	20
Coe's Patent Agricultural, Wrought.	70 1/2

Crockery and Glassware

STONEWARE	
Butters	
1/4 gal., per doz.	48
1 to 6 gal., per gal.	62
8 gal. each.	62
10 gal. each.	66
12 gal. each.	78
15 gal. meat-tubs, each.	1 20
20 gal. meat-tubs, each.	1 60
25 gal. meat-tubs, each.	2 25
30 gal. meat-tubs, each.	2 70
Churns	
2 to 6 gal., per gal.	8 1/2
burn Dashers, per doz.	84
Milkpans	
1/4 gal. flat or rd. bot., per doz.	48
1 gal. flat or rd. bot., each.	6
Fine Glazed Milkpans	
1/4 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each.	6
Stewpans	
1/4 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/4 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	36
No. 2 Sun.	38
No. 3 Sun.	50
Tubular.	50
Nutmeg.	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints.	4 50 per gross
Quarts.	4 75 per gross
1/2 Gallon.	6 00 per gross
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 74
No. 1 Sun.	1 96
No. 2 Sun.	2 92
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.	1 86
No. 1 Crimp.	2 08
No. 2 Crimp.	3 01
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 18
No. 2 Sun, crimp top, wrapped & lab.	3 08
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled.	4 60
No. 2 Sun, wrapped and labeled.	5 30
No. 2 hinge, wrapped and labeled.	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps.	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (55c doz)	3 50
No. 2 Lime (75c doz)	4 00
No. 2 Flint (80c doz)	4 60
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 30
1 gal. galv. iron with spout, per doz.	1 50
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	5 00
5 gal. filling cans.	7 00

THE FRAME GAME.

One Woman Who Was Equal To the Occasion.
Written for the Tradesman.

Mrs. M. F. Hatfield, of 1727 North Seventh street, Terre Haute, Ind., is not a "new woman." In fact, she is an old woman, and I know she will pardon the use of the phrase when she learns by this is not meant a woman of extreme age who goes about kissing defenseless babies and telling things about other women, just like other women tell about her. I mean one of the old-fashioned women, such as helped to hew this republic out of the wilderness and contributed their best beloved to its defense.

In fact, I doubt very much whether Mrs. Hatfield belongs to the Terre Haute Woman's Club or is a daughter of the 127th Chilean Revolution. I doubt if she pronounces Terre Haute as though it were spelled Terry Hut, although there are school ma'ams in this broad and fairly long land of ours trying to make our helpless children do that. She may not even belong to the Society to Keep Posies on the Pastor's Pulpit or the Floral Association for Condemned Murderers. Her ancestors may not have come over in the Mayflower, a small hooker which crossed the Atlantic in 1620 for the purpose of establishing a pedigree for the great, great grandchildren of its passenger list. This was the first pedigree ever imported to America, although some of our heiresses have imported some since. There must have been at least 17,235 persons who came over in the Mayflower, but it is possible that Mrs. Hatfield was so careless as not to pick any of them out for an ancestor.

I have a great deal of admiration for Mrs. Hatfield. I say this with all due deference to Mr. Hatfield—for I presume that Mrs. Hatfield has one of the customary niaisances about the house. I hasten to assure him that my admiration is of a purely Platonic character—not only because I would not lose the warm regard which Mr. Hatfield has for me, which is shared by everybody whom I have never met, but because my wife religiously reads the Tradesman from Wm. T. Hess to the drug market, and sometimes what I write.

I admire Mrs. Hatfield with a respectful, distant, 194-mile admiration because she has solved a great problem that has been puzzling me and some of the other great minds of the country for many years, especially those great minds that are laboring to uplift the merchant and make life seem worth living more, more than it does when the merchant is spending \$23 a week to keep on living and acquiring nothing but gray hairs and bad book accounts. She has also solved a great problem for the housewife, without extra charge.

For many years the housewives of this country have been called upon to entertain a large number of picture agents; but Mrs. Hatfield is the only woman I have heard of who seemed to possess that natural tact necessary to give them a reception of

sufficient warmth and the ability to entertain them in a lively and vivacious manner. When Mrs. Hatfield has a picture agent to entertain she makes him feel that she is not unconscious of his presence and she keeps him interested all the time he is around the place. There are so many women who meet the gentlemanly agent with a cold and haughty stare, who try to throw up some great social barrier that the agent couldn't climb even if he had a life-size bulldog pinned carelessly on his coat tails. Mrs. Hatfield probably belongs to the four or five hundred of Terry Hut; but she doesn't let that make any difference—she treats the picture agent just as she would had she been born and reared in California Gulch and knew nothing about bridge whist and the correct form for handing out the cold and icy mitt. The result of her charming directness is that the picture agent grasps her meaning directly. He does not have to consult any "Key to Social Usage" or any calfskin volume on "How to Break Into Good Society on \$4,000 Per."

If all the housewives in America would join the Hatfield movement the picture agent would not be the social outcast he now is. He would not be hanging around our front doorsteps initiating people into the beauties of the installment plan. He might be hanging, but it would not be on the front doorstep. If anyone doubts my word in this regard he should ask Mr. Hoagland, who represents the German Art Co., North Fifth street, Terry Hut.

An agent called on Mrs. Hatfield a short time ago and made her an offer that stamped him as a philanthropist fit to rank right up with Carnegie and Ryerson and Hackley and Russell Sage. He told her if she would lend him a photograph of some loved one or of her husband, he would enlarge it and the enlarged picture would not cost her a cent. Of course, he did not promise it would not cost her any sleepless nights, for his confidence in the German artists who transmit people's features to paper for the German Art Co. was not great enough for that. Of one thing he did assure her, however, that the picture would not cost her a cent.

Of course Mrs. Hatfield did not know that this generous offer had been made to other housewives before her through a long and misty past, nor did the gentlemanly agent think it necessary to inform her that his philanthropy had a string tied to it just like a Carnegie library. She may have thought that the agent was John D. Rockefeller in disguise and that, if so, she had the picture coming to her. It is doubtful if she had accused him of being Mr. Rockefeller if he would have denied it—these picture agents are dreadfully careless about such things—so Mrs. Hatfield gave the agent a photograph and gave permission for the German artists on North Fifth street to do their worst.

A few days ago Hoagland appeared at Mrs. Hatfield's house with the

completed picture. It had been enlarged from the photograph, although Hoagland did not have any affidavits to prove it. The picture was encased in a gilt frame that glittered like the dome of the administration building. In fact, it made the dome look like a water color sunset. It was a glitterer from Glitterville.

Mrs. Hatfield had expected to get the portrait for nothing, but she had hardly expected the philanthropic German Art Co. on North Fifth street to throw in a frame. However, Mr. Hoagland was careful not to shock her with too much generosity and presented a bill for the frame. There may be readers of the Tradesman who have heard of some such a thing happening before.

Mrs. Hatfield, overwhelmed by Hoagland's generosity, told Hoagland she guessed she wouldn't take it, particularly as she had made no contract for any frame. Hoagland persisted—and then it was that Mrs. Hatfield demonstrated that she is an original woman.

When Mrs. Hatfield had tried in vain to convince Hoagland that she could not accept his generous offer she sought about for some other argument than that she had already advanced. It was 44-calibre and Hoagland got behind a porch pillar as soon as Mrs. Hatfield presented it. He forgot all about the gilt frame in an effort to keep his own from getting punctured. After Mrs. Hatfield had spoken to him once or twice with her new argument Hoagland decided that he was needed at the office of

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.

H. M. R. BRAND

Asphalt
Torpedo Granite
Ready Roofing

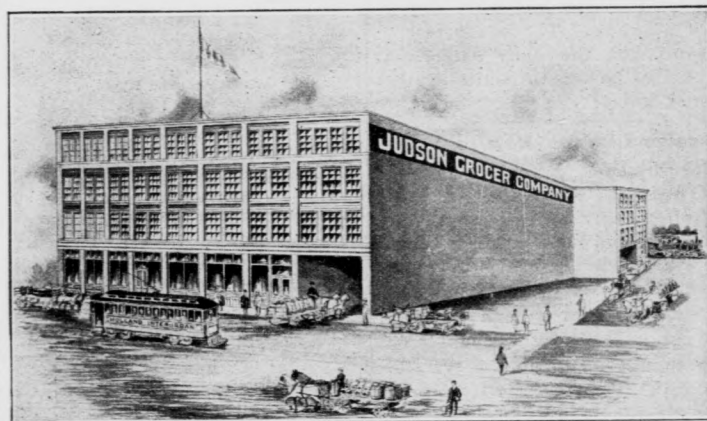


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in Western Michigan

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 German Art Co. in North Fifth street, Terry Hut.

If there were a few Mrs. Hatfields scattered around through Michigan the business of the picture stores would increase and that of the picture agents diminish. For a method of getting around the old free picture and \$4 frame racket Mrs. Hatfield, of 1,727 North Seventh street, Terry Hut, Ind., is entitled to a patent, a copyright and a 3x8 niche in the Hall of Fame.

Douglas Malloch.

Small Thing To Have Made a Lunatic.

Written for the Tradesman.

Having five hours between trains the other day at Kalamazoo, Michigan, I hunted up my dear old friend, R. G. White, and inveigled him into taking me out to the Insane Asylum, which I never had seen before and had a great desire to visit. R. G. is well acquainted with those in authority and we were shown every courtesy. We went through corridor after corridor, confronted on every hand with dreadful specimens of mind-disease in every form, except the "incurables," upon whose floor visitors are not allowed.

Leaving the "male department," we were strolling along toward the exit, admiring the languorous blossoms of the magnolia tree silhouetted against the sky, when we heard behind us the uncertain shuffling tread of a squad of the poor unfortunates out with a couple of the attendants for an airing. Stepping aside to allow them to pass, we scanned their faces curiously.

Most of them looked stolid or in different, some of them wild and ugly. One face especially attracted me, that of a tall, finely-formed young man, evidently about thirty years of age. R. G. also appeared particularly interested in him, for he said, as they passed us, "Notice this tall young fellow at the end. I'll tell you about him later."

Resuming our interrupted walk, my friend seemed unusually thoughtful for the gay, debonair fellow he always seems. When we reached the road we found we had just missed the street car and were in for a half hour's wait for the next. The air was delightfully balmy and we threw ourselves on the grass, nothing loth to continuing our visit amid such beautiful surroundings. We watched in silence a plump robin hobnobbing with a saucy chipmunk close by. The soft wind bore on its wings the voices of the madmen playing ball over in the shadow of the big red building.

"Strange such a little thing as a woman's kiss should have unsettled his brain and landed him in an insane asylum!" mused my friend, evidently pursuing a train of thought suggested by seeing that tall young fellow in the crowd of lunatics. "But it's no wonder he fell in love with her," he went on savagely, "for many a man had done so before him, and to his sorrow. If ever there was a flirt, John, Sadie Atherton is one. At the time I'm speaking of—five years ago—she had been a widow for

three years. Young, beautiful, accomplished, I may say rich, fascinating—what more would you? She wasn't to blame that men loved her, to be sure; but then, she needn't have played with them like a cat with a mouse!"

R. G.'s face darkened and he flipped a pebble viciously at the chattering chipmunk.

"Well, to make a long story short," he continued, "she went on a visit that summer to some of her dead husband's relatives, in the country, whom she never had seen before. It always amused her, she said, the way she made her appearance at their home. The letter in which she had announced her coming had miscarried and there was no one to meet her at the train; so she accepted the offer of a neighboring farmer to let her ride on his load of mealbags. Sadie always was a versatile creature—could adapt herself to any circumstances.

"When they reached the borders of her destination she caught her first glimpse of the young fellow you saw back there. He was plowing in the field and his back was toward her. Although in regulation farm clothes, he was yet as handsome a young man as one could wish to look upon, and possessed a careless, easy grace peculiarly his own.

"Well, he met Sadie at 'supper,' as they call it in the country, and from that time it was all up with him. How could he help it, poor devil! After she'd looked at a fellow with those glorious eyes of hers there was but one thing for him to do—capitulate. No choice in the matter. Those eyes! One minute you'd swear they were blue, the next green, the next black—unfathomable, always. And the prettiest pink cheeks and red mouth—why, a man could no more resist wanting to kiss her than he could help loving the sunshine!"

"Why, old boy," I broke in, "you are raving so over this dashing young widow that one would think you'd been hard hit yourself."

He flushed slowly.

"Once she kissed him," he went on, "and that finished him. He's over there now.

"Ah, well!" he ended, abruptly, "I was one of the poor fools that proposed to her twice."

Jean La Vigne.

The New Bags and Parasols.

The hand bags are still with us, and the new ones are even daintier than ever. One of the smartest is of gun metal with a fringe of crystal. It swings from the waist or is held in the hand by a string of pearls. A bag the Parisians think particularly chic is made of bright red morocco leather with gold mountings. It is ridiculously large, but is gay and attractive looking, and holds in a comfortable fashion a quantity of small things, such as handkerchiefs, powder puffs and parcels.

On many of the lightest and daintiest parasols are to be found handles of bog wood, both carved and plain, and on the darker ones will be seen exquisitely wrought ivory handles. The old fashioned carriage parasol

of French or thread lace is again very fashionable, and it is quite worth one's while to hunt around in the treasure chest for anything it contains in this line.

Extremely odd and pretty are the long handles of jet and those of steel. Indeed everything in the parasol kingdom is fascinatingly lovely this year.

Cobbler vs. Clothier.

Shoemaking was early established in New England, the industry being a by-employment of the farmers to supplement the small returns of their farms. Near Boston it developed into a great factory industry about the time of the Civil war. The ring of industrial communities farther from Boston, including places like Lowell, Worcester, Providence and Fall River, adopted textile manufactures in preference to shoemaking, since they possessed water power for driving mill wheels, while during the decades when this choice of industries was made, shoes were made by hand and not by power.

A German friend gives the editor of Popular Mechanics this recipe for mince pie: "Get one piece of rubber and cut de under crust, scallop the edges mit de shears; buy four pounds of cow's neck; chop up von peck of apples, basket and all; add von yard of red flannel and a peck of sawdust; give it two coats of varnish; cook von hour."

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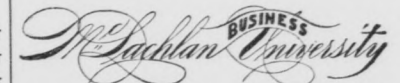
Fixed for stormy weather—Top \$25 extra.

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.

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Senior Counselor, W. B. HOLDEN; Secretary Treasurer, L. F. BAKER.

The Tale of a Needle Salesman.

Colonel Nate W. Faisig, who has been coming to Cincinnati periodical ly for forty years, and is probably the oldest traveling salesman on the road in point of service, arrived at the Grand Hotel yesterday in winding up the last 1,000 miles of his 600,000 miles of travel selling the product of one concern. Mr. Faisig is an Ohioan by birth, and a Civil war veteran, but he registers as from Redditch, England, by reason of his business connection. He has been the factory agent for a firm of needle manufacturers of that town and country for fifty-three years. This factory, it is claimed, was established in 1650. Colonel Faisig, who is aged 65 years, is hale and hearty, and although he has been around the world six times, is ready and apparently able to make several more such journeys. When the Civil war broke out he enlisted in the Sixty-fourth Ohio Regiment, and in a remarkably short time became colonel of the regiment. He participated, he says, in thirty-two battles, and was wounded at Chickamauga and Stone River. One of his wounds was a desperate injury, a large musket ball passing through his body. General Sherman refers to Colonel Faisig in his memoirs. While he was fighting on the Union side his brother, Colonel Eli N. Faisig, was fighting with the Confederates. At Franklin, Tenn., his brother sent an officer under a flag of truce demanding the surrender of the Unionists. Colonel Nate Faisig's reply is said to have been as follows: "You tell Colonel Faisig that his brother Nate commands this regiment, and if he bothers around here any longer he will have the worst fight on his hands he ever had." The result of the negotiations, it is said, was that the Confederate brother surrendered to the Union brother. Colonel Faisig continued selling needles throughout his term of service, canvassing the stores remaining in each town his regiment entered.

"I am still selling needles at the rate of about a ton a day," said he yesterday. "The United States uses two and one-half billions of needles every year, valued at \$2,500,000. All needles are made from wire, which is cut into lengths and then pointed at both ends. They are then rolled on an iron table, 'skimmed,' eyes punched and cut in two. Then they are placed in emery dust, soft soap and oil and whirled in a mangle for twelve days, in order that they acquire the necessary polish. After being kiln-dried, they are heated and tempered. Five seconds too much or too little heat ruins the needles. After cooling in nut oil they are ready

to be packed for market. Needles sell from eleven cents to \$1.35 per one thousand.

"I have sold large orders in South Africa, and I have made presents of needle cases to Kruger, Stein, Joubert and many other famous men of that country. There is no place I call my home. In a couple of weeks I shall be off to England, and then up through Russia, down through Italy, thence through Turkey and to South Africa. When in London I will visit my sister, who was embroiderer for Queen Victoria from the time she ascended the throne until she died."—Cincinnati Commercial.

Fads of Fashionable Women.

The self-indulgent, extravagant and fashionable woman of whims has some new and interesting ideas.

To carry her purse of silk, or it may be drawn-thread linen, a large loop of diamonds to go over the wrist is found necessary.

Her chatelaine bag is of the same fabric as her gown.

On the back of each of her toilet articles or the case that encloses it is a huge emerald or ruby on which is engraved her monogram.

Her slippers of gold thread may be unadorned, but the front of her silk hose glistens with fine jewels, while the bracelet and massive wrist ring that can carry gigantic gems is her latest toy.

Some of these new pieces of jewelry are so arranged that each large stone set in the center of a big link can be raised to show some tiny miniature delicately painted on fine glass.

As the gems of this latter-day jewelry grow larger it would seem that the setting for each one gets smaller, for with massive rings, both those of the brilliant and the dull green stones that are so very fashionable, only the very finest line of setting is visible, and the merest string will connect a dozen apparently isolated stones which make up a new neck ornament suspended from a thread of gold around the throat.

Everything Egyptian appeals to her as a decoration for herself and her home, but she regales her men relatives with gifts of the new and fashionable Spanish work, to-wit, gold tracing in fine and beautiful designs on gun metal.

Girls in Business.

Two men were talking about typewriters, the individual, not the machine, and discussing the question of sex. "Give me a man every time," said one. "They are no quicker and they want higher wages," objected the other. "A low-priced article is not always the cheapest," continued the first, "as I found out in this very matter of typewriters. You know my office has to be left in care of the typewriter a good deal of the time. Naturally, as she writes all my letters, she knows a good deal of the business—more than I would like any one outside of the office to know. Well, a man came in to see me one day when I was out, and he

talked with her half an hour or more. He was agreeable and knew how to do the thing, and he got out of that girl information about the business which caused me to lose a large contract. That is why I say I won't hire a girl typewriter, they talk too much."

He was prejudiced and hard in his opinions, but perhaps he was a little bit right about it. Maybe the girl who works does not know the importance of keeping silent on all business affairs of her employer. This little overheard conversation ought to open her eyes and make her form new resolutions.

Don't hunt for a sinecure. In every business house you'll generally find a few fellows who apparently hold such positions. But if you enquire into their records you'll usually find good reasons for their present "snaps."

For a nice, quiet, home-like place
the

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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.

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

The Warwick

Strictly first class.

Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

Gold Dollars for 10C

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.



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

GOOD MERCHANTS

Can recommend to their customers and friends

MEYER'S

Red Seal Luncheon Cheese

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

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

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



J. W. MEYER,

127 E. Indiana St.

CHICAGO

Manufacturer of
Red Seal Brand Saratoga Potato Chips

SUCCESSFUL SALESMEN.

D. S. Haugh, Representing the Judson Grocer Company.

There are a few men who have gathered up in their own experience a large proportion of the grocery business of Michigan, who have taken a more intimate part in the development of the business and whose personal history can not be written without involving much of the history of the trade. Such a man is D. S. Haugh, whose career has always been characterized by enterprise, by ability, by sterling integrity. He has been a part of the development of the northern part of Michigan during the past quarter of a century. He has withal kept his heart young and his mind active and his sympathies keen, so that he is to-day, as he has been for the years, many or few, that our readers may have known him or known of him, an active and useful factor in the grocery business.

Mr. Haugh's life has been an exceptionally active and an exceptionally useful one. While the outcome of his activities has not been personal wealth of the sort that can be counted in hundreds of thousands, it has brought him a wealth of esteem and affection. It has brought him the higher rewards of work well done, of kindness to others and of no ordinary influence in behalf of the best interests of the grocery trade of Michigan.

David Spencer Haugh was born in Galen township, Wayne county, N. Y., Jan. 26, 1852, and lived there until eight years of age, when he removed with his parents to Johnstown, Barry county, this State, where the family remained nine years. In the meantime, his father served in the army, and David, being the oldest of five children, was practically the head of the family during his father's absence. In 1869 he returned with his parents to Wayne county, N. Y., leaving there in the fall of 1872 to go to Battle Creek, where he entered the employ of C. B. Parker, hat, cap and fur dealer. Mr. Parker dying fifteen months afterward, Mr. Haugh entered the employ of C. R. Thompson, grocer, remaining with him four years and going thence to Nashville, where he was identified with L. J. Wheeler, general dealer, for two years. About this time he conceived the idea that he was cut out for a traveling salesman, and, acting on that impulse, he sought and obtained employment in the wholesale and retail grocery house of Rice & Moore, which occupied the corner store where the Grand Rapids Savings Bank is now located. This change took place Jan. 1, 1879, so that on next New Year's day Mr. Haugh can celebrate the completion of a quarter of a century as a wholesale grocery salesman. He was the only traveling representative of that house, covering all the available towns on the G. R. & I., north and south, C. & W. M., Michigan Central, L. S. & M. S., F. & P. M., and Newaygo division. Three years later he dropped all but the G. R. & I., north, and the F. & P. M. July 23, 1883, he

changed to Cody, Ball & Co., taking the entire territory on the G. R. & I., north of Morley, and making a point of seeing his trade regularly every three weeks. He continued in this position for ten and one-half years, retiring from the house January 1, 1894, to accept a similar position with the Olney & Judson Grocer Co. His territory comprises all the available towns on the G. R. & I., north of Cadillac, and on the P. M., north of Traverse City. He sees his trade every two weeks and his visits have come to be looked forward to with pleasure as well as profit by his customers.

Mr. Haugh was married October 18, 1876, to Miss Harriet L. Warburton, of Maple Grove. Two sturdy boys have blessed the union—Clarence D., aged twenty-four, and Frank



E., aged twenty-two. The former represented the Judson Grocer Company in the Petoskey district for five years. The latter is assistant lumber inspector for Tucker, Booth & Co., at Apalachia, N. C. The family reside in a beautiful and commodious home at 87 Terrace avenue, which was erected some years ago at a cost of \$10,000.

Mr. Haugh is a member of the Michigan Knights of the Grip and U. C. T. and is a Mason all the way up to the Shrine and Templar degrees. If he has any hobby outside of groceries and masonry, his friends have never discovered it.

Mr. Haugh is a quiet, unassuming man, never taking time to tell funny stories or engage in lengthy conversations that are devoid of a business bearing. He attends to his duties faithfully, seldom allowing anything to interfere with their prosecution and never going out of his way to introduce a subject foreign to his ideas of what constitutes a "strictly business" career. He attributes his success as a salesman to the fact that he sells his customers just what they need and never over-estimates his goods. He always endeavors to interest himself in his trade and to get them to feel an interest in him and his goods.

The frog can't remember when he was a tadpole—but other folks can.

The thing we do not have seems to be the only thing worth having.

Gripsack Brigade.

John A. DeTar, representing the Detroit Salt Co., was in town a couple of days last week for the purpose of introducing Jar-Salt. He was abundantly successful.

Geo. Gane, formerly Michigan representative for the Washburn-Crosby Co., has engaged to cover New England for the Valley City Milling Co., the engagement dating one year from July 15.

Battle Creek Journal: The National Cereal Co. has a traveling saleswoman. The lady, Miss Ida Lawrence, has recently made an extended trip through Kentucky. But that trip wasn't all she made by any means—she made a lot of customers for the company and has proven her ability as a cereal saleswoman.

Clarence A. Gilmore, Michigan representative for the Quincy Knitting Co., of Three Rivers, was married last week to Miss Elizabeth Finch, of Petoskey, the ceremony being performed by Rev. W. J. Steans, pastor of the Westminster Presbyterian church, in the new home of the groom at 966 Fifth avenue. The Tradesman joins with Mr. Gilmore's numerous friends in the trade in extending congratulations.

Flint Citizen: Salesmen from the Durant-Dort Carriage Co. from the four points of the compass and to the number of about twenty have been in town for a few days as the guests of the company. They were entertained at dinner at the Imperial Wheel Works and last evening were given a banquet at the Dryden. They are here for business as well as pleasure, and will round out their stay tomorrow night with a meeting at the general offices of the company at which matters affecting the vehicle trade for the coming season will be discussed by the salesmen and the superintendents of departments of the Durant-Dort factories.

The July Picnic of the U. C. T. Boys.

Grand Rapids, July 15—The regular U. C. T. July outing will occur Saturday, July 25, and the committee in charge have arranged this to be in the nature of an excursion and picnic combined.

The picnic will be held at Fruitport, transportation being furnished by the G. R., Muskegon & Grand Haven Electric R. W. Co., who give us a two hours boat ride and dancing afternoon and evening in their large ball room.

The cost will be 50 cents each for the round trip, including city fares going and coming. Children under six years of age free; over that age full fare.

Basket lunches to be taken; warm or cold drinks can be secured at the picnic grounds.

Special cars will be furnished for every sixty people at 10:30 Saturday morning; those desiring to go before that time can use the regular car service, as the tickets are good on any car during the day. These tickets are special and will not be sold at the ticket office, but must be secured either at the lodge rooms, from the U. C. T. officers, or the commit-

tee in charge; can also be bought at the store of Starr & Gannon, 84 Monroe street.

This invitation also includes all friends of the U. C. T.'s.

No collection to be taken.

Better time than last.

Two or three surprises will be sprung. E. P. Andrew, Chairman.

Colonel Bennett Meets His Second Waterloo.

Lansing, July 14—The oleomargarine manufacturers won a decisive victory in the contest with Col. Bennett and the State Dairy and Food Department in the Supreme Court to-day, and as a result a legal way has been found to color oleomargarine yellow.

Inspector Bennett made complaint against Martin Aamodt, of Muskegon, for selling colored oleomargarine, but Justice Carr refused to issue a warrant. The action before the Supreme Court was to compel the justice by mandamus to issue a warrant.

It was conceded that the oleomargarine had a yellow color similar to butter, but it was found that the color was not produced by any artificial coloring substance or ingredient used for the purpose of coloration, but was produced solely by the use, in proper proportions, of one of the substantial, recognized, legal and necessary ingredients of commercial oleomargarine, namely, cottonseed oil.

The court, in an opinion by Justice Grant, refused to enlarge the construction of the act prohibiting the coloring of oleomargarine by introducing extraneous coloring matter, by including natural coloring matter in one of the prime ingredients of oleomargarine.

The Michigan statute was copied from the Massachusetts law, which the Supreme Court of that State has just held prohibits only the use of extraneous substances or ingredients which cause the product to look like butter, and not the use of necessary ingredients which themselves naturally produce the color.

It is understood that recently the oleomargarine manufacturers have found that by using cottonseed oil in a crude form, instead of the refined article, colored "oleo" may be produced without the aid of any other coloring matter, and this, the Supreme Court decides, the manufacturers have a right to do under our law.

An Indiana farmer who formed in early life the habit of sleeping with his boots on is being sued for divorce by his wife. She alleges that the habit renders him an incompatible partner; that she has expostulated in vain with him on the subject, and that as a matter of justice, she should be legally freed from such a husband. The decision of the court on this unusual complaint will be a matter of interest. Perhaps there are many other women who are enduring booted husbands night and day, and who only wait for the establishment of precedent to bring suits for relief.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires:
 WIRT P. DOTY, Detroit - Dec. 31, 1901
 CLARENCE B. STODDARD, Monroe Dec. 31, 1904
 JOHN D. MUIR, Grand Rapids Dec. 31, 1906
 ARTHUR H. WEBBER, Cadillac Dec. 31, 1908
 HENRY HEIM, Saginaw Dec. 31, 1907

President, HENRY HEIM, 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.

How to Avoid Precipitation.

It has been my custom for the past fifteen years to make all of the tinctures, fluid extracts, and oleoresins of the Pharmacopoeia that were required for daily use in the store. It has frequently been a matter of much surprise, sometimes amusement, and always chagrin, to observe the almost total lack of detail of instruction in the carrying out of the various processes necessary for successfully conducting percolations of the Pharmacopoeia. It is possible to take a comparatively new hand in a laboratory, give him written details as to the manufacture of the preparations of the Pharmacopoeia, see that he is correct in the weighing of the amounts of raw material required—it is possible, I say, to have such a person make a fairly representative preparation, but it is almost impossible to have him percolate such substances as ginger, cubebs, pilocarpus, grindelia, cantharides, capsicum, or any other substance containing an oil in any quantity, or a resin in even limited quantities, and secure a preparation which will be clear and free from precipitate, or in which it will not be found that a considerable quantity of the active extractive substance has precipitated and firmly fixed itself to the bottom of the receiving vessel.

We will take ginger as an instance: Let an experienced person make a tincture of ginger of the Pharmacopoeia, using every precaution ordinarily resorted to, such as the use of a dry receiving bottle, or one which has been carefully rinsed with the menstruum; let him conduct the percolation as directed by the Pharmacopoeia, and he will find to his astonishment that a considerable quantity of resinous material has separated itself from the fluid portion and is affixed firmly to the bottom of the vessel. He will likewise find that this resinous material will resist all his efforts at solution, and after vainly endeavoring to persuade it to re-associate with the liquid portions he will resort to filtration for the purpose of clarifying the tincture, and will thus end by throwing away a goodly portion of the active medicinal resinous portion of the drug. This is true also of cubebs, capsicum, and cantharides, and many other drugs of the National Pharmacopoeia.

It is the writer's opinion that the cause of this condition lies in the faulty methods of operation due to a lack of sufficient detail in the in-

structions of the Pharmacopoeia. After years of close observation I have concluded that a certain oxidation of the resinous matter of the drug takes place in the drug immediately after packing and while the instructions of the Pharmacopoeia as to maceration for twenty-four to forty-eight hours are being carried out. On this account I have adopted a process which has for some years uniformly given satisfaction, and which, it is believed, will obviate precipitation, and result in a more uniform preparation, as well as one representing the whole drug.

The method consists of simply moistening rapidly as directed in the Pharmacopoeia, packing immediately, pouring on the menstruum and allowing it at once to drop from the percolator as rapidly as it may, and collecting it in a receiving bottle which has been made to contain a greater or lesser quantity of the percolating menstruum. It will be noticed that the denser particles coming through will at once dissolve in this menstruum, forming a clear solution, and that no precipitate will form. Allow the percolation to proceed until about one-fourth of the desired quantity of percolate has been collected, when the percolation should be stopped with a cork, or otherwise prevented from flowing, and the material allowed to macerate for from twenty-four to seventy-two hours. The process may then be resumed, and the percolate allowed to drop more or less freely according to the amount operated on, or the kind of drug that is employed.

I have found it possible by this method to make almost all of the tinctures and fluid extracts of the Pharmacopoeia and have them result in uniformly clear preparations which keep any length of time without precipitating. I am firmly convinced, however, that such results will not be generally obtained until the committee of revision of the Pharmacopoeia give in detail specific instructions for the working of each drug and by some explanation make it clear to everybody interested in work of this kind that to conduct a percolation is not as simple as "rolling off a log," but a work worthy of close study and great attention.—F. W. E. Stedem in Bulletin of Pharmacy.

The Drug Market.

Opium—On account of higher price in primary market, has been advanced and is very firm and tending higher. There is no doubt about the crop being short.

Morphine—Is as yet unchanged.

Quinine—Is very firm. It is believed that it will not go lower.

Bromides Ammonia, Potash and Sodium—All have been advanced 5c per pound by the two manufacturers who have been underselling the market.

Haarlem Oil—Continues very low on account of competition. It has been sold at about cost of importation.

Menthol—On account of lack of demand has declined 25c per pound.

Balsam Fir—Is scarce and very firm.

Oil Peppermint—Is unsettled on account of new crop coming in very soon.

Linseed Oil—On account of lower price for seed has declined.

Ammonia Liniment That Will Not Separate.

Trouble is experienced when cottonseed oil is used for ammonia liniment as directed by the U. S. P., the oil and water separating, although with other oils there is also more or less separation. Lard oil or neats-foot oil, used instead of cottonseed oil, makes a fairly good mixture; or the cottonseed oil will make a good mixture if to every pint of it half an ounce of crude oleic acid be added. The following method will usually insure good results: Mix 16 fluidounces of cottonseed oil with ½ fluidounce of crude oleic acid, add 8 fluidounces of stronger ammonia water, agitate thoroughly, set aside for some time, agitate occasionally, and then add water with a little alcohol if necessary to reduce the mixture to the proper degree of thinness.

Human Refrigerator.

"Darling," murmured the young man from the West to his Boston fiancée, "isn't it quite a long time between kisses?"

"Excuse me," said the fair party of the second part, "but I've such a horrid memory for details. I'll look the matter up in my diary, however, and let you know the next time you call."

Ten cents' worth of wheat flour contains almost seven times as much protein and over ten times as much energy as 10 cents' worth of cabbage. Thus, a low priced article is not necessarily a cheap source of nutrients.

OUR HOLIDAY LINE

Will be ready for inspection soon. As it would be impossible to carry the complete line on the road, samples will only be shown in our sample rooms over 29-31-33 N. Ionia street.

Our display far surpasses any we have ever shown.

All the latest novelties in Domestic and Foreign Fancy Goods, Toys, Bric-a-Brac, Miscellaneous, Toy, Juvenile and Gift Books, Bibles, Etc.

Our Book line will also be carried by our representatives.

We make liberal expense allowance to the trade coming to Grand Rapids.

Grand Rapids Stationery Co.
 Grand Rapids, Mich.

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.

Hazeltine & Perkins Drug Company, Grand Rapids, Michigan.

July 9, 1903

C. P. Utley, Hesperia, Mich.

Dear Sir:—We have sent your name to Mr. George Wood, of New Lothrop, Mich., as wishing to sell. An advertisement in the Wants Column department in the Michigan Tradesman usually brings a buyer inside of a week. There are a lot of people looking for drug stores whom we do not know about or could not reach. The Tradesman is the best medium for this purpose we know of.

Yours truly,

HAZELTINE & PERKINS DRUG CO.

Henry B. Fairchild

Gen'l Mgr.

WHOLESALE DRUG PRICE CURRENT

Advanced—Optum, Bromides.
Declined—

Aceticum	60 25	Conium Mac.	1 150 1 25	Sellae	2 50	Os Sepia	350 37	Soda, Carb.	1 100	Red Venetian	1 1/2 2 20
Benzofum, German.	70 2	Copaiba	1 150 1 25	Tolutan	2 50	Pepsin Saac. H. & P.	2 50	Soda et Potass Tart.	2 20 30	Extra Turp.	1 100 1 25
Boricum	22 27	Cubaiba	1 300 1 35	Prunus virg.	2 50	D Co.	2 50	Soda, Carb.	1 1/2 2 20	Extra Turp.	1 100 1 25
Carbolicum	42 2	Erigeron	1 500 1 60	Tinctures	2 50	Pisces Liq. N.N. 1/4 gal.	2 50	Soda, Bi-Carb.	3 1/2 2 20	Coach Body	2 750 3 00
Citricum	42 2	Gaultheria	2 300 2 40	Aconitum Napella R	50	doz	2 50	Soda, Ash	3 1/2 2 20	Extra Turk Damar.	1 500 1 60
Hydrochlor.	30 5	Geranium, ounce	2 75	Aconitum Napella F	50	Pisces Liq. quarts	2 50	Sulphur	2 50	Jap. Dryer, No. 1 Turp	70 2
Nitrosum	30 5	Gossypii, Sem. gal.	500 60	Aloes and Myrrh.	50	Pisces Liq. pints	2 50	Sulphur, Subl.	2 50		
Oxalicum	12 14	Hedera	1 500 1 55	Arnica	50	Pil Hydrarg. po. 30	2 50	Sulphur, Solf.	2 50		
Phosphorum, dil.	2 15	Juniper	1 500 2 00	Asafoetida	50	Piper Nigra po. 22	2 50	Sulphur, Venice	2 50		
Salicylicum	42 45	Lavendula	900 2 00	Aurore Belladonna.	50	Piper Alba po. 35	2 50	Theobroma	42 50		
Sulphuric	1 10 1 20	Limonis	1 150 1 25	Atropi Cortex.	50	Pilx Burgum	2 50	Vanilla	9 00 16 00		
Tannic	38 2	Mentha Piper.	3 500 3 75	Benzoin	50	Plumbi Acet.	100 12	Zinc Sulph.	70 8		
Tartaric	38 2	Mentha Verid.	5 000 5 50	Benzoin	50	Pulvis Ipecac et Opil	300 1 50				
		Morruha, gal.	6 000 6 25	Barosma	50	Pyrethrum, boxes H.	50				
		Myrra	4 000 4 50	Cantharides	75	& P. D. Co., doz.	2 50				
		Olive	750 3 00	Capisium	50	Pyrethrum, pv.	2 50				
		Pisces Liq.	100 12	Cardamon	75	Quinla, S. F. & W.	2 50				
		Pisces Liquida, gal.	900 2 35	Cardamon Co.	75	Quinla, S. German.	2 50				
		Ricinis	900 2 35	Castor	1 00	Quinla, N. Y.	2 50				
		Rosmarini	2 100	Catechu	50	Rubia Tincturum	120 14				
		Rose, ounce	6 500 7 00	Cinchona	50	Saccharum Lactis pv	300 22				
		Succin	400 45	Cinchona	50	Salicin	4 500 4 75				
		Sabina	900 1 00	Columba	50	Sanguis Draconis	120 14				
		Santal	2 750 7 00	Cubebae	50	Sapo, W.	120 14				
		Sassafras	600 65	Cassia Acutifol.	50	Sapo M.	100 12				
		Sinapis, ounce	2 50	Cassia Acutifol Co.	50	Sapo G.	2 15				
		Tigrid	1 500 1 60	Digitalis	50						
		Thyme	400 50	Ergot	50						
		Thyme, opt	2 100	Ferri Chloridum	50						
		Theobromas	150 20	Gentian	50						
				Gentian Co.	50						
				Gulaca	50						
				Gulaca ammon.	50						
				Hycosyamus	50						
				Iodine	75						
				Iodine, colorless	75						
				Kino	50						
				Lobelia	50						
				Myrrh	50						
				Nux Vomica	50						
				Opil.	75						
				Opil, comphorated	50						
				Opil, deodorized	1 50						
				Quassia	50						
				Rhatany	50						
				Rhel	50						
				Sanguinaria	50						
				Serpentaria	50						
				Stromonium	50						
				Valerian	50						
				Valerium Veride	50						
				Zingiber	20						

Holiday
Announcement

We are fully keeping up this year to our established custom of having each season the largest and most desirable line of HOLIDAY goods and staple druggists' sundries shown in the state. We have spared no effort or expense in assembling the most attractive articles of this class of merchandise of both foreign and domestic manufacture, and we confidently await the approval and generous orders of our customers for 1903.

BOOKS

We have made a special study of the book business this season and are prepared to furnish all the new and holiday editions. Dealers placing their orders with us for these good will have all the leading lines of the country to select from.

Our Mr. W. B. Dudley will have this entire line on the road soon and will notify you at what points it will be on exhibition.

Hazeltine & Perkins
Drug Company
Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Sugars	Family Whitefish
Fiber Tubs	Cattle Bone
Sears Crackers	Compound Lard
Codfish	

Index to Markets
By Columns

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3	4	5
Cotton Windsor 50 ft..... 1 20 60 ft..... 1 40 70 ft..... 1 60 80 ft..... 1 80 Cotton Braided 40 ft..... 75 50 ft..... 85 60 ft..... 95 Galvanized Wire No. 20, each 100 ft long..... 1 90 No. 19, each 100 ft long..... 2 10 COCOA Baker's..... 38 Cleveland..... 41 Colonial, 1/4s..... 36 Colonial, 1/2s..... 33 Epps..... 42 Huyler..... 45 Van Houten, 1/4s..... 12 Van Houten, 1/2s..... 20 Van Houten, 1s..... 72 Webb..... 31 Wilbur, 1/4s..... 41 Wilbur, 1/2s..... 42 COCOANUT Dunham's 1/4s..... 26 Dunham's 1/2s and 1s..... 25 1/2 Dunham's 1s..... 28 Dunham's 1 1/2s..... 13 BULK 20 lb. bags..... 2 1/2 Less quantity..... 3 Pound packages..... 4 COFFEE Rio Common..... 8 Fair..... 9 Choice..... 10 Fancy..... 15 Santos Common..... 8 Fair..... 9 Choice..... 10 Fancy..... 13 Peaberry..... 11 Maracaibo Fair..... 13 Choice..... 16 Mexican Choice..... 13 Fancy..... 17 Guatemala Choice..... 13 Java African..... 12 Fancy African..... 17 O. G..... 25 P. G..... 31 Mocha Arabian..... 21 Package New York Basis Arabuckio..... 10 Dillworth..... 10 Jersey..... 10 Lion..... 10 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Holland, 1/4 gross boxes..... 90 Fair, 1/4 gross..... 1 15 Hummel's toll 1/4 gross..... 85 Hummel's tin 1/4 gross..... 1 43 CRACKERS National Biscuit Co.'s brands Seymour..... 1 1/2 Family..... 1 1/2 Salted..... 1 1/2 Wolverine..... 1 1/2 Soda N. B. C..... 6 1/2 Reception Flakes..... 13 Duchess..... 13 Zephyrette..... 13 Oyster Round..... 6 1/2 Square..... 6 1/2 Pail..... 7 1/2 Extra Farina..... 7 1/2 Argo..... 7 1/2 Sweet Goods-Boxes Animals..... 10 Assorted Cake..... 10 Belle Rose..... 10 Bent's Water..... 10 Cinnamon Bar..... 10 Coffee Cake, Iced..... 10 Coffee Cake, Java..... 10 Cocunut Macaroons..... 10 Cocoa Bar..... 10 Cocunut Taffy..... 10 Cracknells..... 10 Creams, Iced..... 10 Cream Crisp..... 10 Cubana..... 10 Currant Fruit..... 10 Frosted Honey..... 10 Frosted Cream..... 10 Gingers..... 10 Ginger Snaps, N. B. C..... 10 Gladiator..... 10 Graham Crackers..... 10 Graham Wafers..... 10 Grand Rapids Tea..... 10 Honey Fingers..... 10 Iced Honey Crumpets..... 10 Imperial..... 10 Jumbles, Honey..... 10 Lady Fingers..... 10 Lemon Snaps..... 10 Lemon Wafers..... 10 Marshmallow..... 10 Marshmallow Creams..... 10 Marshmallow Walnuts..... 10 Mary Ann..... 10 Mixed Plonic..... 10 Milk Biscuit..... 10 Molasses Cake..... 10 Molasses Bar..... 10 Moss Jelly Bar..... 10 Newton..... 10	Oatmeal Crackers..... 8 Oatmeal Wafers..... 12 Orange Crisp..... 12 Orange Gem..... 8 Penny Cake..... 8 Pilot Bread, XXX..... 7 1/2 Pretzettes, hand made..... 8 Pretzels, hand made..... 8 Scotch Cookies..... 10 Sears' Lunch..... 7 1/2 Sugar Cake..... 8 Sugar Biscuit Square..... 8 Sugar Squares..... 8 Sultanas..... 13 Tutti Frutti..... 16 Vanilla Wafers..... 16 Vienna Crimp..... 8 DRIED FRUITS Apples Sundried..... 2 1/2 Evaporated, 50 lb. boxes..... 2 1/2 California Prunes 100-120 25 lb. boxes..... 2 1/2 90-100 25 lb. boxes..... 2 1/2 80-90 25 lb. boxes..... 2 1/2 70-80 25 lb. boxes..... 2 1/2 60-70 25 lb. boxes..... 2 1/2 50-60 25 lb. boxes..... 2 1/2 40-50 25 lb. boxes..... 2 1/2 30-40 25 lb. boxes..... 2 1/2 1/2 cent less in 50 lb. cases Citron Corsican..... 14 Currants Imported, 1 lb. package..... 7 1/2 Imported bulk..... 7 1/2 Peach Lemon American 10 lb. bx..... 13 Orange American 10 lb. bx..... 13 Raisins London Layers 2 Crown..... 1 25 London Layers 3 Crown..... 2 50 Loose Muscatels 2 Crown..... 7 Loose Muscatels 3 Crown..... 7 1/2 Loose Muscatels 4 Crown..... 7 1/2 L. M., Seeded, 1 lb..... 9 1/2 L. M., Seeded, 1/2 lb..... 7 1/2 Sultanas, bulk..... 10 Sultanas, package..... 10 1/2 FARINACEOUS GOODS Beans Dried Lima..... 5 1/2 Medium Hand Picked..... 2 40 Brown Holland..... 2 25 Farina 24 1 lb. packages..... 1 50 Bulk, per 100 lbs..... 2 50 Hominy Flake, 50 lb. sack..... 1 00 Pearl, 200 lb. bbl..... 2 00 Pearl, 100 lb. sack..... 2 00 Maccaroni and Vermicelli Domestic, 10 lb. box..... 60 Imported, 25 lb. box..... 2 50 Pearl Barley Common..... 2 20 Chester..... 2 50 Empire..... 2 25 Peas Green, Wisconsin, bu..... 1 85 Green, Scotch, bu..... 1 90 Split, lb..... 4 Rolled Oats Rolled Avena, bbl..... 6 00 Steel Cut, 100 lb. sacks..... 3 00 Monarch, bbl..... 5 75 Monarch, 90 lb. sacks..... 2 80 Quaker, cases..... 3 10 Sago East India..... 3 1/2 German, sacks..... 3 1/2 German, broken package..... 4 Tapioca Flake, 110 lb. sacks..... 4 1/2 Pearl, 130 lb. sacks..... 3 1/2 Pearl, 24 1 lb. packages..... 3 1/2 Wheat Cracked, bulk..... 3 1/2 24 1 lb. packages..... 2 50 FISHING TACKLE 1/4 to 1 inch..... 6 1 1/2 to 2 inches..... 7 1 1/2 to 2 inches..... 7 1 1/2 to 2 inches..... 11 2 inches..... 15 3 inches..... 30 Cotton Lines No. 1, 10 feet..... 5 No. 2, 15 feet..... 7 No. 3, 15 feet..... 9 No. 4, 15 feet..... 10 No. 5, 15 feet..... 12 No. 6, 15 feet..... 15 No. 7, 15 feet..... 18 No. 8, 15 feet..... 20 No. 9, 15 feet..... 20 Line Lines Small..... 20 Medium..... 26 Large..... 34 Poles Bamboo, 14 ft., per doz..... 50 Bamboo, 16 ft., per doz..... 65 Bamboo, 18 ft., per doz..... 80 FLAVORING EXTRACTS Jennings' Terpeness Lemon..... 75 No. 2 D. C. per doz..... 1 50 No. 4 D. C. per doz..... 1 50 No. 6 D. C. per doz..... 2 00 Taper D. C. per doz..... 1 50 Mexican Vanilla..... 1 20 No. 2 D. C. per doz..... 2 00 No. 4 D. C. per doz..... 2 00 No. 6 D. C. per doz..... 3 00 Taper D. C. per doz..... 2 00 FRESH MEATS Beef Carcase..... 5 1/2 Forequarters..... 5 1/2 Hindquarters..... 10 1/2 Ribs..... 9 1/2 Rounds..... 8 1/2 Chucks..... 5 1/2 Plates..... 4 1/2	Pork Dressed..... 6 1/2 Loin..... 10 1/2 Boston Butts..... 8 1/2 Shoulders..... 8 1/2 Leaf Lard..... 2 1/2 Mutton Carcase..... 6 1/2 Lamb..... 7 1/2 Veal Carcase..... 6 1/2 GELATINE Knorr's Sparkling..... 1 20 Knorr's Sparkling, pr gross..... 14 00 Knorr's Acidulated..... 1 20 Knorr's Acidulated, pr gross..... 14 00 Oxford..... 75 Plymouth Rock..... 1 20 Nelson's..... 1 50 Cox's, 2-qt size..... 61 Cox's, 1-qt size..... 1 10 GRAIN BAGS Amoskeag, 100 in bale..... 15 1/2 Amoskeag, less than bale..... 15 1/2 GRAINS AND FLOUR Wheat Winter Wheat Flour Local Brands Patents..... 4 25 Second Patent..... 3 75 Straight..... 3 60 Second Straight..... 3 30 Clear..... 3 15 Graham..... 3 00 Buckwheat..... 3 00 Rye..... 3 00 Subject to usual cash discount. Flour in bbls., 25c per bbl. additional. Worden Grocer Co.'s Brand Quaker 1/2s..... 4 00 Quaker 3/4s..... 4 00 Quaker 1s..... 4 10 Spring Wheat Flour Clark-Jewell-Wells Co.'s Brand Pillsbury's Best 1/2s..... 5 00 Pillsbury's Best 3/4s..... 5 10 Pillsbury's Best 1s..... 5 20 Pillsbury's Best 1 1/2s paper..... 5 00 Pillsbury's Best 1 1/2s paper..... 5 00 Lemon & Wheeler Co.'s Brand Wingold 1/2s..... 4 95 Wingold 3/4s..... 4 15 Wingold 1s..... 4 75 Wingold 1 1/2s..... 4 80 Judson Grocer Co.'s Brand Ceresota 1/2s..... 4 90 Ceresota 3/4s..... 4 80 Ceresota 1s..... 4 70 Worden Grocer Co.'s Brand Laurel 1/2s..... 5 00 Laurel 3/4s..... 4 90 Laurel 1s..... 4 80 Laurel 1 1/2s and 1s paper..... 4 80 Meal Boiled..... 2 60 Granulated..... 2 70 Feed and Millstuffs St. Car Feed screened..... 21 50 No. 1 Corn and Oats..... 21 50 Corn Meal, coarse..... 20 30 Winter Wheat Bran..... 18 50 Winter Wheat Middlings..... 20 50 Cow Feed..... 19 00 Screenings..... 18 00 Oats Car lots..... 43 Corn Corn, car lots..... 56 Hay No. 1 Timothy car lots..... 16 00 No. 1 Timothy ton lots..... 18 00 HERBS Sage..... 15 Hops..... 15 Laurel Leaves..... 15 Senna Leaves..... 25 INDIGO Madras, 5 lb. boxes..... 55 S. F., 2, 3 and 5 lb. boxes..... 55 JELLY 5 lb. pails per doz..... 1 85 15 lb. pails..... 37 30 lb. pails..... 68 LICORICE Pure..... 30 Calabria..... 23 Sticky..... 14 Roly..... 11 LYE Eagle Brand High test powdered lye. Single case lots. 10c size, 4 doz cans per case 3 50 Quantity discount. 33.90 per case, with 1 case free with every 5 cases or 1/2 case free with 3 cases. Condensed, 2 doz..... 1 20 Condensed, 4 doz..... 2 25 MEAT EXTRACTS Armour's, 2 oz..... 4 45 Armour's, 4 oz..... 8 20 Liebig's, Chicago, 2 oz..... 2 75 Liebig's, Chicago, 4 oz..... 5 50 Liebig's, Imported, 2 oz..... 4 50 Liebig's, Imported, 4 oz..... 8 50 MOLASSES New Orleans Fancy Open Kettle..... 40 Choice..... 35 Fair..... 26 Good..... 22 Half-barrels 2c extra MUSTARD Horse Radish, 1 doz..... 1 75 Horse Radish, 2 doz..... 3 50 Bayle's Celery, 4 doz..... 5 50

6	7	8	9	10	11
METAL POLISH Search Brand, 3 oz. box, per doz. 75 Paste, 6 oz. box, per doz. 1 25 Liquid, 4 oz. bottle, per doz. 1 00 Liquid, 1 pt. can, per doz. 1 60 Liquid, 1 gal. can, per doz. 8 50 Liquid, 1 gal. can, per doz. 14 00 OLIVES Bulk, 1 gal. kegs. 1 00 Bulk, 3 gal. kegs. 85 Bulk, 5 gal. kegs. 85 Manzanilla, 7 oz. 80 Queen, pints. 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 8 oz. 90 Stuffed, 16 oz. 2 25 PIPES Clay, No. 216. 1 70 Clay, 1 D., full count. 65 Clay, No. 3. 85 PICKLES Medium Barrels, 1,200 count. 8 75 Half bbls, 600 count. 4 88 Small Barrels, 2,400 count. 10 55 Half bbls, 1,200 count. 5 75 PLAYING CARDS No. 90, Steamboat. 90 No. 15, Rival, assorted. 1 20 No. 20, Rover, enameled. 1 20 No. 572, Special. 1 75 No. 98, Golf, satin finish. 2 00 No. 808, Bicycle. 2 00 No. 632, Tournaunt Whist. 2 25 POTASH 48 cans in case. 4 00 Rabbitt's. 3 00 Penna Salt Co.'s. 3 00 PROVISIONS Barreled Pork Mess. 16 25 Back, fat. 17 00 Clear back. 18 00 Short cut. 16 75 Pig. 19 00 Beans. 15 75 Family Mess Loin. 15 75 Clear. 17 00 Dry Salt Meats Bellies. 11 S P Bellies. 14 Extra shorts. 10 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. 13 Shoulders (N.Y. cut). 14 Bacon, c's'ar. 14 California hams. 12 1/2 Boiled Hams. 14 Picnic Boiled Hams. 14 1/2 Berlin Ham pr's'd. 14 1/2 Mince Hams. 9 1/2 Lard Compound. 7 1/2 Pure. 8 1/2 60 lb. Tubs, advance. 7 1/2 50 lb. Tubs, advance. 7 1/2 50 lb. Tins, advance. 7 1/2 20 lb. Pails, advance. 7 1/2 10 lb. Pails, advance. 7 1/2 5 lb. Pails, advance. 7 1/2 1 lb. Pails, advance. 7 1/2 Sausages Bologna. 5 1/2 Liver. 6 1/2 Frankfort. 7 1/2 Pork tongue. 8 1/2 Veal. 7 1/2 Tongue. 7 1/2 Headcheese. 6 1/2 Beef Extra Mess. 10 75 Boneless. 10 75 Rump, New. 10 75 Pig Feet 1/2 bbls, 40 lbs. 1 90 1/2 bbls, 40 lbs. 3 80 1 bbls, lbs. 7 75 Tripe Kils, 15 lbs. 70 1/2 bbls, 40 lbs. 1 25 1/2 bbls, 80 lbs. 2 60 Casings Pork. 25 Beef rounds. 5 Beef middles. 12 Sheep. 65 Uncolored Butterline Solid, dairy. 210 1/2 Rolls, dairy. 11 1/2 Rolls, purity. 14 1/2 Solid, purity. 14 Canned Meats Corned beef, 2 lb. 4 30 Corned beef, 14 lb. 17 50 Roast beef, 2 lb. 2 30 Potted ham, 1/2 lb. 45 Potted ham, 1/4 lb. 45 Deviled ham, 1/2 lb. 45 Deviled ham, 1/4 lb. 45 Potted tongue, 1/2 lb. 45 RICE Domestic Carolina head. 7 Carolina No. 1. 8 1/2 Carolina No. 2. 8 1/2 Broken. 3 1/2 Imported. Japan, No. 1. 5 1/2 Japan, No. 2. 5 1/2 Java, fancy head. 5 1/2 Java, No. 1. 5 1/2 Table. 5 1/2	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 SALETERATUS Church's Arm and Hammer. 3 15 Deland's. 3 00 Dwight's Cow. 3 15 Emblem. 2 10 L. P. 3 00 Wyandotte, 100 1/2. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lb. cases. 85 Lump, bbls. 80 Lump, 145 lb. kegs. 85 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, 20 14 lb. bags. 2 65 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 67 Shaker, 24 2 lb. boxes. 1 60 Common Grades 100 3 lb. sacks. 1 90 60 5 lb. sacks. 1 90 28 10 lb. sacks. 1 70 56 lb. sacks. 30 28 lb. sacks. 15 Warsaw 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 Solar Rock 56 lb. sacks. 28 Common Granulated Fine. 75 Medium Fine. 80 SALT FISH Cod Large whole. 6 Small whole. 5 1/2 Strips or bricks. 7 1/2 Pollock. 8 1/2 Halibut. Strips. 13 Chunks. 14 Herring Holland white hoops, bbl. 10 50 Holland white hoops, bbl. 5 75 Holland white hoop, keg. 2 75 Norwegian. 85 Round 100 lbs. 3 80 Round 50 lbs. 2 10 Sealed. 7 1/2 Trout No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 Mackerel Mess 100 lbs. 16 50 Mess 50 lbs. 8 75 Mess 10 lbs. 1 80 Mess 8 lbs. 1 40 No. 1 100 lbs. 15 00 No. 1 50 lbs. 8 00 No. 1 10 lbs. 1 65 No. 1 8 lbs. 1 35 Whitefish No. 1 No. 2 Fam. 100 lbs. 7 75 50 lbs. 3 65 10 lbs. 82 8 lbs. 77 SEEDS Anise. 15 1/2 Canary, Smyrna. 5 1/2 Caraway. 8 1/2 Cardamon, Malabar. 1 00 Celery. 10 Hemp, Russian. 4 1/2 Mixed Bird. 4 Mustard, white. 4 Poppy. 6 Rape. 6 1/2 Cattle Bone. 25 SHOE BLACKING Handy Box, large. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SOAP Johnson Soap Co. brands— Silver King. 3 65 Calumet Family. 2 75 Scotch Family. 2 85 Cuba. 2 85 Jas. S. Kirk & Co. brands— American Family. 4 05 Dusky Diamond 50-8 oz. 2 80 Dusky Diamond 100-6 oz. 3 80 Jay Rose. 3 75 Sapon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 2 15 Saffnet, oval. 2 15 White Cloud. 4 00 Lautz Bros. & Co.'s brands— Big Acme. 4 00 Big Master. 4 00 Snow Boy P'wdr, 100-pkgs. 4 00 Marselles. 4 00 Acme, 100-lb bars. 3 70 (5 box lots, 1 free with 5) Proctor & Gamble brands— Lenox. 3 10 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Schultz & Co. brand— Star. 3 25 A. B. Wrisley brands— Good Cheer. 4 00 Old Country. 4 48	Scouring Enoch Morgan's Sons. Sapollo, gross lots. 9 00 Sapollo, half gross lots. 4 10 Sapollo, single boxes. 2 25 Sapollo, hand. 2 25 SODA Boxes. 5 1/2 Kegs, English. 4 1/2 SNUFF Scotch, in bladders. 37 Macaboy, in jars. 35 French Kappie, in jars. 48 SPICES Whole Spices Allspice. 12 Cassia, China in mats. 12 Cassia, Batavia, in bund. 28 Cassia, Saigon, broken. 56 Cassia, Saigon, in rolls. 17 Cloves, Amboyana. 14 Cloves, Zanzibar. 17 Nutmegs, 75-80. 42 Nutmegs, 105-10. 42 Nutmegs, 115-20. 35 Pepper, Singapore, black. 28 Pepper, Singapore, white. 25 Pepper, shot. 30 Pure Ground in Bulk Allspice. 13 Cassia, Batavia. 28 Cassia, Saigon. 48 Cloves, Zanzibar. 17 Ginger, African. 18 Ginger, Cochlin. 25 Ginger, Jamaica. 25 Mace. 18 Mustard. 17 Pepper, Singapore, black. 18 Pepper, Singapore, white. 25 Pepper, Cayenne. 30 STARCH Common Gloss 1-lb. packages. 5 3-lb. packages. 5 1/2 5-lb. packages. 5 1/2 40 and 50-lb. boxes. 3 1/2 Common Corn 20-lb. packages. 5 40-lb. packages. 4 1/2 SYRUPS Corn Barrels. 22 Half bbls. 11 10 lb. cans, 1/2 doz. in case. 1 65 5 lb. cans, 1 doz. in case. 1 65 2 1/2 lb. cans, 2 doz. in case. 1 90 Pure Cane Fair. 16 Good. 20 Choice. 25 SUGAR Domino. 7 30 Cut Leaf. 5 70 Crushed. 5 70 Cubes. 5 35 Powdered. 5 20 Coarse Powdered. 5 25 Fine Granulated. 5 10 2-lb. bags Fine Gran. 5 25 5-lb. bags Fine Gran. 5 25 Mould A. 5 25 Diamond A. 5 10 Confectioner's A. 4 15 No. 1, Columbia A. 4 90 No. 2, Windsor A. 4 90 No. 3, Ridgewood A. 4 90 No. 4, Phoenix A. 4 85 No. 5, Empire A. 4 75 No. 6, Empire A. 4 75 No. 7. 4 70 No. 8. 4 15 No. 9. 4 60 No. 10. 4 65 No. 11. 4 15 No. 12. 4 15 No. 13. 4 15 No. 14. 4 15 No. 15. 4 15 No. 16. 4 35 TEA Japan Sundried, medium. 24 Sundried, choice. 30 Sunried, fancy. 36 Regular, medium. 24 Regular, choice. 36 Regular, fancy. 33 Basket-fired, medium. 31 Basket-fired, choice. 38 Basket-fired, fancy. 43 Nibs. 22 1/2 Siftings. 22 1/2 Fannings. 12 1/2 Gunpowder Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pinguey, medium. 30 Pinguey, choice. 30 Pinguey, fancy. 40 Young Hyson Choice. 30 Fancy. 36 Oolong Formosa, fancy. 42 Amoy, medium. 25 Amoy, choice. 32 English Breakfast Medium. 20 Choice. 30 Fancy. 40 India Ceylon, choice. 32 Fancy. 42 TOBACCO Cigars H. & P. Drug Co.'s brands. Fortune Teller. 55 50 Our Manager. 55 50 Quintette. 55 50	Fine Cut adillac. 54 weet Loma. 33 Hiawatha, 5 lb. pails. 56 Hiawatha, 10 lb. pails. 54 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38 Plug Red Cross. 32 Falo. 34 Hiawatha. 41 Battle Axe. 33 American Eagle. 32 Standard Navy. 36 Spear Head, 16 oz. 41 Spear Head, 8 oz. 43 Nobby Twist. 43 Joy Tar. 42 Old Honesty. 42 Toddy. 33 J. T. 36 Pipeer Heldsick. 31 Boot Jack. 78 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 Smoking Sweet Core. 34 Flat Car. 32 Country Club. 32 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 I X L, 5 lb. 28 I X L, 16 oz. pails. 30 Honey Dew. 36 Gold Block. 36 Flagman. 38 Chips. 32 Klin Dried. 21 Duke's Mixture. 38 Duke's Cameo. 43 Myrtle Navy. 40 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. pails. 37 Cream. 24 Corn Cake, 2 1/2 oz. 22 Corn Cake, 1 lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 34 Peerless, 1 1/2 oz. 36 Air Brake. 36 Cant Hook. 30 Country Club. 32 Forex-XXXX. 28 Good Indian. 23 Self Binder. 20-22 Silver Foam. 34 TWINE Cotton, 3 ply. 18 Cotton, 4 ply. 18 Jute, 2 ply. 12 Hemp, 6 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 6 1/2 VINEGAR Malt White Wine, 8 grain. 8 Malt White Wine, 80 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 WASHING POWDER Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 50 Gold Dust, 50. 4 00 Klirkoline, 24 4 lb. 3 90 Pearline. 2 75 Soapine. 4 10 Babbitt's 1776. 3 75 Roseline. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 80 Seacrine. 3 50 Rub-No-More. 3 75 WICKING No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 30 No. 3, per gross. 55 WOODENWARE Baskets Bushels, wide band. 1 10 Bushels, wide band. 1 25 Market. 35 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 6 00 Willow Clothes, medium. 5 50 Willow Clothes, small. 5 00 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gals., each. 2 40 Barrel, 10 gals., each. 2 55 Barrel, 15 gals., each. 2 70 Clothes Pins Round head, 5 gross box. 50 Round head, clothes. 75 Egg Crates Humpty Dumpty. 2 25 No. 1, complete. 29 No. 2, complete. 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cedar, 8 in. 65	Mop Sticks Trojan spring. 90 Eclipse patent spring. 85 No. 1 common. 78 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 1 25 Ideal No. 7. 90 Pails 2-hoop Standard. 1 50 3-hoop Standard. 1 65 3-wire, Cable. 1 60 3-wire, Cable. 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 70 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 50 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 Tubs 20-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 18-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. 10 30 No. 2 Fibre. 9 45 No. 3 Fibre. 8 15 Wash Boards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 3 25 Single Peerless. 2 50 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter. 75 13 in. Butter. 1 10 15 in. Butter. 1 75 17 in. Butter. 2 75 19 in. Butter. 4 25 Assorted 13-15-17. 1 75 Assorted 15-17-19. 3 00 WRAPPING PAPER Common Straw. 1 1/2 Fiber Manila, white. 3 1/2 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 Butcher's Manila. 2 1/2 Wax Butter, full count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15 YEAST CAKE Magie, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Sunlight Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 15 Yeast Foam, 1 1/2 doz. 88 FRESH FISH White fish. 10 1/2 Trout. 10 1/2 Halibut. 11 1/2 Cliscoes or Herring. 14 Bluefish. 11 1/2 Live Lobster. 25 Boiled Lobster. 27 Cod. 10 Haddock. 8 1/2 Pike. 7 Perch. 7 Smoked White. 12 1/2 Red Snapper. 15 Col River Salmon. 15 Mackerel. 19 1/2 OYSTERS Cans F. H. Counts. 50 Extra Selects. 50 Selects. 50 Perfection Standards. 50 Anchors. 50 Standards. 50 HIDES AND PELTS Hides Green No. 1. 7 Green No. 2. 6 Cured No. 1. 8 Cured No. 2. 8 Calfskins, green No. 1. 10 Calfskins, green No. 2. 8 1/2 Calfskins, cured No. 1. 11 Calfskins, cured No. 2. 9 1/2 Steer hides 60 lbs. or over. 9 Cow hides 60 lbs. or over. 9 Pelts Old Wool. 25 1/2 Shearlings. 100 30 Tallow No. 1 cake. 4 No. 2. 3	Wool Washed, fine. 20 Washed, medium. 23 Unwashed, fine. 15 Unwashed, medium. 15 CONFECTIONS Stick Candy Standard. 7 Standard H. H. 7 Standard Twist. 8 Cut Leaf. 9 Jumbo, 32 lb. cases. 7 1/2 Extra H. H. 10 1/2 Boston Cream. 10 Beet Ro. 8 Mixed Candy Grocers. 6 Competition. 7 Special. 7 1/2 Conserve. 7 1/2 Royal. 8 1/2 Ribbon. 9 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. 10 mixed. 11 1/2 Premo Cream mix. 12 1/2 Fancy-In Pails O F Horehound Drop. 10 1/2 Peco Hearts. 15 Coco Bon Bons. 12 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 Lozenges, plain. 12 Lozenges, printed. 10 Champion Chocolate. 11 Eclipse Chocolates. 13 1/2 Quintette Choc. 12 Champion Gum Dps. 8 Moss Drops. 9 Lemon Sours. 9 Imperial Cream Opera. 9 Ital. Cream Bonbons. 12 12 lb. pails. 11 Molasses Chews, 15 lb. cases. 12 Golden Waffles. 12 Fancy-In 5 lb. Boxes Lemon Sours. 250 Peppermint Drops. 260 Chocolate Drops. 260 H. M. Choc. Drops. 235 H. M. Choc. Lt. and Dk. No. 12. 21 00 Gum Drops. 235 O. F. Licorice Drops. 280 Lozenges, plain. 255 Lozenges, printed. 260 Imperials. 255 Mottos. 280 Cream Bar. 255 Molasses Bar. 255 Hand Made Cream. 80 Cream Buttons, Pep. and Wint. 285 String Rock. 285 Wintergreen Berries. 290 Pop Corn Maple Jake, per case. 00 FRUITS Foreign Dried Figs Californias, Fancy. 20 Cal. pkg, 10 lb. boxes. 20 Extra Choice, Turk. 10 lb. boxes. 20 Fancy, Trkr., 12 lb. boxes. 12 1/2 Pulled, 6 lb. boxes. 10 Natural, in bags. 10 Dates Fards in 10 lb. boxes. 2 6 1/2 Fards in 60 lb. cases. 5 1/2 Halfway. 5 1/2 1 lb. cases. 4 1/2 Sals, 60 lb. cases. 4 1/2 NUTS Whole Almonds, Tarragona. 16 Almonds, Ivica. 16 Almonds, California, soft shelled. 15 1/2 Brazils. 11 Filberts. 12 Walnuts, Grenobles. 15 Walnuts, soft shelled. 16 Cal. No. 1. 13 1/2 Table Nuts, fancy. 10 1/2 Pecans, Med. 10 Pecans, Ex. Large. 11 Pecans, Jumbos. 12 Hickory Nuts per bu. 12 Ohio, new. 2 Cocoanuts, full sacks. 2 Chestnuts, per bu. 2 Shelled Spanish Peanuts. 5 1/2 Pecan Halves. 40 Walnut Halves. 37 Filbert Meats. 30 Alcantia Almonds. 33 Jordan Almonds. 50 Peanuts Fancy, H. P., Suns. 4 1/2 Roasted. 4 1/2 Choice, H. P., Jumbo. 7 1/2 Roasted. 8 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 9 00
Paragon.....56 6 00

BAKING POWDER

JAXON

1 lb. cans, 4 doz. case.....45
1 lb. cans, 4 doz. case.....85
1 lb. cans, 2 doz. case.....1 60

Royal



100 size.....90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/4 lb. cans 2 50
1/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

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

BREAKFAST FOOD

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

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

Oxford Flakes.

No. 1 A, per case.....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 1/4 lb

TRYABITA

Peptonized Celery Food, 3
doz. in case.....4 05
Hulled Corn, per doz.....95

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages.....2 00

CHEWING GUM

Celery Nerve

1 box, 30 packages.....50
5 boxes to carton.....2 50

CIGARS

G. J. Johnson Cigar Co.'s brand.



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

CLEANER & POLISHER



1 oz. can, per doz.....1 35
Quart can, per doz.....2 25
Gallon can, per doz.....7 50

Samples and Circulars Free.

COFFEE

Roasted

Lwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelsior, M. & J. 1 lb. cans
Excelsior, M. & J. 2 lb. cans
Tip Top, M. & J., 1 lb. cans.
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....

Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer Co., Detroit and Jack
son; B. Desenberg & Co., Kal-
amazoo, Symons Bros. & Co.,
Saginaw; Melsel & Goeschel,
Bay City; Fielbach Co., Toledo.

CONDENSED MILK

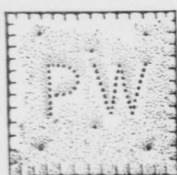


Gall Borden Eagle.....6 40
Crown.....5 90
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 40
Dime.....3 85
Peerless Evaporated Cream 4 00

CRACKERS

E. J. Kruce & Co.'s baked goods
Standard Crackers.
Blue Ribbon Squares.
Write for complete price list
with interesting discounts.

Perfection Biscuit Co.'s brands



Perfection Wafers, in bbl. 06
Florodora Cookies, c'se. 2 00
Subject to liberal discount. Case
contains 50 packages. Complete
line of high grade crackers and
sweet goods. Perfection Bis-
cuit Co., Ft. Wayne, Ind.
Freight allowance made on
all shipments of 100 lbs. or more
where rate does not exceed 40c
per hundred.

FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Vanilla.....Lemon.....
1 oz full m 1 20 1 oz full m. 80
1 oz full m 2 10 2 oz full m 1 25
No. 3 fan'y 3 15 No. 3 fan'y 1 75



Vanilla.....Lemon.....
2 oz panel 1 20 2 oz panel 75
3 oz taper 2 00 4 oz taper 1 50

RICE



Sutton's Table Rice, 40 to the
bale, 2 1/2 pound pockets.....7 1/4



Best grade Imported Japan,
3 pound pockets, 33 to the
bale.....6
Cost of packing in cotton pock-
ets only 1/2 c more than bulk.

SOAP

Beaver Soap Co. brands



100 cakes, large size.....6 50
50 cakes, large size.....3 25
100 cakes, small size.....3 85
50 cakes, small size.....1 95

JAXON

Single box.....3 10
5 box lots, delivered.....3 05
10 box lots, delivered.....3 00

TABLE SAUCES



**LEA & 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.....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

Our Catalogue is
"Our Drummer"

It lists the largest line of gen-
eral merchandise in the world.

It is the only representative of
one of the six largest commercial
establishments in the United States.

It sells more goods than any
four hundred salesmen on the road
—and at 1-5 the cost.

It has but one price and that is
the lowest.

Its prices are guaranteed and do
not change until another catalogue
is issued. No discount sheets to
bother you.

It tells the truth, the whole
truth and nothing but the truth.

It never wastes your time or
urges you to overload your stock.

It enables you to select your
goods according to your own best
judgment and with freedom from
undue influence.

It will be sent to any merchant
upon request. Ask for catalogue J.

Butler Brothers

230 to 240 Adams St.,
Chicago

We Sell at Wholesale only.

SEND US
YOUR
NAME

On a postal card and we will
send you full particulars and
price list of one of the most
complete and superior lines
of Crackers and Sweet Goods
on the market. This line is
not manufactured by the
trust.



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

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.

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.

WHO HAS THE NERVE TO BUY MY LOT on Ionia street opposite Union depot or my house and lot at 57 Commerce street or my double tenement at 215-217 Livingston street or my manufacturing business? Am making prices that will sell this property. Have just sold my residence. After I have sold out am going West. Some little behind-hand fellows will feel like kicking themselves because they didn't buy some of this property when they had the chance. Edwin Fallas, Citizens Phone 614, Grand Rapids. 541

ONLY DRUG STORE IN UP-TO-DATE town of 500. Best agricultural section in Michigan. Large territory. Full prices. I can prove it. A money-maker. No trades. Act soon. Address L, care Michigan Tradesman. 540

FOR SALE—HARDWARE AND IMPLEMENT stock. Location in northern town. Business good. Prospects never brighter than now. Stock invoices about \$5,000, cash buyers. Address No. 539, care Michigan Tradesman. 539

FOR SALE—LARGE, GREY AMERICAN Eagle. Price, \$12. Photograph, 15 cents. M. Ricketts, Cadillac, Mich. 538

FOR RENT—BRICK STORE IN GOOD business town between Detroit and Grand Rapids. Fine location for bar or department stock. Store has salesroom above. Good storage below. Modern conveniences. Plate glass window. Box 492, Howell, Mich. 536

FOR SALE—\$5,000 GENERAL STOCK IN good condition. Price, \$2,500. Address D, care Michigan Tradesman. 535

FOR SALE—92 WINDOWS 12x16, 12 LIGHT; 15 plain rail, glazed; 8 doors 4x7x13 1/2. panel O. 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. 522, care Michigan Tradesman. 522

REGISTERED PHARMACIST, EXPERI- enced, wants situation soon. Address with particulars, No. 520, care Michigan Tradesman. 520

LIDDERDALE AND LANESBORO ARE bright new towns on the Chicago Great Western Railway. For particulars write Edwin B. Magill, Mgr. Townsite Dept., Fort Dodge, Ia. 497

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; wareroom, 24x40; implement shed, 50x50. Must have the money; otherwise do not reply. Reason for selling, wish to remove to Oregon. Address No. 502, care Michigan Tradesman. 502

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 100 per cent. annual profits. Everything proven. A few more will be admitted. Address 31 Peninsular Bank Bldg, Detroit, Mich. 481

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

A SURE ROAD TO PROSPERITY. RARE opportunity awaits Lucky Buyer. We offer for sale the most prosperous little business in Ohio. Stock consists desirable lines of clothing, dry goods, groceries, everything in 18 karat condition. This business will net \$2,400 a year if given proper attention. Stock will invoice \$6,000; annual sales, \$16,000. Have done cash business only. Have bustling town of 1,000 inhabitants. Rich farming and mining country roundabout. Don't miss this "El Dorado." Address Andreas & Co., Shanesville, Ohio. 506

WANTED—TO TRADE SOME VERY DE- sirable realty at the \$500 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

2000 SHARES 6 PER CENT. STOCK FOR sale. The Henderson Lumber Company, Anthony, W. Va., incorporated. Capital stock, \$100,000, desire to enlarge their plant and operations, offer for sale 3,000 shares of their unissued stock at par, \$10.00 per share. Stock is non-assessable, and will pay 6 per cent. dividends per annum. Present value of timber alone, at half current prices, equals entire capital. Reference, Kanawha National Bank, Charleston, W. Va. For particulars address Joseph I. Henderson, Pres. and Treas., Anthony, W. Va. 510

24 PER CENT. YEARLY ON INVEST- ment; 2 per cent. dividends paid every month; no get-rich scheme; honest, legitimate business; write for particulars. The Fife 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 40x90, furnace, gas, electric lights, stone trimmings, plate glass windows. Located in live Northern Ohio town of 3,500. Good location for dry goods or department store. Will sell on easy terms or take good Western property in exchange, or give long lease and reasonable rent to good tenant. Address Box 81, Independence, Iowa. 473

FOR SALE—\$4,500 GROCERY STOCK AND market well located in good Northern Illinois mining town of 7,000 population. Annual sales, \$50,000. Address No. 472, care Michigan Tradesman. 472

FOR SALE—CLEAN STOCK OF DRUGS, wall paper and groceries inventorying \$5,500. Can be reduced to \$4,500. Annual sales, \$20,000, mostly cash. Located in thriving town in center of rich farming country. No cut rate competition. Reason for selling, owner has other business. Will sell for \$2,500 down and balance on easy terms. Address No. 493, care Michigan Tradesman. 493

I WILL SELL ANY MINING OR OIL stock on the market cheaper than it can be bought from any other broker. Write me for any stock you want. J. R. Grimths, 48 Sherman St., Chicago. 488

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

MERCHANTS, TURN YOUR OLD AC- counts into cash; we collect quick; enclose stamp for terms. Merchants' Collection Agency, Wapello, Iowa. 424

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—\$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—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

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., 1363 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 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. Schröder, 37 Monroe St., Grand Rapids, Mich. 497

FOR SALE—A FIRST-CLASS SHINGLE mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saws, boiler and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first-class. Address A. R. Morehouse, Big Rapids, Mich. 369

Business Chances continued on next page.



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Detroit Rubber Stamp Co.

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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.

The World Getting Smaller.

In the days of Magellan and Drake it took about three years to send a message around the world. By way of the new American cable across the Pacific a communication a few days ago was sent around the earth in nine and a half minutes. Magellan, Drake, Cook, Gray and the rest of the navigators of the old days carried their messages around the globe, and carried them, too, in a very slow conveyance, although it was the fastest of their time. Along until the beginning of the nineteenth century the globe circled who would make the trip in much less than a year was considered something of a marvel. Steam navigation was still far in the future and the electric telegraph was undreamed of.

The first steamer which crossed the Atlantic, the Savannah, started on the same day in 1819 on which Victoria was born, and was twenty-six days in getting from Savannah to Liverpool. It was close to twenty years later, in 1837, that the first regular line of steamboats was established on the Atlantic, and twenty days for the trip was considered at first to be fast time. It was in 1840 steam navigation began on the Pacific, but it was several years later before trips were made by steam across that ocean. The British vessel, the Argo, which was the first steamer to circle the globe, made the trip as recently as 1854, three and a third centuries after Magellan, the first of globe circlers, made the voyage. The ocean telegraph was a still later arrival.

Steamer, railroad, telegraph! Here are the agencies which have annihilated time and space on the earth's surface. Neither Cyrus W. Field nor anybody else in that day could have dreamed in 1866, at the time that the first successful cable was laid across the Atlantic, that within a generation telegraphs would cross all the world's seas. Fourteen span the Atlantic between the United States and Europe; two cross the Pacific. Between South America and Southern Europe or Africa are three cables. The Indian ocean, the Mediterranean, the Red and all the rest of the world's great bodies of water are joined to the rest of the earth by cable. Nearly all the important islands of the Pacific and every one of those of the Atlantic are in close communication with the rest of the earth by telegraph. There are no longer any dark continents or islands on the map. The world, which, in the days of Washington and George III., seemed almost as vast as does the sidereal system to us, has shrunk to a very small compass in the time of Roosevelt and Edward VII.

The Boys Behind the Counter.

Monroe—Albert Metty, formerly employed in a Toledo shoe store, has taken a clerkship in Fred Wagner's shoe store.

Boyne City—E. V. Smith, for the past year or more manager of A. J. Beardsley's store, has resigned. He has not as yet decided on his future course, having a number of good propositions under consideration.

Three Rivers—Bernard C. Hinn, succeeds Wm. Ott as clerk in the Geo. H. Thoma jewelry store.

Saginaw—Wm. T. Carson has resigned his position as manager of the cutlery department of Morley Bros., and will leave Aug. 1 for Duluth, where he will take a similar position with the Marshall-Wells Hardware Co.

Petoskey—Fred Ireland, of Belding, has taken a position as hardware salesman with Reynolds & Bain.

Kalamazoo—Geo. Phelps, who has been employed with D'Arcy's jewelry store for the past nine years, has taken a position in the crockery and glassware store of Geo. H. Wheelock & Co., South Bend, Ind.

Battle Creek—C. C. Thoma has a new clerk in his jewelry store in the person of Wm. Ott, formerly identified with Geo. H. Thoma, the Three Rivers jeweler.

Hereabouts every country garden has a few currant bushes, and by and by tens of thousands of housewives are busy making currant jelly. In Greece currant growing is the principal industry and the chief source of agricultural revenue, 170,000 acres being devoted thereto. The yearly crop, estimated at 350,000,000 pounds, furnishes more than half of that nation's total exports. The climate and the soil are particularly adapted to currants. England is the best customer, but the United States buys a million dollars' worth every year. Conditions have so shaped themselves in Greece that the price which the people get for their fruit is not profitable, and the questions raised in connection therewith are of the gravest importance, and having been wafted into politics, unsettle and unseat ministries and make trouble generally. All sorts of schemes have been suggested, and somehow or other the Grecian government is expected to make currant growing profitable. After all, the Grecian agriculturists must settle down to an appreciation of the fact that supply and demand are the regulators of value.

Colonel Bennett, State Food Inspector, appears to be meeting with poor success in butting up against the Supreme Court. That tribunal smashed several of his pet theories and hobbies into smithereens in the Jennings case and now he has met his Waterloo a second time in the colored oleo case he recently brought against a citizen of his own town. Strange to say, the doughty Colonel did not yank his townsman off to a strange place, apparently for the purpose of getting him among strangers so that he could not give bail for his appearance in court. If the Colonel keeps up the pace he has set thus far this year, there will soon be no more laws left on the statute books or no rulings left in the amusing publication of the Food Department. The Colonel can probably be depended upon to let alone the law which provides for the employment and payment of food inspectors.

Kinderhook—L. K. Harding is succeeded by Hayden & Stevens in general trade and the jewelry business.

The Right to Waste Money.

A Chicago lawyer went down to New York and was so happy there that he proceeded to throw handfuls of money to the crowds. A policeman arrested him and locked him up. "Isn't it my own money?" protested the Chicago lawyer. "Maybe it is," replied the New York policeman, "but you have no right to throw away your money."

A man can throw his money about barrooms until his fortune is spent and no policeman will think of arresting him. He can squander his wealth in riotous living without danger of arrest. He can get rid of his means in a thousand reckless ways without interference, but the moment he begins to fling coins about the streets the world thinks he is crazy.

Probably the Chicago lawyer who scattered his wealth about the streets of New York did more good to the public than if he had spent the money in having a "good time." It is too bad that more men with recklessly extravagant ideas and a barrel of money do not take it into their heads to sow quarters and halves and dollars broadcast. The spendthrift would then be of some benefit to the community, although those dependent on him might not gain greatly.

Dr. Wiley, the poison expert of the Agricultural Department at Washington, is arranging to conduct a series of experiments to discover the effect of various kinds of tobacco upon the human system. There is a great deal of tobacco on the market that is impure and that is sold largely on account of its attractive form and low price. Every sort of tobacco, of course, contains nicotine, but there is some that is worse than others and tobacco users should be glad to obtain accurate information on the subject. There is no great hope that the consumption of tobacco will be decreased, but it should be possible to stop the use of dopey adulterants in its manufacture.

The dominant note of the national educational convention at Boston is declared by a correspondent to have been the realization that American schools and colleges have paid too much attention to the intellectual side of the student's character and have neglected the moral side. In other words, they have produced bright men who may be accounted to stand high in the business world, but not the type of men who are willing to assume civic responsibilities and bring about the moral uplifting that is so necessary in the politics of their country.

The cost of living in the United States, as shown by a comparison of commodity prices, was 2.4 per cent. less on July 1 than at the same date a year previous. The decline is most in foodstuffs. Most other things, notably clothing, have increased in cost.

E. M. Taylor, general merchandise dealer, Shepherd: We need the Tradesman in our business.

Marrying for money is like baiting a rat-trap with your own finger.

If you hire a man to be honest you may expect him to ask for a raise in his wages every morning.

Belding—Forrest Fish succeeds Fish & Youngs in the meat business.

The society novel is intended to employ the hands, not the mind.

Betzer—H. H. Vernier succeeds H. E. Osman in general trade.

Peaches—Texas Albertas command \$1.75 per 4 basket crate.

Blackberries—\$1.75 @ 1.80 per 16 qt. crate.

Business Wants

BUSINESS CHANCES

FOR EXCHANGE—A COUNTRY STOCK of general merchandise, bought less than fifteen months, consisting of medium-priced dress goods, ca. laces, prints, percales, sheeting, shirting, mus. lins, outing, flannel, lawns and all kinds of notions; ladies', men's and children's furnishing goods, etc., no fixtures or millinery; lines all well filled and in first-class condition; stock invoiced at about \$10,800.00; all solid goods, open and subject to inspection; never traded before; majority of stock is summer goods; owner in debt and will give a good trade for a small amount cash and some property; will assume some. This is a rare opportunity. Address 508-9 Hall Bldg., Kansas City, Mo. 546

FOR SALE—A SMALL STOCK OF MIL-linery in a lively town at a great sacrifice on account of sickness. Box 135, Mazeppa, Minn. 534

BEST BAKERY, CONFECTIONERY AND soda water stand here. Population 5,000. Only one other bakery. Business last year over \$5,000. Power freezer; can turn out 150 gallons in ten hours. L. D. Rose, Two Harbors, Minn. 533

FOR SALE—DRUG STORE IN HUSTLING town of 500 people. Last year's sales, \$6,500. Rent, \$150, including living rooms. Invoices about \$1,500. Ill health reason for selling. Address No. 532, care Michigan Tradesman. 532

AGENTS—STOVE DEALERS, HANDLE Harbeg kerosene burner, placed in any stove; burns like gas range in summer; hotter than coal in winter; cheaper than either; no wicks. Harbeg Heat & Light Co., 354, Springfield, Mass. 531

WANTED—GOOD MAN AS CASHIER for savings bank just being organized. Exceptional offer. Must have \$20,000. Address C. E. Cole, Secretary, 210 E. Madison St., Chicago, Ill. 530

FOR SALE OR RENT—STRICTLY MOD-ern brick store building, fully equipped for business; location Redwood Falls, Minn. Good business town. Address T. E. Mulligan, 145 College avenue, St. Paul, Minn. 542

WE CAN SELL YOUR REAL ESTATE OR business wherever located. We incorporate and float stock companies. Write us. Horatio Gilbert & Co., Elliott Square, Buffalo. 545

FOR SALE IN MICHIGAN—DRUG STOCK and fixtures located in one of the best resort towns in Southwestern Michigan, inventorying over \$5,000. Owner has to sell on account of health. Address No. 544, care Michigan Tradesman. 544

FOR SALE—STOCK OF DRUGS; REASON- to close an estate; will sell store if party desires to purchase. Address The Farmers' Bank, Grass Lake, Mich. 543

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. 538

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 521

MISCELLANEOUS

WANTED—SEVERAL EXPERIENCED shoe polish salesmen; permanent position; correspondence confidential. Address The Chas. F. Ampt Co., Cincinnati, O. 537

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

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 type-writing 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

FERRY & WILSON MAKE EXCLUSIVE business of closing out or reducing stocks of merchandise in any part of the country. With our new ideas and methods we are making successful sales and at a profit. Every sale personally conducted. For terms and dates, address 1414 Wabash Ave., Chicago. 317



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H. Leonard & Sons, Grand Rapids, Mich.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

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