

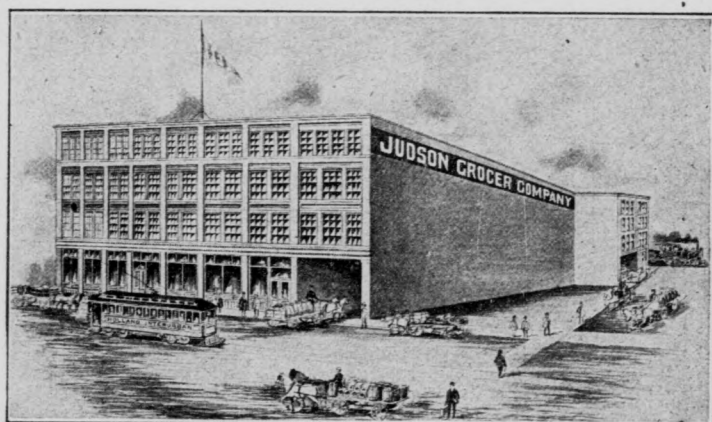
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Twentieth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 5, 1903.

Number 1037



EDWARD FRICK O. A. BALL
C. E. OLNEY WILLARD BARNHART
H. G. BARLOW H. T. STANTON
B. S. DAVENPORT PETER LANKESTER
WM. JUDSON

Judson Grocer Company
Grand Rapids, Mich.

HAVE YOU A GRASP ON THE DETAIL?

Loose Leaf Methods will put you in such close touch with your business that you will wonder how you ever got along in the old rut. May we send you a catalogue? We are manufacturers of loose leaf devices for every imaginable use. Let us talk it over with you.

Grand Rapids Lithographing Co.

Lithographers, Printers, Binders
8-16 Lyon Street,
Grand Rapids, Mich.

An investment should be made with a perfectly clear understanding of all its vital points—hence it is always best to consult those who can inform you thoroughly. Our offices convenient—Second Floor Trust Building.

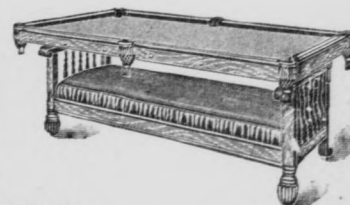
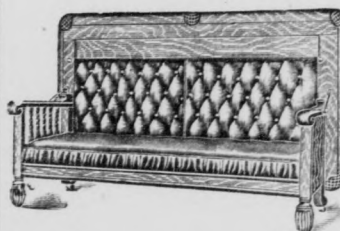
E. M. Deane Co., Limited

Municipal, Corporation and Railway Bonds
211-213-215 Michigan Trust Bldg., Grand Rapids.

References: Old National Bank,
Commercial-Savings Bank.

The Balke Manufacturing Company,
Sole Manufacturers of the

BALKE Combined Davenport, Pool and Billiard Tables.



FOR THE HOME.

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

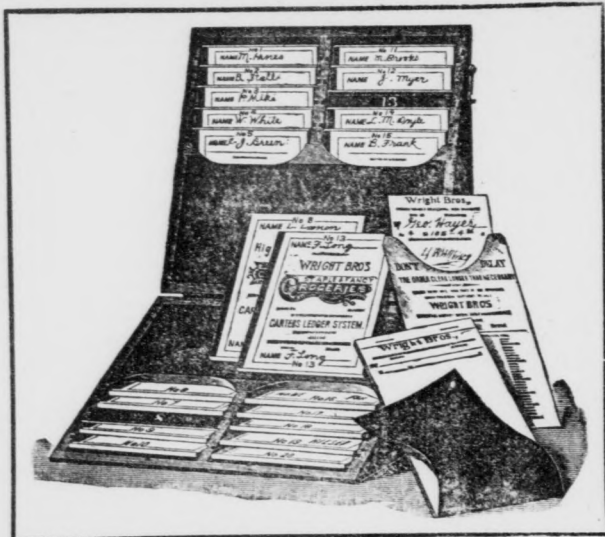
We have overcome all obstacles. We offer you a perfect and complete Pool or Billiard Table, with full equipment, at an extremely moderate cost, while at the same time giving you a magnificent full length couch, suitable for the best room in any house, and adapted to be used in a moderate sized room,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

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

The Balke Manufacturing Company, 1 W. Bridge Street

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.

BALLOU BASKETS ARE BEST



Don't Allow Your Competitor

to force you to

"Crawl Into Your Hole"

by handling a better line of baskets than yourself. Rather, buy

Ballou Baskets

and make the other fellow do it!

Why not have the Best Baskets as well as best brands of other goods? Ballou Baskets have points about them which make them neater, stronger and better sellers than others. Demand them of your jobber, and if he won't supply them send to us direct.

BALLOU BASKET WORKS, Belding, Mich.

Sunlight

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

Walsh-DeRoo Milling Co.
Holland, Michigan



Fruit
Flavor

Fruit
Flavor

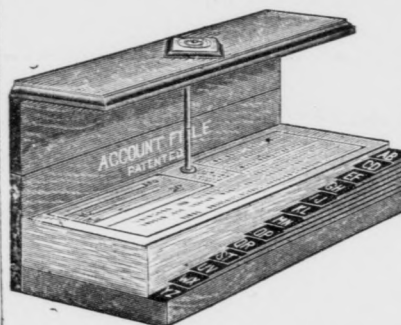
This Is the Popular Flake Food

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

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

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

Simple Account File



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

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

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This

saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer.



TRADESMAN COMPANY, Grand Rapids

MICHIGAN TRADESMAN

Twentieth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 5, 1903.

Number 1037

Commercial Credit Co.
CREDIT ADVICES
COLLECTIONS AND LITIGATION
WIDDICOMB BLDG. GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST WORTHLESS ACCOUNTS AND COLLECT ALL OTHERS.

WHY NOT BUY YOUR FALL LINE OF CLOTHING

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

The William Connor Co.

Wholesale Clothing
28-30 South Ionia Street
Grand Rapids, Mich.

Collection Department

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

Oil Brings \$4.50 Per Barrel

Greatest Oil Fields the world has ever known—our 28th Company—The Alaska Oil & Mines Development Company. We are offering the Founder Share Issue at 75¢ per share until August 15th. Orders for 500 and 1,000 shares filled in full; over this amount subject to allotment. Full information furnished upon application to

CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
1023 Michigan Trust Building,
Grand Rapids, Mich.

IF YOU HAVE MONEY

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

Martin V. Barker
Battle Creek, Michigan

We Buy and Sell
Total Issues
of
State, County, City, School District,
Street Railway and Gas

BONDS

Correspondence Solicited.

NOBLE, MOSS & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

IMPORTANT FEATURES.

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46. Special Price Current.

Exclusive Contracts With Armour Car Lines.

Local fruit dealers and fruit growers are considerably exercised over the action of the G. R. & L., Grand Trunk, Michigan Central and Lake Shore roads in making an exclusive contract with the Armour Car Lines to handle all fruit shipments which go in refrigerator cars beyond the line of any of the roads. The principal objection to the arrangement is the alleged exorbitant rates charged by the Armour crowd, amounting in some cases to six times the amount exacted under the old management. For instance, local shippers have been getting refrigerator cars into the Soo by using only three tons of ice at \$2.50 per ton. Armour's charge is \$45, the only difference being that Armour guarantees to hold the temperature of his cars uniform and practically insures the prompt delivery on the car in good condition. The Pere Marquette used the Armour cars last season and claims to have accorded its customers satisfactory service by the arrangement. The reason advanced by the other roads for entering into the arrangement is their lack of refrigerator cars and their inability to either purchase or lease a sufficient number of cars to meet their requirements. The managers of the local roads admit that some of the rates promulgated by the Armour people are practically prohibitive, and assert their intention of interceding for their customers and insisting on lower rates being made to nearby points, especially Upper Peninsular points, which are higher than the rates to cities hundreds of miles further away.

Local growers of fruit appear to think that the action of the railroads in creating a monopoly of this character will work to the detriment of Kent county by placing her products

at a disadvantage. This theory is not entertained by the railroads, which insist that the new method of handling fruit will tend to build up the business and cause it to expand to many times its present proportions.

Increased the Capital Stock

At a special meeting of the stockholders of the Wm. Connor Co., held at the office of the corporation last Wednesday, the capital stock was increased from \$25,000 to \$100,000, of which \$36,000 is preferred and \$64,000 is common. Most of the increase will be taken by the present stockholders, but a limited amount will be placed in the hands of the officers for sale and the books will be left open for this purpose until November. The preferred stock is non-assessable and redeemable in ten years and pays a commutative annual dividend of 6 per cent. A bonus of 50 per cent. in common stock is offered with each share of preferred.

The officers for the next year will be as follows:

President—William Connor.
First Vice-President—Joseph S. Hoffman.

Second Vice-President—William Alden Smith.

Secretary and Treasurer—M. C. Huggett.

Directors—Wm. Connor, Joseph S. Hoffman, William Alden Smith, M. C. Huggett, Chas. B. Kelsey and Edward B. Bell.

The Treasurer's report showed a handsome surplus after the payment of a 10 per cent. dividend on the first year's business.

The increased capital is required to enable the company to undertake the manufacture, as well as the jobbing, of clothing. The manufacturing department will be maintained elsewhere for the present, but will be ultimately located in this city.

The business of the corporation was established by Wm. Connor about twenty years ago and has shown a most remarkable growth since it was merged into a corporation, about a year ago.

Lake Odessa—H. R. Wagar, of Ionia, has sold all his stock in the Lake Odessa Savings Bank and severed his connection with the institution. Mr. Wagar was the founder of the bank fifteen years ago and has made a handsome profit on his investment. As there has been strong talk of a second bank starting, he thought best to sever all connection with this one and the new management believe that the bank will be better for the interest of the village, as it is now entirely controlled by Lake Odessa people.

Recent Business Changes Among Indiana Merchants.

Delphi—John W. Jakes has sold his grocery stock to Spivey & Scroggs.

Diamond—Fred Cole has bought the meat market of Chas. Patterson.

Elkhart—Jacob Buchte, engaged in the grocery business, has been succeeded by David Kegerries.

Lafayette—Frank Mennen has bought the grocery stock of E. K. Curtis.

Meron—J. W. Miles, dealer in implements, is succeeded by J. W. Dougherty.

Noblesville—L. W. Copeland, dealer in hardware, is in the hands of a trustee.

South Whitley—Green & Stroud succeed Marion Green in the grocery and meat business.

Spencer—Wm. May has sold his restaurant to Wm. Mannor.

Laketon—A receiver has been appointed for the Laketon Milling Co., flour mill and grain.

Walkerton—H. L. Foglesong has admitted Nelson D. Sellers and S. B. Place to partnership in his general store.

Correspondent Curtis.

William Eleroy Curtis, the Washington correspondent of the Chicago Record-Herald, will soon visit Grand Rapids on a tour of Michigan, after which he will start on a year's journey around the world for that journal. Curtis has one of the finest positions of any one in the calling. He can send his "stuff" either by mail or wire from any place at which he may happen to be, and he does not have to worry about getting what is termed "telegraphic stuff" that can not wait. Nearly all of last year he spent in Europe, and he wrote up the Balkan states in a manner that interested every one who came across his articles, on account of the rivalry between the big powers over those little countries. Before the National Geographic Society last winter he delivered a lecture which was a treat to all who heard it in Washington, and the society's magazine also printed it.

Plymouth—The merger of the Plymouth Savings Bank and the First National Bank of Plymouth, which has been hanging fire for several months, has been completed. Each bank has a capital of \$50,000, and the new institution will take the name of the Plymouth United Savings Bank and increase the capital to \$75,000. The President will be C. A. Fisher, Cashier of the First National.

A good many men have yet to learn that anything that improves the appearance of store, shop or factory is good advertising.

PUSHING FOR TRADE.

Getting Out of a Business All There Is In It.

A few earnest words for the many merchants who feel that they are "doing pretty well," and are accordingly apt to let well enough alone.

"Letting well enough alone," is a mighty good motto to forget once in a while.

No merchant will get his full share of the abounding prosperity this country now enjoys who does not hustle for it.

The storekeeper who wills to succeed in this day must be willing to live a strenuous life. By just so much as he falls short of the mark of "getting out of his business all there is in it," by just so much does he diminish his own chances for success.

There is one safe way to make sure that 1903 tops 1902, and that is to see that each month, each week and each day does its duty.

The weakest point in most store systems is the taking for granted that a profitable business can be done in July and August, January and February.

The store that thus accepts a considerable share of the year as hopelessly unprofitable saddles on itself a heavy handicap.

Effort always counts. To be sure, no amount of crowding will bring you a December business in July. But right effort now will bring you more than your usual share of trade at this time, and will insure that in September and October when fall business is on in earnest you will continue to draw trade from the stores that were idle while you hustled in July.

Practice makes perfect in this as in all other things. People like to trade with the man who always pushes. They like the busy store.

Making one's capital cover the widest possible variety of goods—that is where merchandising ability comes in—that is where the line draws itself between fair success and large success.

There is no special credit in selling twenty-five thousand a year with a stock of ten thousand. The hard thing is to sell fifty thousand a year with a ten thousand stock.

It can be done, but only when one works to the end of keeping every dollar on the turn all the time.

When, to save a trifle in cost or to indulge his vanity as a "big buyer," one buys ten dollars' worth of an article of which five dollars' worth is normal stock, he draws five dollars from the turning part of his capital.

By putting that second five dollars into something not now carried, he could have doubled his sales with no greater investment. Surplus stock on the shelf or in the storehouse can in no manner increase sales.

This is the true policy as we see it: Buy of each article the smallest possible lot that will enable you to take care of your trade. As fast as money comes in, reinvest it either in new lines or in new goods in old lines, so that no share of your capi-

tal lies idle on the shelf.

The minute you permit investment to grow faster than your sales your capital begins to earn less per dollar than it did before and your stock to gather barnacles in the shape of slow-selling goods that shrink in value the longer you hold them.

One of the commonest forms of waste is to put all of one's efforts on pushing up sales, forgetting it is possible to do a big business and make little "net."

A really sound business can not sell everything on close margins. Unless you make a profit somewhere no amount of volume will compensate.

You know, or ought to know, what it costs you to do business. When for any reason you sell one item below a proper margin it is a good plan to price something else above the usual rate to make "good."

Be first in the town to put new things on sale. Such goods, while they are new, always stand a profit.

Beware of letting your line consist too largely of "staples." Such goods are always sold close. When you advertise cut prices on them your competitors are apt to follow suit and profits are gouged for all.

Every retail store thrives best when it has a few profitable "side lines" that require small investment and in which one can offer attractive "leaders" without inviting mutually hurtful competition.

Greed for overmuch profit will kill any business. Better sell too cheap than too dear. But why go to either extreme?

Money tied up in non-sellers is the bane of more retail stocks than all other causes put together. An article is worth not what it costs you, but what you can get for it. Goods that will not sell earn you nothing and shrink in value each added day they remain on the shelf.

When you realize you are "stuck" on something try to move it by gentle methods, such as putting it to the front in the store and in the advertising. If it does not move then, cut the price to cost. If it still lags, keep on chopping until it does move.

One dollar that turns over and over earns you more than six dollars locked up in non-selling goods.

If it goes hard to sacrifice on goods that you think are worth their cost and more, remind yourself how many goods there are into which you could put that money where it would turn and pay you a profit at each turn.

Every one knows that the more times one turns his stock the greater will be both sales and profit. But lots of men look simply at the "altogether." If the entire stock turns four or six times they are satisfied. They forget that in a mixed stock two or three lively lines may do the bulk of the business of the turning and that others may fall far short of their just share.

Best possible results can be gotten only when each line or sub-line is forced to turn the largest possible number of times. It is not fair to average notions which turn eight

times with dress goods that turn but twice. The thing to do is to put more pressure on dress goods and see if that stock can not be turned two and one-half or three times.

While a business in general continues fairly profitable it is possible for certain departments to grow weaker and weaker so that when the tight time comes, as it does in all businesses, they may drag the vessel down.

Be sure that each line in your stock is in healthy condition as to investment as well as to profits, and the total will take care of itself.

General pushing is good. Particular pushing is better. A vigorous impulse given to each department will give vastly more forward motion than the same effort put forth indiscriminately.

If a department is not making money do something to freshen it up. Show goods in the window, advertise it, prune the prices. If after giving it a thorough trial it fails to respond, throw it out and put the money into something else that will pay dividends.

There is no hard and fast rule showing the amount a retailer should spend in advertising. Some good merchants spend 5 per cent., others but 2 per cent.

There is some one ration that is best for your business. Your policy is to determine that ratio and then stick to it. To spend more is a waste of money. To spend less is to cramp your sales.

How often do you change your advertisements? The best advertisements ever written get stale in a mighty short time. Freshness is the breath of life in good advertising. A new showing every issue is the best plan. The nearer you can come to that the better.

Does a circular go in every package that leaves your store? Little thing that, but more men fall short of success by neglect of little things than by neglect of big ones.

The good will of your customers is your best asset. Do you make it yield the largest possible returns by selling all the lines you have money and space to handle?

The store that sells a single line suffers a grievous waste. People who are in the habit of going to that store to buy dry goods or groceries would certainly be disposed to give it the preference in other lines.

Rent and clerk hire and running expenses are more or less a fixed quantity. You can not reduce them below a certain point even when you have but a single line. Each added line will increase the dollars-expense a little but the ratio diminishes all the time. For comparatively little increase in investment or expense you can add other goods that will materially swell your sales and profits.

So long as a merchant has or can make spare capital and spare room we do not think he is getting out of his business all there is in it unless he adds new lines just as fast as he gets a chance.

We have little patience with the plaint "no room" when offered as an excuse for not adding needed lines.

There may be six retail stores in America in which the space is so well utilized that not even one more line could be squeezed in. We doubt that your store is of the six. The chances are some thousands to one against it.

Forget for the nonce that the store is yours. Put on your hat, walk around the block and go in as a stranger would. See whether some goods are not in the front that are due to be retired. Scan the space over the shelving. Look under counters and behind them. See if there are not many items on the shelves that could be "doubled up." Possibly there is no center counter at all, and if there is as like as not it is a plain table with no decks above and the space underneath going to waste.

Lots of retail merchants saddle themselves with increased rental when a little economy with their space would have enabled them to do quite as much business in their old quarters as they are now doing in their new ones.

Loss of discount by letting the payment of a bill go until it is due is rank waste.

For example, our terms are 1 per cent. twenty days, net forty days. The man who takes forty days pays 1 per cent. for use of the money twenty days, or at the rate of 18 per cent. per year.

Most jobbers give a larger discount for cash than do we—some as much as 6 per cent. sixty days. It is almost a crime to lose a luscious discount like that, yet it is often done by merchants of good standing.

Discount your bills even if you must borrow money from your bank.

Doubtless you think you own your goods at the bottom. Do you know it?

All merchants fancy they buy right. You know some of them who are mistaken. Possibly you yourself, even while chuckling over your prowess as a buyer, are really paying more than some of your competitors.

Are you in the habit of getting down to the root of the matter by comparing prices of different sellers before buying and comparing goods when in doubt? Do you weigh responsible quotations made by catalogues as carefully as those named by salesmen?

We think the worst buyer in the world is he who takes it for granted that prices are right because the salesman tells him so, or that some other seller's goods are of poor grade on the same authority.

Can you turn down your best friend when he asks you one mill on the dollar too much?—Butler Bros. Circular.

In writing advertisements do not presume that the public know this or that about the article advertised. It would be a great deal better to go on the theory that the people generally know nothing about the article you advertise.

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

Absolutely Pure.

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

THERE IS NO SUBSTITUTE

Around the State

Movements of Merchants.

Ironwood—The Ironwood Hardware Co. has made an assignment.

Evart—E. J. Cox has purchased the confectionery stock of J. F. Gardner.

Eaton Rapids—E. F. Knapp has sold his hardware and grocery stock to Spears & Scofield.

Traverse City—H. S. Knapp has purchased the cigar and confectionery stock of Fred L. Smith.

Eaton Rapids—Strong & Mix succeed W. Vaughan & Son in the grain, wool, hide and fur business.

Marlette—C. O. Blinn has purchased the interest of his partner in the hardware business of Hunter & Blinn.

Imlay City—J. H. Hallock has purchased the G. W. Cray grocery stock, recently sold to Jos. A. Leavens.

Reed City—Geo. V. McConnell has purchased the interest of F. J. Pierce in the furniture stock of McConnell & Pierce.

Clare—John Kirkpatrick has purchased the grocery stock of H. W. Pierce and will continue the business at the same location.

Rogers City—Julius E. Gumm, who conducts a general store here and at Onaway, has sold his stock at this place to Henry and Fred Platz.

Battle Creek—Sidney Erwin will shortly engage in the drug business in a building he and W. A. Cody are erecting on South Jefferson avenue.

Lansing—Mrs. Frank Kneeland has purchased the millinery stock conducted under the style of Avery & Kneeland at 227 Washington avenue.

Addison—Eugene C. Rogers has purchased a third interest in the hardware stock of Kline & Dean. The new style will be Kline, Dean & Rogers.

Buchanan—Bainton Bros. have purchased the grocery stock of Treat Bros. and will continue the business under the style of the Buchanan Cash Grocery.

Howard City—W. H. Lovely is negotiating for the rental of 100 refrigerator cars in which to move the potatoes he expects to handle the coming season.

Paw Paw—Pugsley & Shepard are erecting a new building, 38x90 feet in dimensions, two stories and basement, which they will occupy with their hardware stock.

Clarksville—E. E. Church, Lewis Todd and R. H. Goodfellow have formed a co-partnership to engage in the agricultural implement business under the style of E. E. Church & Co.

Hastings—W. A. Hams has sold his store building to Bessemer & Andrews, who will occupy same as a meat market. W. A. Hams & Co. will close out their grocery stock and retire from trade.

Owosso—Conrad Stephan, who has been engaged in the cigar store of August Stephan for several years, will engage in business for himself, opening a cigar factory at St. Johns about September 1.

Warren—Smith & Hough, of Royal Oak, have purchased the hardware and implement stock of C. E. Osborn & Co. and have leased the store building. They will also add a line of drugs. O. M. Brooks, of Utica, will have charge of the store.

Bad Axe—The Bad Axe Grain Co. has been organized at this place. It has a capital stock of \$20,000 which is held by John E. Wallace, 800 shares; Frederick Kinde, 400 shares; Wm. E. Wallace, 250 shares; Wm. J. Orr, 250 shares, and John H. Fahner, 50 shares.

Kalamazoo—Pelletreau, Cornell & Co., is the style of a new corporation organized to engage in the purchase, sale and placing of stocks and bonds. The authorized capital stock is \$50,000 and is held as follows: Arthur M. Pelletreau, 2,200 shares; Oscar D. Cornell, 280 shares and Thomas W. Hawkins, 20 shares.

Saginaw—Paul Krause, for nineteen years with the clothing establishment of P. Bauer & Son, has engaged in the clothing business at 404 Court street under the style of the Paul Krause Clothing Co. The store is now occupied by the hardware stock of Henry Biesterfeld, who will remove to 110 South Hamilton street.

Ludington—C. E. Cartier, J. E. McCourt and J. M. Magmer have purchased the stock of the J. S. Stearns department store. The deal includes a transfer of all the holdings of the Stearns Mercantile Co. valued at \$50,000. The new company has been capitalized with a capital stock of \$25,000 and the style is the M. C. M. Co., Limited.

Ishpeming—Kahn & Skud, dealers in clothing, dry goods, furnishings and boots and shoes, have dissolved partnership. M. A. Kahn retains his interest in the men's clothing department and the other departments will be conducted by N. E. Skud. The deal will not in any way affect the stores at Wakefield and Bessemer, which will be continued under the style of Kahn & Skud.

Ishpeming—George G. Cazier, of Iron Mountain, has assumed the management of the house furnishing store of the John G. Gately Co., succeeding Joseph Brandenburg, who has taken the position of manager of the Excelsior Clay Works at Brazil, Ind. Mr. Cazier is a man of long experience in mercantile work, having been Gately's representative at Iron Mountain for the past twelve years. His family will move here as soon as he can find a suitable dwelling. M. D. Parmenter will take Mr. Cazier's place at Iron Mountain.

Manufacturing Matters.

Petoskey—The W. W. Rice Leather Co. has increased its capital stock from \$250,000 to \$350,000.

Evart—H. E. Glossenger & Son, of Cadillac, have established a factory for the manufacture of cigars and have begun operations.

Otsego—The Otsego Brick Co. has been organized with an authorized capital stock of \$40,000. The stockholders are Delbert C. Morris, 3,790 shares; R. S. Kooistra, 200 shares, and B. J. Quick, 10 shares.

Detroit—The Michigan Automobile & Carriage Body Co., has been recently organized with a capital stock of \$10,000. The purpose of the company is to carry on the manufacture of automobile and carriage bodies.

Caseville—The Caseville Creamery Association is a new enterprise established at this place. It is capitalized at \$5,150. The stock is held by James Curran, 17½ shares; Wm. Gwinn, 17 shares and Geo. Henry, 17 shares.

Fenton—The Logan Portland Cement Co. has been organized to engage in the manufacture of Portland cement. The stockholders are James H. Logan, 43,000 shares; Esther A. Hollenbeck, 33,000 shares and Wesley A. Phelps, 33,000 shares.

Owosso—D. R. Salisbury has made another addition to his glove and legging factory in the shape of twelve new sewing machines for making leggings and putting the Triplex and leather top on heavy rubbers. These goods are used by hunters and lumbermen.

Kalamazoo—The French Garment Co. has merged its business into a stock company with a capital stock of \$60,000. The shareholders are Walter F. Wonnerly, 1,000 shares; Fred V. Wicks, 1,000 shares; Wm. R. Bee, 500 shares, and Edwin C. Dayton, 500 shares.

Battle Creek—The Battle Creek Refrigerator Co. has been formed to engage in the manufacture of refrigerators, ice boxes and refrigerator cars. The stockholders are John

Tait, 200 shares; D. L. Merrill, 330 shares; Frank H. Latta, 10 shares; G. C. Perkins, 10 shares and F. M. Mulvaney 10 shares. The capital stock is \$250,000.

Hillsdale—The Scowden & Blanchard Co. has increased its capital stock from \$50,000 to \$100,000. The company has been adding quite extensively to its equipment and facilities and will enter upon an aggressive campaign. The officers are F. M. Stewart, President; W. H. Sawyer, Vice-President; J. W. Marvin, Secretary and J. Scowden, Treasurer and general manager.

Detroit—The Thomas Forman Co., Limited, has merged its business—manufacturer of maple and oak flooring—into a corporation under the style of the Thomas Forman Company. The new company has \$170,000 capital, of which \$50,000 is preferred and \$120,000 is common. The holders of common stock are as follows: Thos. Forman, 1,000 shares; Louis C. Hankey, 150 shares and Custer Ramsby, 50 shares.

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.

Vege-Meato Sells

People

Like It

Want It

Buy It

The selling qualities of a food preparation is what interests the dealer. If a food sells it pays to handle it.

You can order a supply of Vege-Meato and rest assured that it will be sold promptly at a good profit. Send for samples and introductory prices.

The M. B. Martin Co., Ltd.

Grand Rapids, Mich.

Grand Rapids Gossip

The Produce Market.

Apples—The crop promises to be the largest Western Michigan has had for years. Astrachans command \$2 per bbl.; Early Harvest fetch \$2.25 per bbl.; Duchess command \$2.50 per bbl.

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

Beeswax—Dealers pay 25c for prime yellow stock.

Beets—20c per doz.

Blackberries—\$1.25 per 16 qt. crate.

Butter—Creamery has sustained a further decline, in consequence of which local dealers have reduced their selling prices to 19c for choice and 20c for fancy. Receipts of dairy grades are very heavy and the quality is rather above the average. Local handlers quote 12@13c for packing stock, 13@14c for choice and 15@16c for fancy.

Cabbage—40@50c per doz.

Carrots—10c per doz.

Celery—18c per bunch.

Cauliflower—\$1 per doz.

Cucumbers—15c per doz.

Eggs—Receipts are liberal, but the proportion of poor eggs is rather large, ranging from one to two dozen to the case. The demand, especially from the resort region, is heavy, local dealers finding no difficulty in obtaining 13@14c for case count and 15@16c for candled.

Egg Plant—\$1.20 per doz.

Figs—9c per 10 lb. box of California.

Grapes—The outlook continues good for a large crop in all portions of the grape growing region of Western Michigan.

Green Corn—12c per doz.

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

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

Honey—The crop is the largest it has been for years and the quality is generally fine. In consequence of the increased yield the price will probably range about 2c below the parity of previous years. Local dealers hold dark at 9@10c and white clover at 11@12c.

Lemons—Californias, \$4.25; Messinas, \$4.75; Verdillias, \$5@5.25.

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

Mint—50c per doz. bunches.

Muskmelons—Rockyford from Indiana, \$2 per crate. Gems from Indiana and Illinois, 60c per basket.

Onions—Louisianas in 65lb. sacks, \$1.50. Californias in 90 lb. sacks, \$1.75; Kentucky, \$2.50 per bbl.

Oranges—California late Valencias, \$4@4.50; Mediterranean Sweets, \$3.50@3.75.

Parsley—25c per doz. bunches.

Peaches—Early Rivers, 75c per bu.; Hale's Early, 75@85c; Yellow Triumphs, \$1 per bu.

Pears—\$1.25 per bu. for common early varieties.

Pieplant—\$1 per 50 lb. box.

Pineapples—Late Floridas in 16, 18 and 20 sizes command \$4.25 per case.

Plums—Abundance, \$1.50 per bu.; Mariana, 80c per crate.

Potatoes—50c per bu. for home grown.

Poultry—Spring chickens are strong, on account of scarcity. Other fowls are in good demand. Local dealers pay as follows for live fowls: Spring broilers, 13@14c; yearling chickens, 8@9c; old fowls, 7@8c; white spring ducks, 9@10c; old turkeys, 9@11c; nester squabs, \$1.50@2 per doz.; pigeons, 50c per doz.

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

Summer Squash—50c per ½ bu. basket.

Tomatoes—Home grown in ½ bu. baskets fetch \$1. The price will gradually recede from now on.

Turnips—15c per doz.

Watermelons—20@25c for Georgia, about 22 lbs. average.

Wax Beans—60@75c per bu.

Whortleberries—\$2@2.25 per bu.

Hides, Pelts, Tallow and Wool.

The packer market is dull and unsettled, with light trading. Countries are also lifeless, while dealers have gone fishing. The market is lower, with few offers, light demand and small sales. Receipts are also small.

Shearlings are in good demand at good values for tanning, while lambs and long wooled skins suitable for pulling bring a much higher value, with light offerings.

Tallow has had a better demand and sales are on an export basis. The supply is large, but the bottom apparently has been reached. Grades for soapers and pressing are neglected except at low values.

Wools do not change materially. Little moves from the State and holdings are above Eastern views. No change is looked for in the near future and values are held well up and strong on a short supply.

Wm. T. Hess.

Ingenious chemists have discovered an economical method of turning the stumpage of the fir forests of Washington to profitable commercial account. After the lumberman got through with his operations in these forests the stumps remained to cumber the land and make it unavailable for agricultural use. The process of decay is too slow and the work of clearing by artificial means has been too costly to undertake, so the land has hitherto been allowed to lie idle as so much waste after its abandonment by the logger. But an Eastern chemist has now found that from each cord of wood contained in these fir stumps from \$40 to \$50 worth of pitch, turpentine, creosote, tar oil and common tar can be extracted, which warrants the clearing of the land and the extraction of these materials. One company is actually engaged in the business on Lummi Island, and it is said to be making money and another company has been organized and a site secured for the establishment of a similar plant on Bellingham Bay.

Appropriate as much money as you can afford for advertising and spend it judiciously in the best mediums.

The Grocery Market.

Tea—New teas are coming in now, notably Formosas and Japans. Mostly the best grades are now arriving and they are being taken at full prices. There is a belief that if any decline comes in tea it will not come until winter, and may not then if the sales during late summer and fall prove large.

Coffee—The jobbers of spot stocks are still complaining of the apathy of the trade. They say it is almost impossible to move goods. What trading there is seems to be of a strictly hand-to-mouth character. There is little to induce buyers to take hold. While prices are low the trade does not seem to fear any advance soon. Consumptive demand continues normal and will probably increase within the next thirty days as the harvest call for groceries is felt.

Sugar—Raws are fairly steady, but some sales have been made during the week at a slight decline. The refiners need raw sugar for the balance of the season and are trying hard to depress the market. The demand for refined sugar is only fair.

Syrup and Molasses—Molasses and syrups are quiet. New Orleans advices say that the stocks in hand are rapidly diminishing, but the good crop prospects serve to offset in a measure the hardening tendency of the market. Glucose products have stiffened a little on the increased call for the basic material. Pail syrups furnish a large share of the trade at this season.

Canned Goods—The demand for tomatoes has kept up this year much later than usual. Future tomatoes are nominally unchanged, but the early pack can be bought in Baltimore for somewhat less money than the regular country pack for later shipment. The quality, however, is, as usual with early-packed goods, uncertain. Stocks of corn are closely cleaned up, and the new pack will come on a barer market than for years. Nothing is doing in futures, owing to the difficulty of getting quotations, except at prohibitive prices. Nothing new has developed in the peach situation. The trade are taking very little interest. There can no longer be any doubt that the pack will be small. Peas are rather quiet. A few of the late pack are moving. New York packers are not yet through, and are unwilling to sell more than contracted for.

Dried Fruits—Prunes are moving in a fair way. The demand is mostly for 25-pound boxes, sizes 40 to 60. Prices are unchanged. Spot stocks are liable to be cleaned up before new come in; as a matter of fact, any old prunes that come in now would have to be sold at higher prices than those ruling on spot by ¾@½c. Prices on new prunes have been generally named, but at too high a figure to interest buyers. Peaches are quiet at unchanged prices. No prices on future peaches have as yet been named. Currants are in the usual summer demand.

Peanuts—Owing to the cleaning up of the spot stocks in the South

peanut prices have advanced. The jobbers have not raised the selling price yet, but such a move is apt to take place any day as the market is decidedly stronger.

Bananas—The United Fruit Company is making the interior points pay for whatever cutting there is done in New York as a result of the competition of the independents and good stock is still hard to secure and high. Demand is good for the season.

Outing of Bay City Grocers and Butchers.

Bay City, Aug. 4—The grocers and butchers of the Bay Cities have decided to go to Port Huron for their annual summer outing and have selected Thursday, August 27, as the day. The people of the Tunnel City have promised them and their guests the freedom of the city and that all will have a delightful time goes without saying. There will be three trains, leaving the Pere Marquette depot at 6 a. m., 6:30 a. m., and 7 a. m. Returning the excursionists will leave Port Huron at 5:30 p. m., 6:30 p. m. and 7:30 p. m. The Thirty-Third regiment band will accompany the excursionists. The following committees have been appointed for the occasion:

Chairman—Geo. Gougeon.

Music—M. L. DeBats, James Conley, Jos. Primeau, John Staudacher, Jacob Boes.

Printing—M. L. DeBats, Ed. West, Ed. Funnell, P. L. Wirth.

Transportation—Ed. Meisel, Wm. McKittrich, Fred Hertz, Wm. E. Tappert.

Entertainment—Otto Worth, Geo. Fuller, Frank Tucker, Tom Jewell.

The Boys Behind the Counter.

Marshall—Thomas Sinnig will succeed T. J. Smith as chief clerk in the grocery department at S. E. Cronin's.

Boyne Falls—Chas. Finnan is assisting E. L. Sargent in the drug store.

Hillsdale—Robt. Tyler, who recently went to Albion to work in a hardware store, has taken a position with the Fletcher Hardware Co., of Detroit.

The annual picnics of the retail grocers and meat dealers of Grand Rapids—the former at Grand Haven and the latter at Reed's Lake—were fully up to the high water mark established on previous occasions.

Marshall—Grove Green has purchased the drug stock belonging to his late father, Geo. H. Green, and will continue the business at the same location.

C. N. Woodworth has purchased the drug stock of the Eaton Drug Co. at 565 Cherry street.

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

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

Official Programme for the Muskegon Picnic.

Muskegon, Aug. 3—There have been a number of changes in the arrangements for the business men's picnic that will be held at Lake Michigan Park Thursday, August 6. Two features have been cancelled and in their stead stronger attractions have been booked.

The press of the city and the surrounding country have been invited. The local reporters and press correspondents will be the guests of the Executive Committee and invitations have been sent to the editors of the following outside papers: Michigan Tradesman, Fremont News-Indicator, Whitehall Forum, Coopersville Observer, Nawaygo Republican, Grand Haven Tribune, Shelby Herald, Hart Journal, Pentwater News, Grand Haven Courier Journal.

Secretary August Riedel has received a telegram announcing the shipment of two carloads of melons from Alabama for the picnic.

The postoffice will close part of the day on the day of the picnic.

The invitations being issued bear these two striking quotations:

"This day I will let the race for commercial gain sweep by, while I pause and enjoy this wealth of greater riches that God has given me, out in the green woods, under the bright sky, and beside the blue waters."

"When the manufacturer, at the merchant's invitation, stops his busy engines, and stops his revolving wheels and joins with the merchant in his day of recreation, then this effect on the community is much more profound than on the ordinary holiday."

The number of souvenirs to be distributed will be 50,000. Everything will be emphatically free—watermelons, celery, coffee, souvenirs, vaudeville, etc. The official programme is as follows:

9 a. m.—Trolley concert, Muskegon City Band.

10 a. m.—Punch and Judy show all day at park.

10 a. m.—Dancing at both pavilions all day and evening.

10:30 a. m.—All-day concert, Muskegon City Band.

10 a. m. to 4 p. m.—Free guessing contest.

11:20 a. m.—Free distribution of watermelons.

11:30 a. m.—Free distribution of celery.

11:40 a. m.—Free distribution of coffee.

11:40 a. m. to 1:30 p. m.—Picnic dinner.

1:30 p. m.—Reno, king of the high wire.

2 to 8 p. m.—Music by Arion Male Quartet at upper pavilion.

2 to 10 p. m.—Music by Wolverine Mandolin Club.

2 to 6 p. m.—Continuous vaudeville.

3 p. m.—Drill by U. S. life-saving crew.

4:15 p. m.—Free distribution of souvenirs.

5:30 p. m.—Reno, king of the wire.

6 p. m.—Boys' tight rope walk over water.

6 to 7:30 p. m.—Picnic supper.
8 p. m.—Fireworks and high wire performing by Reno, and searchlight effect.

The continuous vaudeville will include Kinzo, the Japanese juggler, Mobile Colored Four, Professor La Jeunesse and Grunt, and the Wolverine Mandolin Club.

Programme Arranged for the Hardware Convention.

The officers of the Michigan Retail Hardware Dealers' Association have prepared the following programme for the ninth annual convention, which will be held at the Hotel Cadillac, Detroit, Aug. 12 and 13:

Wednesday Morning.

Meeting called to order by President—T. Frank Ireland.

Roll call by Secretary.

Appointment of Committees on Credentials, Constitution and By-Laws, Question Box, Nominations.

Reading of minutes.

Reception of communications.

Payment of dues and receiving of new members.

Wednesday Afternoon.

Address of welcome—Mayor Wm. C. Maybury.

Report of Committee on Credentials.

Annual address of the President.

Annual report of Treasurer.

Annual report of Secretary.

Paper—"Competition and Margins"—Fred J. Cook, Fowlerville.

Discussion of same.

Address—W. P. Bogardus, President National Retail Hardware Dealers' Association.

Thursday Morning.

Paper—"The People From Whom We Buy"—Wm. W. Wixson, Minden City.

Remarks by members on above paper.

Paper—"Looking Both Ways"—Henry C. Weber, Detroit.

Reminiscences by members.

Address—"Local Organization"—C. M. Alden, Grand Rapids.

Suggestions by members from organized cities.

Thursday Afternoon.

Reports of Committees on Resolutions and Constitution and By-Laws.

Consideration of committee reports.

Address—Louis C. Wurzer, Detroit.

Unfinished business.

New business.

Miscellaneous business.

Election of officers.

Short talks from everybody.

Adjournment.

Olivet College Olivet Michigan

WILLARD G. SPERRY, D. D., President

A progressive Christian Institution of the Liberal Arts; also Music, Preparatory and Art Schools, a splendid library; well equipped science laboratories; dormitory for young women; courses largely elective; state teacher's certificate to graduates with Pedagogy; expenses moderate. For catalogue and information address ALBERT L. LEE, Sec-Treas.

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.
Grand Rapids, Mich.

A Thrifty Cracker Business

Like a thrifty plant, must be watched and nurtured.

No plant will thrive or live without attention and nourishment, and no cracker business will do likewise unless quality is made a permanent and prominent factor of business policy. Our Standard D Crackers have revived many a drooping cracker business. They provide all the essentials to success. It will be to your interest to ask us about them.

E. J. Kruce & Co.

Manufacturers of

**Standard D Crackers
and Package Sweet Goods**

Detroit, Mich.



Terpeneless Lemon

Mexican Vanilla

and Assorted Flavors

State in your order Jennings' D. C. Extracts.

See price current.

**Jennings Flavoring
Extract Co.,**

Manufacturers

Grand Rapids, Mich.



The word "Quaker" is synonymous with purity. That's what our Quaker brand of high grade Mocha and Java Coffee is guaranteed to be. It pleases the palate, exhilarates the spirit and nourishes the body. All first-class grocers carry it in stock or will order it of the

WORDEN GROCER COMPANY

Grand Rapids, Mich.

MODEL STORE.

Opening of Frank Smith's New Emporium at Leroy.

Frank Smith, of Leroy, celebrated the opening of his new store last Friday in a unique manner. Invitations were sent out to all his friends in the surrounding country, asking them to partake of the hospitality of himself and his good wife for that day; and from the way the people flocked to pay their respects to their host and hostess, everyone evidently accepted the invitation. They began to arrive on wagons, trains and on foot and they kept coming until long after dark.

Frank was on hand with his smiling face to greet them and all had a kind word for the man who was to give them a good time for the entire day. Frank had ordered good weather and he got it. Dinner was served from 11 to 2 and supper from 5 to 8 to all who wished to partake of them. Nearly 500 people felt better after coming out of the warehouse where the meals were served. Lemonade was on tap all day long and many a farmer boy and his best girl quenched that long thirst which everyone has when good lemonade is free.

Harrington's orchestra, of Cadillac, played selections in the store during the afternoon and, while the aforesaid boy and his best girl were wishing for evening to come so as to trip the light fantastic, the ever-on-hand little boy was enchanted with the fellow that could play the snare drum with his hands and the bass drum and cimbals with his feet.

The farmer and his girl were not the only ones on hand. There were the old gent and lady with the family who came in to see the store, get two square meals, drink lemonade and tell Frank what a good fellow he was. Then came the always-welcome traveling man, among those present being Geo. J. Heinzelman (Rindge, Kalmbach, Logie & Co., Ltd.) and his handsome wife; Hub Baker (Clark-Jewell-Wells Co.) and Mrs. Baker; Louis J. Koster (Edson, Moore & Co.); A. S. Doak (Worden Grocer Co.); E. C. Fox (J. R. & W. S. Esselstyn); Captain E. Roberts (Swift & Co.); W. L. Chapman (Wm. Barie Dry Goods Co.) and N. B. Hickey (Baldwin, McGraw & Co.). Telegrams of congratulations were received from many of the boys and houses that Mr. Smith does business with, Edson, Moore & Co. and Rindge, Kalmbach, Logie & Co., Ltd., each sending large boxes of carnations and American beauty roses.

After supper everyone adjourned to the Odd Fellows hall, where dancing was indulged in until the early hours of the morning. Hub Baker proved himself to be the dancer par excellence of the party, leading off in the first set and showing the young bloods from that section what it was to get gay once in a while.

"Candy Fox" played him a good second, but when size, good looks and quick movements are considered, Hub was it.

Lewey Koster was the Beau Brummel of the occasion. Dressed in the faultless manner which appears to be his most distinguishing characteristic—next to having a big heart, always in the right place—he naturally attracted much attention and if his wife had been there, she would hardly have had the heart to claim his hand for a dance, so greatly was he in demand by the red-cheeked, bright-eyed girls who thronged around him all the evening.

A. S. Doak insisted on being a wall flower, but he played his part so well and proved to be such a capital entertainer that for a time it looked as though he would attract a larger crowd than his friend Koster. Doak's auditors were mostly people of mature age, who were attracted by his sallies of wit and repartee, while Koster's adherents were young ladies with fluffy hair and white dresses.

Everyone went home (after the band did) and voted Frank a good fellow for giving them the time of their lives.

It was really a Smith day.

The store is 50x80 feet, built of brick and plate glass, contains glass counter cases for dry goods and notions, large tables for clothing, new prescription case, up-to-date shoe shelving, cash carriers and a circular counter and shelving for groceries, so arranged that the upper part of the circular shelving is used for the cashier. A toilet room for ladies and children is also attended to, besides a private office for the proprietor.

The store itself is one of the finest in Northern Michigan, and is not only a credit to Leroy, but also to the man who, after years of hard work, has finally accomplished the desire of every merchant—a large, well-lighted store room in which it is a pleasure to do business.

Philanthropy is not found in advertisements. If one offers something for nothing in an advertisement it is a foregone fact that other persons than the advertiser will foot the bill of generosity.

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.

CAN RUBBERS

SCHAEFER'S HANDY BOX

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

MOORE & WYKES

Merchandise Brokers

GRAND RAPIDS, MICHIGAN

Write us for sample.

THE OLDS MOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra

More Oldsmobiles are being made and sold every day than any other two makes of autos in the world. More Oldsmobiles are owned in Grand Rapids than any other two makes of autos—steam or gasoline. One Oldsmobile sold in Grand Rapids last year has a record of over 8,000 miles traveled at less than \$20 expense for repairs. If you have not read the Oldsmobile catalogue we shall be glad to send you one.

We also handle the Winton gasoline touring car, the Knox waterless gasoline car and a large line of Waverly electric vehicles. We also have a few good bargains in secondhand steam and gasoline machines. We want a few more good agents, and if you think of buying an automobile, or know of any one who is talking of buying, we will be glad to hear from you.

ADAMS & HART

12 West Bridge Street, Grand Rapids, Mich.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

Automobiles

Price \$500

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

Sherwood Hall Co.,

(Limited)

Grand Rapids, Mich.

Gas or Gasoline Mantles at 50c on the Dollar

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



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 CREAM FLAKES

VOIGT CEREAL FOOD CO., LTD.

Grand Rapids Mich.

WOULDN'T THAT JAR YOU?

A QUART MASON FRUIT JAR FILLED WITH THE

FINEST 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."



Devoted to the Best Interests of Business Men

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Grand Rapids

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Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice

E. A. STOWE, EDITOR.

WEDNESDAY - - - AUGUST 5, 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 22, 1903, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.

Sworn and subscribed before me, a notary public in and for said county, this twenty-fifth day of July, 1903.

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

A DOLLAR OF DANGER.

A great deal of needless anxiety is manifested from time to time in regard to the college student. Like the poor, he is always with us, but unlike the poor, he is very liable to take the reins into his own hands and, a law unto himself, not only rushes in where angels fear to tread, but makes himself at home there and calmly announces that he has come to stay. Just now the anxiety that is torturing the public, or a part of the public mind is one of finance. He spends too much at college or he spends too little. If he spends \$150 a year he is not a credit to himself or anybody else; if more than \$1,200, every dollar above that sum is a dollar of danger and that is all there is about it.

It is first submitted that the young man in college differs in no way from his brother out of college. In matters of finance the whole question swings wholly upon the man. The hundred and fifty dollar student, if he is that sort of a man, will reveal the spirit that is in him, be his income that or more, while his prodigal brother, with his college course fairly paved with no end of dollars of danger, passes safely the college Scylla and Charybdis after peppering those classical sea monsters into silence and driving them back beaten into their "resounding caves." It is not a question of dollars and cents, but it is a question whether with money or without it a man can go to college for the good there is in it, get what he goes after and come out the man of culture that American society has a right to expect from the college graduate.

In 1897 a teacher in the Middle West urged a quick-witted boy in

whom he saw splendid possibilities to widen his world by a course at the university. With the wit was born greed and the son of a well-to-do father entered the university determined to "get through" at the lowest possible figure. He did. Four years he struggled and with a liberal allowance, with tuition free, his diploma at the end of the four years stood for scholarship, for waiting on the table, for a poor room, poor food, poor apparel, for lack of companionship and for every other good thing outside of the class room which to the student means and stands for so much. At the end of his course he married a human heifer because she was the daughter of a \$15,000 father and he is to-day a well-to-do sheep-raiser. There are dollars of danger on both sides of the line of good living.

Here is another and, let us be thankful, a commoner instance in these United States. Poverty blessed the boy at his birth. It kept him hungry. It clothed him in rags. It gave him just what he worked for and no more. He was cold in winter and heated in summer and want was his constant companion. Between him and fate it was a continued struggle with victory favoring the other side. With ears open and eyes open he heard one day of books and the marvelous world behind them. The next day a poor, ragged, bare-footed boy looked hungrily through the school house door and the kind-hearted teacher took him in. It was a long, tiresome journey that boy began that day, but he finished it. His way through the district school was swift and easy. He made light work of the high school and with a beating heart he knocked clamorously at the college door. On joyful hinges it swung wide open to him and in he went, unbarred by a single condition. Poor as he was he could not afford to be a table waiter. Moneyless as he was, in food and raiment and companionship he could not afford to deprive himself of a single good which comes from these, and when his course was done, the valedictorian of his class, he paid a fitting tribute to his alma mater who with standard of scholarship unsurpassed by a generous liberality of ways and means made it possible for the student who could and would to carry with him into practical life the graces of thought and speech and action, more potent with the world he was entering than the dry husks of fact which text book and class room furnish. It was a contest of worth and pocketbook, with the pocketbook out of sight at the prize-taking.

It is stated with much earnestness that a senior at one of the leading universities has spent \$25,000 during the year. Admitting the implied grounds of censure is it to be inferred that that young man would have not spent that same sum had he not been a senior student? and is the whole fraternity of senior students to be found fault with on account of the weakness of a single senior? Without going behind the returns it

looks much as if the foolishness of the father had been visited upon the son and that family pride had reached its culmination in paying for a year of senior living what used to be a year's salary for the President of the United States; in which case the dollars of danger, if they are that, have come knowingly from the pater familias who must in either case shoulder the blame. It does not follow, however, that this large sum need, necessarily, be so many dollars of danger. With unlimited means, with the desire to live at college the same luxurious life he would have lived at home it is possible, indeed it is a matter of fact that the wealthy student has spent his money commendably enough, has got at college the good he went after and, spending no more money than he would have spent at home, is ready for the practical life that awaits the post-academic multi-millionaire—a life and a career, be it known, which the young wealthy American has been the first to adopt.

The often expressed thought that sending a boy to college is sending him to the dogs is as trite as it is untruthful. It is not the college but the man sent that settles the question. It has happened and it will happen again that the college is blamed for somebody else's blunder, but the boy supposed to be ruined at college would be the one ruined away from college had he never been sent there. In homely phrase the college campus is only an intellectual grazing ground, furnishing an opportunity for those to feed who will. More than one yearling knee-deep in clover stands at the bars and bellows to get into the next pasture where only June grass grows; but the farmer knows the clover and he knows the June grass and, indifferent to the danger that may be lurking under the clover, he is willing to run all risk, confident that the clover and what it stands for will, when the bellowing is over, furnish the world waiting for it the product it can not have too much of and which it can not well do without.

W. K. Morley, general manager of the Grand Rapids, Grand Haven & Muskegon Railway, informs the Tradesman that seven semaphores have been ordered for his system and will shortly be installed at Walker, Berlin, Coopersville, Nunica, Muskegon Heights, Toll Bridge and Grand Haven. This order was placed two days before the fatal accident at Berlin on July 4. It affords the Tradesman much pleasure to chronicle this fact, because it indicates a determination on the part of the management to reduce the possibility of accident to the minimum.

Russia is a big country while Japan is small. But if they fight the Japs will not be knocked out in one round. They will make the Russians breathe hard, if indeed they do not render them breathless.

There is no limit to the business greatness that can be generated through good advertising.

SURVIVING SUPERSTITIONS.

A Chicago locomotive engineer refused recently to take a fast mail train out of the station with a black cat crouched on the truck of one of the coaches. He warned those in pursuit of the animal not to let it cross the tracks in front of his engine, for if it did he would not take the train out at all. The poor cat was finally caught and held until the train was safely out of the station. It was doubtless quite as badly scared as the trainman.

Few realize how strong a hold superstition still has on many people. No one would attempt to explain what harm a black cat could do which could not be done by a cat of any other color, or why the presence of a cat can be more ominous than the presence of a sheep. In fact, all would admit that a cat, however black it might be, was absolutely powerless to injure a railroad train or anybody on it. If its presence be regarded as an "omen" of danger, that danger would certainly exist just the same whether the cat was on the truck of a car or not. The danger, if it existed, would be physical, and nobody would claim that the crossing of a cat before an engine could by any possibility put an obstruction on the track or weaken any rail or any bolt, or that preventing the crossing would remove an obstruction or strengthen a weak part. And yet the engineer, certainly an intelligent man or he would not be in charge of a locomotive, refused to take out the train until the black cat was secured. It is not, however, a question of reason, but of faith—an unconscious exhibition of belief in the supernatural. Few realize how widely this belief is diffused. It is not certain that a majority of men and women do not have some pet superstition. The very man who will laugh at the folly of ancient peoples in determining their policy by the flight of birds or inspection of the entrails of a slaughtered animal could not possibly be induced to make the thirteenth at a dinner table. The world is full of people who will not begin an enterprise on Friday, and there are numberless little superstitions as to "lucky" or "unlucky" omens which affect human action. There are more people than most realize who will worry all the month if their first glimpse of the new moon happens to be over the left shoulder.

There is no doubt that this is atavism—a lingering reminiscence of the times when all beyond the horizon was unknown and all the unknown was imagined to be marvelous. Our grandfathers, when children, were thorough believers in "ghosts," as were many of our fathers. Men now living can remember when the belief in witchcraft was as general in some rural districts as it was in New England in the days of Cotton Mather. There are probably some readers of the Tradesman who can not read this sober discussion without feeling creepy. These superstitions are curious survivals which are hard to account for. But most people have them.

"BACK TO THE LAND."

The Tradesman acknowledges the receipt of several communications commendatory of the editorial in last week's edition entitled "Back to the Land." Such articles never fail to strike a responsive chord in the hearts of those who long for what they conceive to be the freedom and happiness of rural life and who are ready to clutch at any shadow of hope held out by one writing in a sympathetic vein. Nevertheless one can not rely on emotion for wise guidance, and if, as suggested by some of our correspondents, we recur to the subject for a little further study no lack of sympathy must be inferred if the facts presented seem stern and forbidding.

The paragraphs of the editorial which impelled response were evidently those which took cognizance of the fact that urban life impairs and tends to destroy the power of self-direction in accordance with the requirements of any new environment. The thought was doubtless new to some of our correspondents, although sadly familiar to workers in social fields. As to this matter one correspondent writes as follows:

"If philanthropic colonizing schemes invite failure by ignoring the absence of the power of self-direction in those whose improvement is sought, it should not be implied that there is no hope for such individuals. Let there be made known some practical scheme whereby such people may at once begin to help themselves and dispel their ignorance of the details of rural work, and I think the problem would be solved for a great many."

As to this possibly it is best to first consider nature's plan for developing self-dependence. Man was chucked into this world as a puppy is chucked into a pond. If he can swim ashore he lives. If he can not that is the end of him. Our rude ancestors who maintained themselves in the struggle with nature were the survivors of a host who died in the attempt. Nature is very brutal. We do not wish to imitate the brutality of nature, but it is essential that we do not ignore her lessons. And the first lesson is that nature gives very little to the unskilled, and for that which she does give those who get it must work hard. The emigrant from the city to the country must prepare to give up much—perhaps most—of what he now deems essential to happiness and adopt wholly different ideals. He will not have to live as the red Indian lived whom we displaced, in a smoky wigwam, without meat except as he ensnared wild game, and without bread except as his squaw raised corn and ground it on a rock. He will not have to live as our English ancestors lived when they were laying the foundations of the institutions in which we glory and whose houses Thorold Rogers thus describes: "The better class of yeomen had timber houses, built on a frame, the spaces being either lathed and plastered within and without or filled with clay kneaded up with chopped straw. The floor was the bare earth,

although it was sometimes pitched with split flints. The sleeping apartments under the thatched roof were reached by a ladder or rude staircase. A few chests were ranged around the walls, the bacon rack was fastened to the timbers overhead and the wood fire was on a hob of clay. Chimneys were unknown except in castles and manor houses and a pound of candles could only have been procured at the price of a day's work." Thus lived our ancestors who owned the land they worked in England. Most others, not born gentlemen, lived worse in England and elsewhere. The rich lived not much better. They were all dirty and lived in filthy surroundings, which Rogers but partly describes and which we will not describe at all. Poor men in the country to-day need not live like that, not even as their grandfathers lived while they fought with nature on the American frontier. And yet, hard as we should now think their lot, there is no reason to doubt that they and their families were as happy and contented as any who have lived before or since. They were fighting and conquering and they gloried in their strength. The secret of happiness is not in possession but in accomplishment.

It is this lesson that the emigrant from city to country must learn. It makes little difference how rude the life if we live a little better each year than the last. The man who can not be happy without city conveniences and society should not go to the country. Food, shelter and clothing are the only essentials, and they can be had in the country with physical vigor and ordinary intelligence. There is seemingly some decline in our physical vigor. As this is being written there comes a press dispatch telling of a band of "poor young college students stranded on the Kansas plains." It seems that they had "worked for three days in the blazing sun, eating the coarsest food, sleeping in the barn and working fourteen hours daily. At the end of three days they were given \$3 each and told they were not needed any longer." In other words, they could not do the work. They are described as "broke and stranded." Now the fact that such an experience should be regarded by anybody as severe is evidence of physical degeneracy. The writer personally knows that normal young men can go from college to the harvest field and work fourteen hours a day in the "blazing sun" without suffering any inconvenience except blistered hands, sun-burned necks and desperate soreness in every muscle, for he did it himself—and he has never since enjoyed himself better. There was the joy of physical accomplishment. It is the every-day life of the country in the busy season and it is the happiest life in the world. The blisters soon callous, the skin learns to resist the sun and the muscles get hard. The youth can work all day and dance half the night. The man who is unwilling to work fourteen hours a day upon occasion and in the blazing sun is of no use in the country.

Hard work and long hours are the

secrets of success on the farm. Skill comes with experience, and the gift of self-direction comes also. The country is the arena of individualism. The rustler and hard worker wins out. There is little hope in aided enterprises, however benevolently planned. They are seldom planned wisely. They seldom succeed. And the cause of the general failure is not lack of skill in the aided. It is the hatred of hard work, by which only has success ever been achieved in any walk of life.

DEVOUTLY TO BE WISHED.

Utopia is situated in North America. It is a city of five or six thousand souls. A "boom" town, it has been suffering for the last ten years from the attempt to make it what it never can be and after a decade of exhaustive trial it is just beginning to cut down its weeds and repair its sidewalks. It has a dozen churches, more or less, and all of them as poor as the proverbial mouse that starves in the sanctuary. It is needless to say that a dozen societies, all poor, in a limited territory where the soil is thin and poorly cultivated find it hard work to get along and that this single condition in itself leads to struggles for sheer existence which are not always harmonious. These Utopian clergymen are all poorly paid. The societies trying to pay their salaries by the giving of oyster suppers and other questionable methods of legal swindling, begging here and wheedling there, are not always mindful, even while engaged in church work, of "the Master," too frequently quoted, and "His vineyard," the boundaries of which are not clearly defined and over and beyond which their feet are very liable to wander.

Under these circumstances the religious life in Utopia is not of the highest order. Self-preservation, the first law of nature, has narrowed instead of broadened and the struggle for very existence has brought out the whole town over the bravest qualities of the human heart. Not a man or woman among them loves his neighbor as he loves himself and this self-love has led to an utter forgetfulness of "the first and greatest commandment." Children brought up in such an atmosphere reflect—painfully so—the maturity about them and intensify it when they assume the responsibilities of life. For generations this has been going on until to-day the church, or the factions called so, in substance or in shadow, in principles or in practice, in fact or in fancy, has little to recall the suffering, the death and the resurrection of the Redeemer and appalled the church congregations of Utopia in the ruin they have wrought are looking each other calmly and earnestly in the face and are asking each other what they can do about it.

Common sense has taken the lead in their deliberations. They are beginning to conclude that what they have been considering as vital are only prejudices and these they have determined to overcome and tear down. Movements are already on

foot for a reunion among the separated branches of several denominations as well as for a larger degree of unity and co-operation irrespective of denominational lines. They are finding out that they have been so quarreling about the How as to forget utterly the momentous What until the house not only divided, but many times subdivided, against itself is tottering to its fall and that the social fabric depending upon it for support is falling with it in one common ruin.

It is pleasing to note how all these subdivisions once rushing determinedly from a common center are now just as determinedly rushing towards it. A union movement is on foot among the Lutheran bodies. The Presbyterians and the Episcopalians and the Methodists are among the anxious enquirers. Representatives of the Congregationalists, the Methodist Protestants and the United Brethren met in Pittsburg in April and agreed to proceed at once for a tentative union to be expressed in the organization of a General Council of representatives of all three bodies, looking to a final and complete union. The National Federation of Churches is planning for a convention to be held in Washington in the near future at which delegates will be present from all sections of the country and at this convention it is proposed to send out a joint message, signed by leading ministers and addressed to the churches of the United States, in which the plea will be made that Christianity has been weakened by divisions and that the time has come for united action.

Once this union has been effected and the church, as a united whole with its petty bickerings overcome, shall turn its wonderful strength and energy against "the devil and all his works," we shall see, and not until then, a stop put to the wickedness and crime that stalk unchecked and unrebuked along the thoroughfares of daily life. Then, and not until then, will Utopia begin to pick up. The weeds will be cut down in the now neglected streets. Fences will be looked after. Repair and paint will work together to brighten up the town. With a common good to work for there will be fewer scandals in church and out to distract society. There will be more marriage and giving in marriage and fewer divorces and applications for them. Brawling will cease altogether in the city ways and by-ways and the majesty of the law will so assert itself that mobs and lynchings and burnings, with or without kerosene, will become things unknown, talked of and frowned upon as possible only where a mistaken church has wandered from its duty, if it has not wholly gone over to the ranks of the enemy. For the first time in years the acknowledged guardian of society admitting its error seems determined to make up for it, a condition long hoped for and the accomplishment of its purpose "a consummation devoutly to be wished," not only for Utopia, but for the rest of the world in general.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Staple cottons are quiet now and business is being done in a very conservative manner only for spot deliveries. Those who have not purchased goods except for quick consumption in the past few weeks are in the market for small lots, although in the aggregate this business is amounting to a considerable quantity of merchandise. They want quick shipments, however, on every yard, but they will not, however, accept stock goods at to-day's prices. They want them at the old prices because they know what they cost and also feel that by refusing to accept them on the seller's hands, the seller will become anxious himself to move them soon so that they will gain by waiting. The buyer's necessities are not yet urgent enough to force him to pay high prices for old goods, still if promises can not be made for deliveries of new goods soon, he will be forced to accept what is on hand and pay the price. Brown sheetings and drills have found an indifferent business during the past week, but stocks in first hands are small and there are prospects of a further decrease in the production which makes the outlook promising for a firmer situation. Particularly firm prices are generally found on print cloth yarn goods, but here and there buyers show a desire to pick up odd lots and have sometimes been able to do so, particularly on narrow goods on slightly easier prices. Coarse colored cottons are moving slowly, but there is no stock on hand to draw from or to trouble sellers. Bleached goods are held firmly and a good many agents complain that there is great delay in deliveries by the bleachers. There has been considerable business accomplished on 3-4 bleached cottons and stocks of narrow bleached goods are small.

Cassimeres—Have proven good sellers at from \$1 a yard down; at from 57½ to 80c many lines have proven their attractiveness to the buyer. Good business is reported on twist cassimeres at from 95c to \$1.25. Fancy chevots have performed creditably at from 57½ or 60c up,

but the greater selling strength of the fancy cheviot appears at 92½ or 95c and upward. At from 92½c to \$1.25, twist chevots, many of them illuminated with silk, have appealed strongly to the buyer. Getting above the popular-priced level of the fancy wool goods market the cheviot outpaces the cassimere to a considerable extent owing to the snap and go which characterize the cheviot lines above the cheap levels. The color effects in spring lines lean strongly to grays, browns and olives, and striped effects play a prominent role in designs, although mixtures and plaid effects are also well in evidence.

Fancy Worsteds—Much remains to be made clear in connection with the fancy worsted division, inasmuch as the openings so far have been comparatively few. Some lines have come out at prices that do not differ materially from a year ago, but this end of the market will not be opened until next week. The impression following the low prices on leading staples is that fancy worsted prices will show little change from a year ago, and it is hinted that certain important interests will name last year's figures. These hints come largely from buyers who claim that the intimations have come to them pretty straight. It is asserted by certain buyers that if last year's prices are possible on worsted staples they are possible on fancies. Losing sight for the moment of the buyer's claims which may be advanced with a purpose, it may be said that unless worsteds sell considerably better than the past year there is bound to be a shortage of work. Knowing this and following the unsatisfactory worsted business in heavyweights, it is reasonable to expect that there will be a close contest for the business that does offer and to obtain it will necessitate strong price inducements.

Clays—The Clay worsted demand lacks life and vigor, despite the low level of the opening of leading lines. Buyers admit that Clays are cheap at to-day's prices, viewed from the raw material standpoint, but as a rule they are not favorably impressed with the business promises of the fabric and consequently have little inclination to speculate on account of the low prices named. In no sec-

tion of the country is the Clay in good standing, and inasmuch as clothiers have a certain amount of Clays in stock (although it is not believed to be a heavy one) and they have found it slow work selling them, current orders are generally credited with being placed on a conservative level and in not a few instances representative clothiers who have in the past been large buyers and distributors of the Clay state that their expectations as regards Clay business are abnormally small. Important clothiers have stated that they do not expect to use more than one-sixth to one-third of the Clays used by them in a good Clay season.

The Thibet—Together with the blind cheviot and the unfinished worsted are plain fabrics which have

been crowding and give every evidence of continuing to crowd the Clay to the wall. The customer appears to favor soft-faced materials for cutaway coats, etc., and the clothing manufacturer welcomes that fact for the reason that the retailer can not tell so closely the cost of thibet, etc., going into the garment as he can in the case of the standard Clay. Good business has been done on the thibet at 70c to \$1, and creditable sales are reported on many fabrics running up to and above \$1.37½. Some good orders are reported on worsted warp thibets up around \$1.50; on piece-dye chevots very fair orders have been garnered at 50 to 80c.

Crashes—The wool crash has apparently suffered an eclipse as com-



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Wholesale Dry Goods

Grand Rapids, Michigan



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.

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Grand Rapids, Michigan

Orders by mail receive prompt and careful attention.

pared with a year ago and the home-spun is the fabric that is displacing it. The showing of crashes is less extensive than a year ago, and there are less snap and vigor to buying. The crash is shown in both three-quarter and six-quarter widths. A fair business has been done at from 37½c up; in 6-4 goods a very fair business has been done at 60 and 75c.

Outing Flannels—Are not playing a very prominent part in the current season, the majority of buyers seemingly lacking interest in them entirely. It is evident that the fancy flannel is destined to be the tail-end of the hot weather wear business. Such orders as are forthcoming are small as a rule.

Underwear—The scarcity of fall lines is becoming more evident every week and reorders are coming to hand in excellent numbers, but many of the manufacturers are unable to accept anything of this kind. Manufacturers have not made prices as high as the conditions in the yarn market would seem to warrant. As one agent said: "Proper prices would place the goods beyond the reach of the buyer and our only course is to curtail still further what little profits there are in the business today, or refuse to accept more orders. On some lines we can not take more anyway, but on others we are willing to take a few more if we could come out just a bit more than even. Up to the present time there have been a good many complaints in regard to late deliveries, but it is expected that before the season opens, deliveries will have been made complete; but little trouble is anticipated on this score."

Hosiery—The new hosiery season is well under way and many of the largest buyers are now in the market. There is a strong demand for the goods, but the prices remain stumbling blocks. There is a considerable variation in prices for the same styles and apparently the same qualities of goods; but in regard to this latter the samples are sometimes very deceptive. A fine finish can cover many defects and while the agents do not in any way, as a rule, try to deceive the buyer in regard to the quality, they leave it to the buyer's own judgment, and if it is a buyer who understands every phase of the business and making of hosiery, he has the best chance of buying right.

Carpets—The demand for carpets continues active, and manufacturers have in a number of instances been obliged to refuse orders, owing to their lines being closed out for the season. In the East manufacturers have been rushing their machinery day and night in order that their production for this season may be as large as possible in view of the active demand, but their increased production does not suffice to meet requirements as the shutdown of all the Philadelphia carpet mills outside of the tapestry and Brussels mills, which continues without much hope of a permanent settlement being arranged for, seriously curtails for the time being a large source of supply.

The mills affected, it is claimed, were able to make deliveries of goods up to the July contracts, but further than that it is understood that the business in hand, to a large extent, has been canceled. Some jobbers claim that it will be of little use for the mills to expect to do business at this late date, even if they begin work again within the next few days. All of the initial orders have been placed and a good deal of duplicate business, too, so that all that remains for the belated mills to do business on are the usual orders placed at the last minute by the department stores and the large retailers and cut-order people. The Philadelphia three-quarter mills that have recently got their machinery going again, it is said, have used their spring designs where they have been able to, which has saved a good deal of time and expense to them. The designs differ but little from those used for this fall's goods. In the three-quarters fabrics, especially in the higher-priced lines, the amount of goods that will be turned out this year will in all probability be fully up to all demands. This is wholly due to the fact that the finer fabrics are made by the big Eastern mills, and as they have been running right along without a hitch, they have been fully able to take care of all the business that has come their way. It is not so with the manufacturers of the cheaper lines, such as the tapestries and tapestry Brussels and body Brussels. With the complete tie-up of fully 80 per cent. of the ingrain output of the country by the strike in Philadelphia, jobbers and other distributors have been compelled to look for something to take the place of ingrain, even although they must pay a higher price. In consequence of this they have gone over to the cheaper lines of three-quarter goods, as there is nothing else that they could do. For this reason these lines are well sold up and the prices paid probably never better.

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We Build Fifty Styles
Write for Catalogue "M"

They Pump
*
Gallons
*
Half
*
Gallons
*
or
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Quarts

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FORT WAYNE, INDIANA

Butter and Eggs

Observations of a Gotham Egg Man.

Egg receivers have been having their troubles during the past few weeks. Doubtless there have been summer seasons in the past when eggs were of a lower average quality than of late, but certainly the quality of stock arriving this month has been below the usual summer average and it seems as if buyers were becoming more and more critical every year.

From all sections the arrivals have shown hot weather defects and it has been a difficult matter to obtain any considerable quantity of stock from which the better class of dealers could cull out enough full, strong bodied eggs to give them satisfaction. In fact, our receipts have shown such irregular quality that every separate consignment has had to be critically examined before the candle before its value could be determined. There has been no possibility of relying upon certain brands. Marks that were found to give good satisfaction one week have often been altogether unsatisfactory on the following shipment and have had to be cut materially in price to force sales.

At this season of year the outlets for fresh gathered eggs are of three general classes: first, to the better class of jobbing trade; second, to cheap buyers for current use who care more for cheapness than for quality, and third, to speculators who are looking for cheap eggs to put away. To satisfy the better class of trade the goods must show a reasonable proportion of full strong bodied eggs that can be culled out for first-class hotel or family trade. The speculative buyers do not object to weakness of body (provided the price is low enough) but they want eggs comparatively free from dead loss and from actually hatched eggs. Any lots that are not suitable for either of these outlets have to be forced off to the cheapest class of trade for current use.

Of late the dealers who have first-class hotel and family trade to supply have been unable to get enough eggs of suitable quality from the current receipts of fresh gathered; they have consequently been obliged to use refrigerator eggs for a part of their needs. Many of them have had more or less refrigerator stock of their own which they have been able to use with some profit at prices equivalent to the cost of equal grades of fresh gathered. Others have been able to buy some of the early May packings on the open market at about 17½@18½¢ with which they could piece out their supplies, although holders of really fancy April storage goods—put in on season's rates—have generally refused to sell such under 19@19½¢.

But some dealers have had kicks from customers using refrigerator eggs (owing to their rapid deterioration in quality) and have preferred to buy even the medium grades of fresh gathered, paying prices for the latter according to the proportion of useful eggs contained.

We may say the better class of dealers have bought all grades of fresh gathered eggs from about 15¢ upward. Speculative buyers for storage have taken some of the country graded lines that showed no really bad eggs and few or no really good ones, at about 13@14¢, and the cheap trade who have a current outlet for low class eggs at low prices have bought most anything offered below 15¢, when the price seemed low in proportion to the average quality shown. Thousands of cases have been sold at a range of 12@14¢, and occasional lines of very badly heated and hatched have had to go down to \$3 per case or even lower.

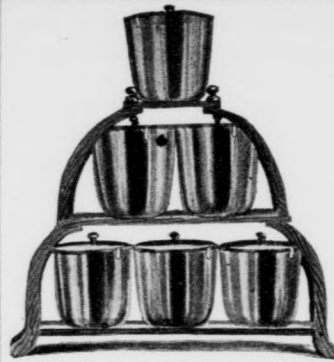
Of late there has been a better clearance of these cheap eggs, but present indications point to continued receipts of similar qualities for which shippers must expect a continued low range of values.—N. Y. Produce Review.

The Demand for Hot House Lambs.

In some of the large cities of the East a considerable demand is springing up for what is commonly termed winter lambs, although the term hot house lambs has also been applied. They are called winter lambs because they are put upon the market at that season, although not yet weaned. And they are called hot-house lambs because they are reared under what may be termed forcing conditions, and under conditions of protection more complete than those which usually apply to lambs. The latter term, however, is something of a misnomer, as, in growing them, the conditions as to temperature do not of necessity require to be much warmer than those suitable for other lambs. Winter lambs may be dropped at any time from October to the end of January or February, and they are usually ready for the market at the age of 60 to 90 days. At that age they should weigh from 50 to 60 pounds, if they and their dams have been properly fed.

The advantage, in growing such lambs lies, first, in the relatively high price which they bring at a season of the year when such meat is regarded as a delicacy; second, in the fact that the labor of growing them comes at a season when labor is not so valuable as at other seasons; third, in proving a source of revenue at a time when the labor does not ordinarily interfere with the work of the farm, and fourth, in making it easily possible to dispose of the dams at a good price because of the season at which they may be marketed. The price for such lambs usually runs from 10 cents upward per pound, live weight, when they are marketed with promptness and in an intelligent way. As the ewes must be fed freely while suckling their lambs, they are in that condition as to flesh and the ability to take on flesh rapidly when the lambs usually are weaned, which, in a short time makes them ready for the block if it should be desired to dispose of them thus. At such a time the price is usually higher than at other seasons of the year.

Not many years have elapsed since



Flint Glass Display Jars And Stands.

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

The Kneeland Crystal Creamery Co.
72 Concord St., Lansing, Mich.

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

HERE'S THE D-AH

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

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

Eggs Wanted

In any quantity. Weekly quotations and stencils furnished on application.

E. D. Crittenden, 98 S. Div. St., Grand Rapids
Wholesale Dealer in Butter, Eggs, Fruits and Produce
Both Phones 1300

We Need Your

Fresh Eggs

Prices Will Be Right

L. O. Snedecor & Son
EGG RECEIVERS

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

THE VINKEMULDER COMPANY

Car Lot Receivers and Distributors

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

Our Weekly Price List is FREE

14-16 Ottawa Street, Grand Rapids, Michigan

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

SHIP YOUR

BUTTER AND EGGS

—TO—

R. HIRT, JR., DETROIT, MICH.

and be sure of getting the Highest Market Price.

NEW CROP TIMOTHY

We shall begin receiving new crop Timothy Seed soon and shall be pleased to quote prices.

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

winter lambs began to be grown in this country. It is making rapid strides, however, particularly in the Eastern and in some of the Middle States. The demand for such meat, which is in a sense a luxury, comes from cities where wealth has accumulated. The cities of New York, Boston and Philadelphia are chief among these, but the demand is rapidly extending to the large cities of the Lake regions and to those of the Mississippi basin. It is fair to infer, therefore, that winter lamb will soon be a regularly appearing commodity in all the great cities of the United States.

Those only should attempt to grow winter lambs who are so located that they can ship them readily. They ought to be near a railroad station, and should be within easy reach of telegraph and telephone communication, in order to readily supply customers as they forward orders. They should also be so situated that they can grow and store a sufficient supply of field roots and other foods suitable for ewes and dams. And they should have ample shed room and divisions in their sheds to admit of feeding ewes and lambs in groups or lots, according to the special needs of each. Moreover, they should have one or more lambing pens, at least reasonably warm.

The chief difficulties to be overcome in this Western country are, first, the scarcity of the materials from which such lambs can be bred, and second, the opening of suitable markets in the West. The first named difficulty arises from the fact that only two breeds have the property of dropping winter lambs at the season of the year desired. These are the Dorsets and the Tunis. The latter are not numerous as yet in the United States, nor is the habit of producing such lambs so pronounced in them as in the Dorset. So few in numbers are the Tunis in the United States that it would seem scarcely necessary to consider them a factor in the present discussion. The Dorsets have increased with great rapidity in this country, but in the pure form they are too dear for one to invest in Dorset females for the sole purpose of furnishing winter lambs for the block. Ewes that cost less money would seem to be a necessity to induce farmers to engage in this work. The other difficulty may be expected to adjust itself in time. With a supply of such a commodity properly furnished, the demand may be expected to come from cities not far distant. Thomas Shaw.

Fattening Geese For Big Livers.

Last spring a truck farmer near Washington was urged by an acquaintance who is fond of pate de foie gras to make a trial of fattening geese for their livers. He had most of the facilities for just such a trial. Accordingly ten mature, healthy geese were separated from the flock, wings clipped and shut up in a yard perhaps forty feet square, with shelter, in which they had access to a pond perhaps a dozen feet across. For a time they were fed liberally

with corn and chopped green things like cabbage leaves, grass, and so forth. This was a preliminary process to the forcing one subsequently adopted.

Under these conditions they remained lively and perfectly healthy, and thrived wonderfully, having outgrown their brethren at large by a third in the short space of half a summer. At the end of five months their treatment was changed. The birds were separated and each penned up by himself in a small space. The floor was of sand and gravel. This goose corral was in a quiet spot, away from the daily movements of farm life. The forcing process now began, mainly upon lines supposed to prevail in the foreign trade. Each goose had a small feeding trough. Each one was watered once a day. First and last several different kinds of food were tried in this experiment, but eventually finely ground cornmeal, wet with milk when there was sufficient, otherwise with warm water, was adopted as the cheapest and most effective. Cooked meal was not tried. They grew enormously under this treatment, but toward the end very dull and lethargic, so much so that one would occasionally lose his balance and roll on his back and be wholly incapable of recovering his feet without assistance.

Of course these novices in the business knew not when the livers were ripe, but the farmer did know when the food ceased to have proper effect upon any fattening animal. The farmer was brought into conference with one of Washington's great hotel keepers. Upon being informed of the experiment in progress, without making any promises as to the livers, he bade the farmer go home and on the day before Thanksgiving kill half the lot and bring him both the livers and the carcasses. He agreed to take the dead geese "unsight and unseen" at \$2 apiece, the liver deal to remain open until the livers could be seen.

The five geese were duly killed. When the biggest goose was opened the liver weighed two pounds and three ounces, about one-eighth of the bird's weight. The other four livers were nearly equal in size. When he first saw them the hotel man was suspicious that he was the subject of a practical joke, the livers were so large. He thought they were pigs' livers. But, as agreed, he paid \$10 for the carcasses and allowed the farmer \$3 each for the livers, \$25 in all for the five birds. He subsequently took the other five at the same rate.

A Forerunner of Loquacity.

"There's no use for me to suggest to my wife that it's time to go home. She'll talk for two hours yet."

"What makes you think so?"

"Didn't you hear her remark when she started the argument?"

"No, what was it?"

"She said, 'There's very little to say on either side.'"

The richer a man gets the more he should keep his head level.

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

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

SEEDS
TIMOTHY AND CLOVER
and all kinds
FIELD SEEDS
Send us your orders.
MOSELEY BROS.
Jobbers Potatoes, Beans, Seeds, Fruits.
Office and Warehouse 2nd Avenue and Hilton Street,
GRAND RAPIDS, MICHIGAN

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

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

Butter

I always
want it.

E. F. Dudley

Owosso, Mich.

Butter and Eggs

We can use them at the highest market price. Quotations sent on application.

JOHN P. OOSTING & CO.

100 South Division Street, Grand Rapids, Mich.

References: Peoples Savings Bank, Lemon & Wheeler Company, Dun's Commercial Agency.

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

E G G S

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

S. ORWANT & SON, GRAND RAPIDS, MICH.

IS GOOD FOR ALL.

Valid Reasons Why Small Merchants Should Advertise.

Written for the Tradesman.

J. C. Black, of San Jose, Cal., has been visiting his old home town of Muskegon this week, and thereby hangs a tale—a tale, too, that will point a moral. Mr. Black was the pioneer successful retail advertiser of Muskegon. His famous sign "76 Blax 76" became a maxim while he was in business in Muskegon. The sign thus inscribed was displayed over his door. His advertisements appeared in the newspapers with this signature. Now he is hailed as one of the forerunners of the modern school of advertising. He has always been a firm believer in advertising and has used printers' ink with liberality when liberality was wise. When asked about his advertising experience, Mr. Black said, in an interview:

"I did more of it than anyone else, and I have the heaviest advertised business in our line in San Jose today, where I have a department store which is doing a large business under the management of my son. I started in advertising in a small way myself. I remember the first I did. I bought a lot of printers' paper and painted it with a brush and then got up early in the morning and went around on Pine street to paste it up. The business grew and so I attributed it to advertising to a certain extent. Paper advertising in those days didn't amount to much. People would put a little advertisement in and leave it for sixty days, not change it every day as they do now. To-day I have an advertising man, one of my sons, whose duty it is to attend to that business alone. He has his own office and he also conducts the same thing for other firms."

There is a good deal of wisdom to be drawn from what Mr. Black says and from his experience. He is entitled to a great deal of credit also as an originator. We must remember the conditions thirty years ago were very different in Michigan in the retail grocery trade from what they are now. In those days the retailer in the small town did not advertise to any great extent. He depended more on personal acquaintance and other such elements for his trade. Therefore Mr. Black's home-made advertising signs were a distinct innovation. They may have neither been eloquent nor attractive, but they showed the purpose and enterprise of a merchant who now employs his advertising man in a greatly developed business. It showed the faith that was in him when that faith had only begun to evidence itself in an advanced and enterprising way among the retail traders of the United States.

If Mr. Black felt the wisdom of local advertising for a small grocer in the pioneer days of Muskegon when advertising was almost an unknown quantity to the retail trade, what shall we say of the man who in this day and age does not advertise? There are such, however. Some of the small retailers even go

so far as to say that advertising is for the big store, for the department store in the great city and the mail order house in the metropolis. These are often the same people who kick their shins against a soap box and cuss these same department stores and mail order houses for getting their business away from them.

The world has come to the point where the man who wants anything must ask for it, whether it is trade or political favors. The merchant who is making no particular request for the trade of his fellow citizens, no matter how small the place in which he operates, is not going to get all of it. He may own the only store of its kind in the village, but this is not going to give him the monopoly of the business. There are other merchants in larger towns who are feeling the strife of competition. They must get trade to live. With them it is often a question of survival or the end of their business. They are going after the people who live under the shadow of this merchant's store.

The attractive power of advertising has long been demonstrated. If this power is exercised on this merchant's neighbors and he has no force working the other way, the tendency is going to be from his store toward that of the advertiser as inevitably as metal is drawn away by the magnet. The small merchant will say that he can not advertise on any such scale as the metropolitan store. He does not have to. He is personally known to his customers. If he has a reputation for fairness, without which no advertising is successful for long, his advertising carries ten times the weight of that of the stranger who makes statements that remain to be proven.

When I hear a merchant talk about not having to advertise, or not possessing the opportunities for advertising, I wish that he possessed some of the energy of Mr. Black, who rose early in the morning with his self-constructed posters and pasted them on the dead walls in the vicinity of his store before his neighbors were awake. This man had no great opportunities for advertising, but he realized that there was occasion for it and he utilized the occasion and made the opportunity.

To the ordinary merchant of the present day the opportunity is much nearer and very much easier. If this man did advertise and would advertise and felt the wisdom of advertising, surely the merchant of to-day, warned and instructed by years of successful advertising, ought to see the advisability of keeping his name before the public.

There are some small dealers in Michigan who, when they see this advice published, undoubtedly accept it. There may be some who will accept the advice because it is contained in this article—at least I hope so, for otherwise the article fails of the intent. But how will they advertise? There are some of them who will rush off to the country printer and have an advertisement inserted in the local paper. Go-

ing to see the printer and telling him that you want to put an advertisement in his paper is about a hundredth part of advertising. It is essential, but not final. If you are going to make a journey of twenty miles across country, it is necessary that you have a vehicle to travel in. You go out and hitch up your horse to your buggy the first thing. This is highly essential, but it is only a very small beginning. You must turn your horse into the road. You must know the direction; you must keep the horse moving.

It is the same with advertising. Engaging space in the local paper is simply hitching up. You must be on the right road, you must keep your advertising moving. If a man turned his horse into the road and then let it stand still for four or five hours at a stretch, people would point him out as a fool. I would not like to call the merchant by that unpleasant and uneuphonious title, but what about the man who inserts an advertisement in the newspaper and lets it stand three or four months without change? He is on the advertising road, but isn't he letting his horse stand still? Is he progressing very rapidly toward the town of Success toward which his advertising horse is pointed? I doubt if the advertisement of "John Smith, Dealer in Groceries, Dry Goods, Razors and other Dairy Product," does Smith very much good. This man is not keeping his name before the public. He is simply helping to keep the editor out of the poor house until he can get there himself.

I am a firm believer in the theory that newspaper advertising is the best advertising, but there are others. The advertising solicitor who tells you that newspaper advertising is the only advertising is either a liar or an egotist. Because one remedy is successful in curing disease, it is not the only remedy. This one remedy may fail in some man's case while there is another that will effect a cure.

It is the same with advertising. The newspaper advertisement may fail utterly to reach and hold some particular person or class, although the probability of such a result I believe is less than in any other kind of advertising. Nevertheless there may be these exceptions and then it is that the other class of advertising may serve the purpose where newspaper advertising has failed. Other advertising also acts as an auxiliary to newspaper advertising. Do not think when you have inserted an advertisement in your local paper that you are through.

Advertising is often hastily defined as keeping one's name before the public. If that was all there was to advertising, a merchant could accomplish that end by indulging in a lively flirtation with some other man's wife or by taking his advertisement out of the weekly paper and indulging in a similarly periodical jag. The correct definition of advertising is keeping one's name before the public in connection with one's business.

The man who takes a five inch double column space in the local paper and marks it "This space reserved for Wm. Deadun" is not making much progress in keeping his name before the public or getting much value for his money. This is one reason why programme advertising is bad.

Programme advertising is the poorest advertising that there is in the world. Ordinarily it is merely a hold-up. It is made up, as a rule, of the cards of various merchants who have been victimized by this kind of advertising. The programme advertisement seldom says anything. It seems to me that if I was a solicitor of programme advertising, I would at least try to make the merchant whom I made contribute to some worthy cause insert an advertisement that would do him some good.

If there is ever a merchants' association formed in your town the subject of programme advertising would be a good one for you to take up at an early date. When you yield to the wiles of a programme solicitor, you help to victimize other merchants who are forced by your action to emulate it.

Advertising doesn't consist simply of announcements. Methods of store conduct are just as much an advertisement for the store as the announcement it makes in the papers or on hand bills. The newspaper is merely the vehicle and means to an end. A store is its own advertisement. Unless your methods of dealing with the public back up what you say in your advertisement, you are not doing any real advertising. Some merchants seem to have the idea that the object of advertising is to get people into the store. Primarily it is, but you must have something to offer them when they get there. When you realize this fact, you will see how advertising is woven into every other element of store-keeping, one dependable upon the other. No system of store-keeping is complete without all of these elements.

If there is one thing more than another that I would like to emphasize, it is not so much that you should advertise, a fact which I presume you realize, but that you must advertise rightly. If you are one of these people who advertise fly screens at Christmas and fur mittens in August, change that advertisement now.

Charles Frederick.

Paris is mourning the loss of its oldest tree, an elm planted by order of Sully in 1600, in the Rue St. Jacques. It is leafless this year.

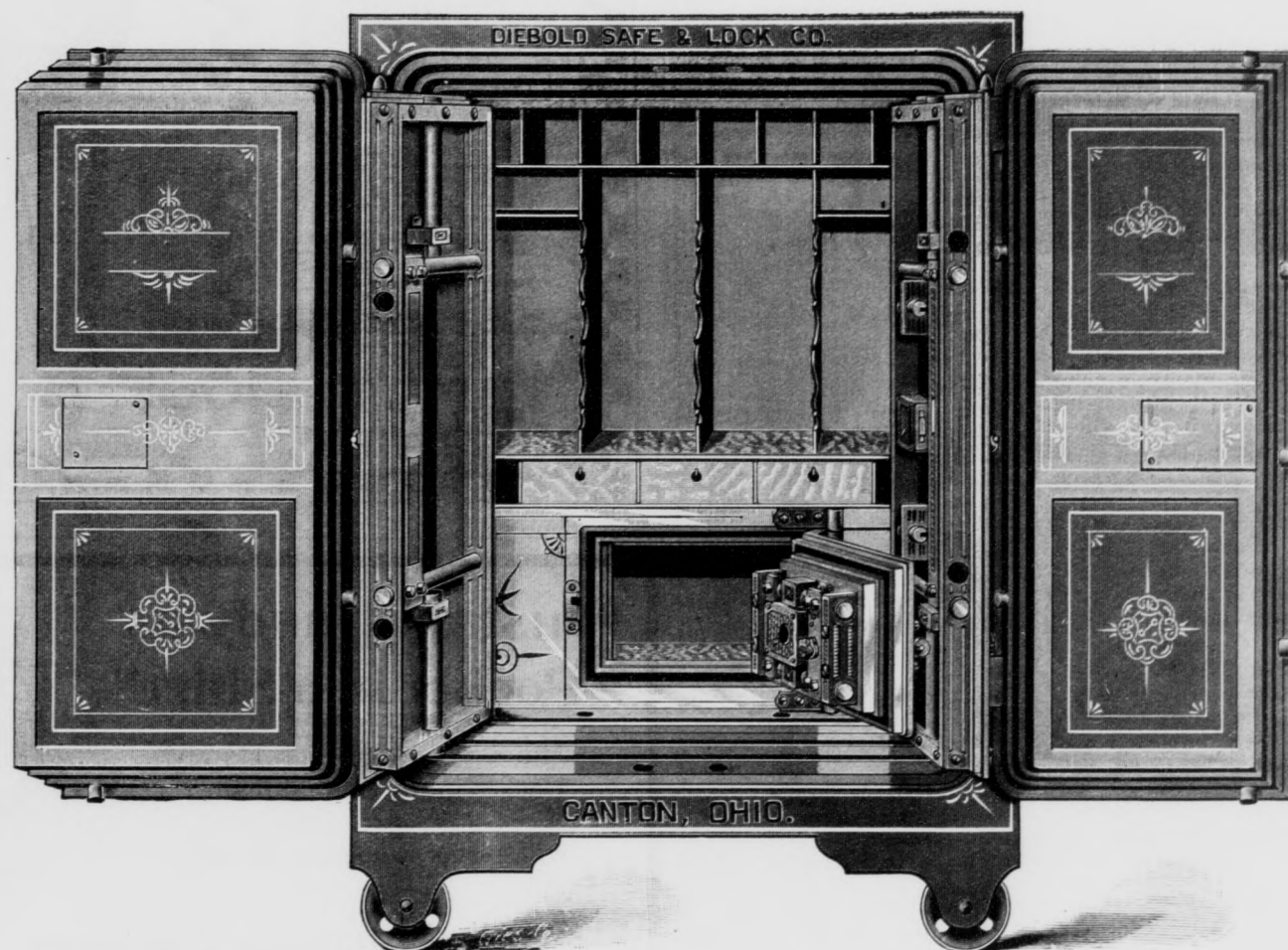
Things We Sell

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.

Diebold Safe & Lock Co.

Manufacturers of
Patent Round Cornered Fire and Burglar-
Proof Safes



A complete line of these modern and up-to-date safes carried
in stock by

Tradesman Company

Grand Rapids, Mich.

Communications solicited from those in need of anything in
the safe line.

Marriages a Good Guide to Family Characteristics.

"The marriages of a family are a good guide to go by in determining its characteristics," said a woman whose business it is to hunt up pedigrees. "I should warn any girl who has many old maid aunts and bachelor uncles not to dally with her first proposal if she would not be an old maid herself. Likewise I believe that a girl's chances for remarriage if widowed early can be judged pretty accurately from the annals of her family in this respect.

"Just as a certain sort of eyebrow or cheek or chin formation is to be traced throughout an entire family so the attitude of the family toward marriage seems to be handed down.

"When in the course of my work I am in doubt about the identity of a family I am guided a good deal by the character of the marriages set down. For these illustrate the dominant family traits which govern as much in love matters as in other concerns of life.

"In some families early marriages predominate. The men invariably marry before they are 25 and the women at a correspondingly early age. Again, late marriages will be the rule with members of either sex.

"Some family trees show few second marriages and rarely a third marriage, no matter how soon the married state came to an end. Other records are replete with second and third and even fourth marriages on the part of widows and widowers.

"Often it occurs that in families of nine or more brothers and sisters only two or three have married, and the descendants of those two or three displayed a similar proneness to bachelorhood and spinsterhood.

"Our family are not great on marrying," a girl, one of four single sisters, remarked to me lately regarding the family likenesses she was showing all grouped together on one wall panel.

"And I could not but feel that that array of contented looking single entities among her kinspeople must exert some influence on her own matrimonial prospects.

"Some families display a marked tendency to marry their kinsfolk, or the connections or relation of their kinsfolk. Others again seem by common impulse to have gone as far from home quarters as possible in search of mates.

"In records that go back only a few generations there are instances of men who have taken three sisters successively to wife, and of women marrying their brothers-in-law and cousins-in-law, or their stepfathers, the same tendency to race affiliation cropping out again and again in the line. In other families living in the same neighborhood and environment not a single instance of marriage with relatives or relatives-in-law occurs.

"One comes upon families in which an unmarried member of either sex is a great rarity and families in which marriage seems to have come easily and as a foregone conclusion, and in which none of the widows or widow-

ers stayed single for any length of time.

"In studying out relationships in quaintly old-fashioned communities one runs upon families that seemed bound to marry at cross purposes, as it were, both as to the age and standing of the mates chosen. A widower takes for a third wife his son's step-daughter or a widow marries the son of the man whom her daughter married. Just so there are family records in which a marriage at a very advanced age or with a partner of lower rank socially never occurs.

"I think fortune tellers could add to the effectiveness of their prophecies in love matters if they could have the advantage of scanning the family annals of the applicants.

"There is no phase of genealogical research so fascinating as noting the record implied by the marriages on a family tree. But the genealogist of the future will have more complicated work in tracing out lines and traits than exists now on account of the divorces figuring in the matter."

Hosiery Hints.

Stockings must match the shoes.

Plain hose with heavy clocks in self color are the up-to-date foot covering.

Few things are worse than white stockings worn with black shoes. They are popular, but only with white footwear.

Tan leads the light-colored hose. It comes in every shade from golden cream to golden chestnut, matching every variety of shoe.

Mixed oxfords, showing two colors, are a popular novelty.

Polka dots are permissible, but the dots must be fine.

White with a tiny black dot is much worn.

The much-talked-of feminine "sock," reaching just below the knee, is having its innings this hot weather.

Gaudy effects, although widely heralded, are really little worn.

A pretty design selling well among exclusive persons is a bunch of tiny rosebuds on the instep of a black stocking.

Black stockings with insets of white lace are novel, but less desirable than those with lace in self color.

Few women who can get a good openwork stocking wear any other kind during the summer.

At the Summer Hotel.

The new guest asked if the hop on Saturday night had been a success.

"The greatest ever," announced the proprietor with pride.

"But I saw only eight people dancing," the guest objected.

"What of that?" asked the proprietor. "Weren't there more than 300 people watching them from the piazzas?"

Every time a man loses his temper he loses his head, and when he loses his head he loses several chances.

Business, religion, and pleasure of the right kind should be the only things in life for any man.



That Air of Jauntiness

which is a distinguishing characteristic of

PAN-AMERICAN GUARANTEED CLOTHING

added to our famous guarantee,

"A NEW SUIT FOR EVERY UNSATISFACTORY ONE,"

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

ISSUED BY AUTHORITY OF

UNITED GARMENT WORKERS

7041144

REGISTERED

AMERICA

UNION MADE

Men's Suits and Overcoats

\$3.75 to \$13.50

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



WILE BROS. & WEILL

BUFFALO, N.Y.

"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.

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.

Larger Ties Likely To Be In Demand.

Demand for narrow four-in-hands still continues, especially from the West and Southwest; small ties and midgets are also in the front of the procession. Although the season is yet early, leading houses find that advance orders for fall are coming in pretty liberally, with a tendency noted by several of the leading manufacturers toward larger shapes for autumn wear. Not all neckwear houses have been able to note the drift toward larger shapes, however devotedly they may wish for the advent of such a condition. It is pretty safe to predict that the lined ascots, folded-in four-in-hands and English squares will be worn by nobby dressers to a greater extent than for some time. Whether the extremely small shapes that have been an eye-sore to dealers and manufacturers alike will "go away back" next fall is a question that still remains locked in the future.

At the present time manufacturers report for immediate use a demand for tecks, four-in-hands an inch and a half wide and narrower, and the midget and small bow ties. In the cheaper kinds large quantities of shield bows, shield tecks, etc., are sold. The best colors are blue, black and white, black and red, and gray, with the regular all black and all white ties.

The smaller neckwear manufacturers are not especially busy, some of them having cut down their force of operatives fully one-half for the summer, expecting a resumption of demand later as the fall season approaches.

The retailers are selling more small shapes than anything else in neckwear now, those styles seeming to be more appropriate for summer and negligee wear. Midgets in modest tones, two-inch four-in-hands and narrower, and bows, all in the modest colors, black and red, black and white, blue, gray, etc., with a few ties in the louder shades, make up the larger part of the retail neckwear business. The trade, except in the finest lines, is paying not more than fifty cents to a dollar for ties at the outside. Some furnishers, however, report that they are selling some of the larger ties, the ascots, etc., but the balance of this sort of trade will have to await the coming of cool weather.

However disappointing summer stocks of neckwear may have appeared to the wholesalers at the close of last month, on account of their unusual size, the excellent business of July has reduced them so that the decks are clear for fall. While the new season should have shown up more satisfactorily at the opening several weeks ago, considerable improvement has come within the past fortnight and the outlook is decidedly better.

Manufacturers who anticipated a good season on actual summer neckwear and prepared for a large business in stocks and washable lines encountered unlooked-for disappointments, for this class of goods has

not been as successful as was expected. Had real hot weather prevailed throughout May and June the story would have been different, but with hot weather held back until July this kind of merchandise meets with poor consideration from the consumptive end of the market and the lines turned out unprofitable for the makers. According to the reports from retailers stocks have had a poor season. They were not sold during the cool weather, and when the actual heat of the summer set in they were too hot even for outing wear. Retailers say that the extremely low collars of the double-fold type, from $1\frac{1}{4}$ to $1\frac{1}{8}$ inches in height, for sporting and recreation wear, with midget ties, proved decidedly comfortable and acceptable and stocks were consequently ignored. This fact should be taken into consideration by manufacturers when it come to making up lines for the spring of 1904.

Wholesalers appear to be making the same mistake this season that they have been making right along, despite the fact that experience dictates that a different course would be wiser and more profitable. It is that of going before the retail trade in midsummer with heavy silks and large shapes. These get into the retailers' hands early in September when the Indian summer is at its height. As we have actual summer weather in September it is next to impossible for the retailer to sell fall stuff in that month, and the result is that September business is like a month lost to the merchant. There is no doubt that an improvement would result if wholesalers would send their men out at this time with conservative, sober ideas in neckwear, and leave the larger forms weared, and leave the larger forms and heavier silks for later introduction, when there is sure to be a demand for fall styles and shapes. But no intermediate line is brought to the attention of the retailer, and between the summer styles, which have become rather passe to him up to this time, he is left no other choice than that which is offered for fall consumption, and September, with its Indian summer, is too early for the showing of fall cravatings and cravats. This is a suggestion which might safely be acted upon with profitable results by wholesalers if it were not for their unseasonable eagerness to get fall goods out. Large shapes in ascots, four-in-hands and squares, as well as imperials, are to prevail for fall. It will be impossible for retailers to sell these in September, or even in October, if the weather during those months is at all like it was during the same months last year. If wisely acted upon the idea means another turnover or two for both retailer and wholesaler, and consequently more money.

The leading neckwear houses are buying more white and navy cravatings in staple lines for fall than has been the case in several seasons. This would seem to indicate a return to the true navy of olden times, navy

This cut represents our

Dickey Kersey Coat

of which we are large manufacturers



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

grounds with white figures. Clever houses are doing so well with white and true navy that in their opinion it is as good as black and white.

Gray cravats in new effects, particularly with small patterns, are taking very well in popular lines. According to good authority the buyers can not get good cravattings neat enough in the popular \$4.50 lines.

Combinations in colors which seem to have taken a strong hold are white and blue, with black, white on black, black on white, cardinal on white and true navy on white in very small neat patterns. They are taking well in warp and cross stripes, small jacquard figures and swivels.

Some very handsome cravattings for fall are shown in white and black in combined figures and stripes. Also on navy and wine grounds. An attractive line is also shown with the colors the other way about, the color effects on white grounds.

A very fetching line of heavy basket effects in black and white and blue and white, having the appearance of small rib checks, has just been brought out in a range of twelve color and weave combinations. Twelve patterns are shown in black and white, twelve in blue and white, giving the retailer a chance for an effective showing in each, in combinations of made-up goods and in the piece.

One of the nattiest lines brought out is a series of pin-heads in cardinal, sky blue, dark blue, and black on white grounds, and vice versa, white pinheads on a black ground. They make the neatest squares and ascots for dressy wear with white waistcoat and black coat.

For the holiday trade a series of warp prints with self jacquards on white grounds are shown. These are foreign cravattings fully the equal in richness to the exquisite Persians and Oriental goods which have been previously described in these columns.—Apparel Gazette.

Some Common Sense Rules for Clerks.

Be loyal to your house and yourself.

Don't be for the house on pay day and against it the other twenty-nine.

If your house is good enough to accept a salary from, it is good enough to be entitled to your best efforts.

Don't have your house feel you have used up all your explanations.

When you estimate your grievances you never underestimate your case.

Three reasons you are hired here:

1. To get business.
2. To get more business.
3. To get big business.

If you are going to be useful to this firm, you must believe the first piece of goods ever made had our brand on it.

You must have the scent of a bloodhound for business and the grip of a bulldog on a customer.

Get up in the morning determined to go to bed with satisfaction.

Your only asset in this house is getting business.

Let this house feel you in the business on other days than pay day.

What class are you in as a salesman—small, ordinary or carload lot?

There is no known remedy for a swelled head.

When you know your business and show results, you don't have to explain it to the boss.

When you complain of being held down, the facts are the boss can not get you up.

A mistake sprouts a lie when you cover it up.

If you skin a customer you lose his trade; if you skin the house, you lose your job.

When business is good, push, it comes easy then; when business is bad, push, we need the orders.

Do your work so well the house won't want to lose you.

Enthusiasm makes heavy work light.

If you can not take orders you will never give them.

You are hired to take care of part of the trouble, not to make any.

When you lose interest in this business, you will lose your job.

Muscle is as cheap as horse flesh; the world is being raked with a fine-tooth comb for brains.

The only way to get dollars is to pry them loose.

Every order and customer you lose proves that the other fellow beat you.

The only way to get more wages is to get more business.

Wages are paid out of profits; no sales, no profits; no profits, no wages.

Don't do any heavy standing around. When the house needs a social department they will start one.

There is no ready-made success in this business. Plenty of room at the top, but no elevator.

If you want to stand in the front row you will have to dynamite your way through.

How much are you going to shove this business ahead to-day?

What points do you suppose the boss considers when he picks out the salaries the first of January that he intends sweetening?

How is your eyesight? Can you see the hands of the clock when they get to 6 clear across the room?

If you don't think your bosses and the house are about right, you are in the wrong place.

Be brief. The story of the creation was told in 600 words.

Your vacation is a tonic this house gives to put some ginger in you.

It is your business to make the policy of this house a success. If you don't like the policy, work up to a position where you can change it.

When trade is dull and the house needs business, are you on the firing-line or back in the brush?

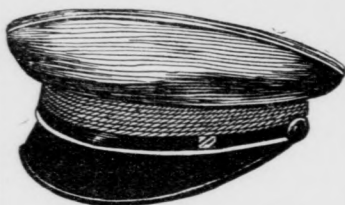
This firm has millions of dollars worth of goods. It is all for sale. That is what you are here for.

E. S. Purdy.

Satan will be obliged to extend his courtyard, since men insist upon furnishing him with such quantities of paving material.

DONKER BROS.

Manufacturers of



DUCK HATS

For Men and Boys

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

29 and 31 Canal Street,
Grand Rapids, Mich.

Citizens Telephone 2440.



"The Kady"

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

The Ohio Suspender Co.
Mansfield, Ohio

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

Ellsworth & Thayer Mfg. Co.
MILWAUKEE, WIS.



MANUFACTURERS OF

Great Western Fur and Fur Lined
Cloth Coats

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

B. B. DOWNARD, General-Salesman

Union Central Life Insurance Co.

OF CINCINNATI

Assets over 34 million dollars. Guarantees
to insure you for 20 years, at the end of
which time they guarantee to return to you
every dollar that you have deposited with
them.

WILBOUR R. DENNIS

General Agent

218-19 Houseman Building
GRAND RAPIDS, MICHIGAN

Write him for full information.

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.

TO SAVE A LIFE.

How a Pennsylvania Grocer Ruined His Career.

I am going to tell you a story that was told to me last week. It goes to prove what I say about the intolerance of labor unions. The incident happened during the coal strike, but as I was out of the coal country at that time and only went back there last week, the story only reached my ears a few days ago.

In many things my sympathies were with the coal miners in the strike; in some things I sympathized with the operators.

Incidentally, after a little while, when I began to get bills of \$8.75 a ton for coal, I stopped sympathizing with either side and started in to sympathize with myself.

I was not in sympathy with the miners in the boycotts they instituted, for some of them were unjust and cruel. The boycott is a great weapon, but it needs intelligence behind it. And intelligence is something a labor union seldom possesses.

In one of the coal region towns there was a small grocer—he fears to have the place named for fear some new harm will come upon him. All of his customers were mining people and he was, therefore, dependent on them for his business.

Practically all of his customers were members of the union and all went out on strike when the war commenced. There was one fellow among them who had gotten married only a year or so before. He had a young baby who had never thrived. His wife, too, had never regained her strength after the birth of her child, and, the doctor said, needed to be fed on wines and jellies and things like that.

This fellow went out on strike, too. He loved his wife and baby, but he could not stand the pressure, so when the mandate came he obeyed it; laid down his tools and walked out, a man without an income, but with a sick wife and child needing costly dainties.

He used up what little ready money he had and then sat down to think. The strike was apparently settling itself for a long siege. He had no money and the little that he might expect from the union would not pay rent. His wife was ailing and nervous and his baby failing steadily.

The conclusion of the matter was that the miner went back to work. Seems an easy conclusion to reach, does it not? But you can bet it is not. I would not wish for my worst enemy any much bitterer fate than to have to turn his back on all the labor affiliations into which his very heart has gone, probably, and which, as he sees it, stand for the only chance a laborer has of gaining ground against the steady onset of greedy capital. To see every man's hand—the hand of former friends and intimates—raised against you and your wife and children, to see hostile scowls replace the smile of friendship—I tell you, boys, it is not easy, and it is only when a man puts

wife and baby in the balance that the scale goes down.

That is exactly what it meant with this Pennsylvania miner. The minute he went back to work he became a scab—a subject for execration. He was hooted at, sneered at, despised. But the health and maybe the life of his family was at stake and he lifted the burden manfully.

As everybody knows, one of the most effective weapons that the miners used during the strike was the boycott. They boycotted everybody, man, woman and child, who worked against them. Especially did they boycott the scab miners. They boycotted them in the very worst way—prevented them wherever they could from getting the necessities of life.

The baby of the miner who had gone back to work grew worse. The father went for the doctor one night and was told frankly that he could not attend his child.

"But, great God, doctor, my baby's dying!" said the agonized father. "You don't mean you're going to sit still and do nothing, do you?"

The physician got his living out of the miners. He had been served with notice to attend no scab miner or his family.

"I'm sorry," he said, "deeply sorry, but I can't be expected to ruin my whole career."

So the father went back to the baby that seemed almost to be fading away as it lay. Next he tried the drug store. The druggist was sort of an amateur doctor and he thought he might be able to fix him up something for the child. He was a friend of his, too.

"Sorry, old man," said the druggist, "I've got notice. I can't sell you anything."

He tried every drug store in town with the same result, and later every physician. Not one would come near him, through fear of a boycott.

Then he went, half frantic, back to his own physician—pleaded with him, actually went down on his knees to him, to see his baby only once.

He would not do it, but he did go so far as to ask about its symptoms. The trouble was that it could not hold any food down and, besides that, had marasmus, I believe. The poor thing was a rapidly fading shadow.

"I'll tell you," said the doctor, "from what you tell me I believe condensed milk is what that baby needs. If it can keep condensed milk on its stomach you can save its life. You go to a grocery store right away and get some condensed milk, and if you appreciate what I've done, tell nobody that I even saw you, for I'd be ruined as sure as you live!"

The miner ran out of the house, straight to the store of the grocer who usually sold him goods. The grocer saw him coming in and shook his head significantly.

"Wait a minute," said the miner. "Let me tell you about it! M' baby's a-dyin'! Just because I went back to work so's I could buy stuff to feed it and the wife with, just so's to keep 'em both alive, those miserable hounds have put a boycott

on me! I can't get a doctor in the place to look at the baby, an' him a-gettin' worse every minute! I can't get a drug store to sell me anything! After I'd prayed to a doctor on me knees, he did tell me condensed milk might do a little. For the love of God, sell me a can, John! If you don't, by God, and the baby dies, you'll be its murderer! Don't make me curse you, John; you've been me friend! Sell me the milk!"

This grocer was a man. He had lost a baby of his own and he took his business in his hand and sold the miner the condensed milk.

Some low-down union spy found it out and the next day a boycott was declared on the store and it has never been lifted. In January the grocer moved from the place, for he was not selling a dollar's worth a day. His friends and relatives were all bound up in the coal towns, so he went from place to place, trying to overcome the boycott against him, but never succeeding. The miners had done their work systematically, and everywhere the poor little grocer went he found himself on the outside of a solid wall a hundred feet high.

Now his money is gone and he is about to take a job as clerk in a New Jersey town. His business was ruined, his associations broken up, his friends turned against him—why? Simply because he sold a can of milk to save the life of a scab miner's baby!

Gentlemen, I say unto you that I would a million times rather be that grocer, poor and broken although he is, than the physician or the druggist who refused to minister to a sick child. And I had rather take the grocer's chance of heaven, too, although the others may be deacons

in the church and he not even a Christian!

The poor baby died after all.—Stroller in Grocery World.



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.

McLachlan University

Summer School; Summer Rates; Best School

100 STUDENTS

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

D. McLACHLAN CO.

19.25 S. Division St.

GRAND RAPIDS.

We aim to keep up the standard of our product that has earned for us the registered title of our label.

"The Clothing that makes Rochester famous"

REGISTERED BY Solomon Bros. & Lempert, 1900.

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

Wall Papers

Newest Designs

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Newest Patterns

High Grade Paints and Oils

C. L. Harvey & Co.

Exclusively Retail

59 Monroe St., Grand Rapids, Mich.

Shoes and Rubbers

Some Advantages of the Exclusive Shoe Store.

It seems to me that my friends who advocate the superiority of the exclusive over the department shoe store take it for granted that the majority of the purchasing public have a preference for the former.

Now I will admit that in every community there are a few people who would rather buy their shoes of the exclusive dealer.

But their numbers are so small they really do not count.

You will find in most any town parties who appreciate a good scientific fit.

They give the dealer credit for understanding his business when he demonstrates to them that the reason their shoes have not been comfortable is that they have been fitted too short and wide.

He fits them with something longer and narrower and the customer realizes that they look better and feel more comfortable than the short wide ones he has just taken off; they are duly grateful and mentally vow they will come back when they need another pair.

Some of them undoubtedly do.

But the bulk of the trade, the people who buy the staple and medium priced goods, do not care to be scientifically fitted.

They call for an SE because they have always worn that size and they take it and go without any further argument.

Suppose they do bag a little under the instep.

That cuts no figure with them. And this class is in the big majority.

There is profit on the goods they buy and they pay cash.

They do not care to be scientifically fitted and resent the attempt to educate them up to it.

Those are the people who go to the department store.

The correspondent from Nelsonville, Ohio, speaks of the man purchaser only. He says:

"We'll admit a customer will visit a department store ten times or oftener to a shoe store's once. But does that give the department man ten chances at him for shoes to the exclusive man's one? One call he buys yard ribbon. Will the lady behind the counter suggest that he now look at shoes? His next visit is for pearl buttons or a corset. Will the saleslady mention shoes? He may visit the department store many times and never think about shoes.

"Usually, when a man buys shoes he knows or thinks about it before starting for a store. Then, why more likely to go to a store where all manner of merchandise is sold than to an exclusive shoe store? It is not the general impression that department stores sell shoes cheaper. It is not thought their shoes are better. Is it not a fact that he is less likely to go to the department store?

"The department store attracts customers wanting a number of articles, but when a single item—such

as shoes—is wanted most persons select the exclusive store.

"Usually, when a man buys shoes he knows or thinks about it before starting for a store."

Yes, but the men do not buy the shoes. It is the mother who buys the shoes for the family. She buys the shoes for the boys and the girls, as well as herself and, frequently, she buys her husband's shoes, also.

When she goes in to buy a ribbon or a spool of thread of course "the lady behind the counter" suggests she look at shoes.

That is what she is there for and does the lady look at the shoes? Of course she does.

She is out shopping and is ready to look at most any old thing.

A woman does not visit the shoe store when she goes shopping.

Well! If the shoe department has anything like a good assortment—and they generally do have—she is induced to buy a pair.

When once you break the ice by selling the shopper one article the rest is easy.

The old school of salesmen worked on this theory altogether.

In order to get the customer started buying they would make some one article at a very low price, frequently below cost.

Once started there was no trouble selling the rest of the bill.

Did you ever watch an auctioneer starting a crowd into buying?

He finally starts something at a ridiculously low price, perhaps follows it with one or two others, by that time he has the crowd in a buying humor and it is the same with the individual.

Another thing you have perhaps noticed but forgotten:

It is much easier to sell goods in a store where they are busy.

You know it is easier to sell goods on busy days when the rush is on.

People are more apt to come in if they see the store full than they are if there is no one in sight.

I do not attempt to offer any explanation for this, but we all know it is so.

Just notice your customers who come in on a dull day.

They are harder to please and have to be thoroughly satisfied in every particular before they buy. The department store is always busy.

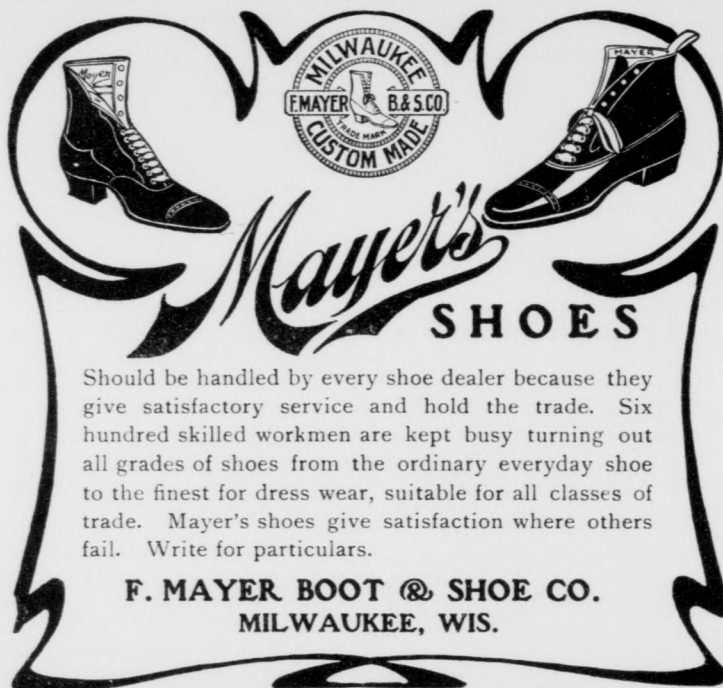
You have people in looking even if they are not all purchasers, and these people act as decoys to the rest.

Where do you find an exclusive shoe store that keeps busy all the time? They are few and far between.

I notice "Brother Ham" makes a few remarks on this subject and he handles it very intelligently.

But he makes rather broad assertions when he says, "Sometimes the argument is made that as the department stores throughout the country reach a higher state of development the exclusive shoe store will no longer be able to withstand its competition. But that argument appears weak.

"The department store is seen at



Mayer's SHOES

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

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

The Lacy Shoe Co.

Caro, Mich.

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

Advertised Shoes

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

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

EXPERTS INFORM US



That we are putting much more wear and much better leather and workmanship into the men's Goodyear Welt shoes we are making for the trade to retail at \$3.00 and \$3.50 than are ordinarily to be found in the class of footwear built to sell at these prices.

Our lasts and styles are thoroughly up to date.

RINDGE, KALMBACH, LOGIE & CO., LTD.
GRAND RAPIDS, MICH.

its highest state of perfection in New York and Chicago, and yet in both these cities the exclusive shoe stores are gaining; gaining in number and individual sales."

Brother Ham is, perhaps, not aware that the largest exclusive shoe dealer in this country, Canmeyer of New York, has recently added a stock of furnishings, such as fancy underclothing, hosiery, etc.

There are, perhaps, a few more exclusive shoe stores in Chicago than there were five years ago, but the increase has been confined to the stores making a specialty of \$2.50 shoes. One of the old land marks in the exclusive line was compelled to quit business a short time ago. At one time they could have cashed in a small fortune, but they did not know when to quit. Several others are apparently doing fairly well, but I know personally that one store that has in the past made money is now running the other way. Yet nine out of ten persons if asked would say they were doing well.

Appearances are often deceiving.

Brother Ham's suggestion that hosiery would be a good line to add to the shoe stock, when conditions demand a change, is a good one.—J. P. M. in Shoe and Leather Gazette.

The Union Stamp Only a Passing Fad.

Shoe manufacturers in Chicago are nothing if not conservative. Almost without exception they dislike the union stamp, and also almost without exception they do not wish to have their names mentioned in any interview bearing on the subject. They are also practically unanimous in the belief that it is only a passing fad.

One who carries the union stamp and who refuses to have his name mentioned was completely dumb-founded when told that jobbers could acquire a union-stamp "factory number" under a fictitious name. He declared that such proceedings were an outrage on the manufacturers who adopt the stamp in particular and on the trade in general. He said he would drop the stamp as soon as he could and that it had been a detriment to his business oftener than a help. He cited instances where his salesmen had lost orders because the buyers felt that union-stamp shoes must contain less value than those unstamped, and stated his experience had proven to him that it was values and style the great majority of the trade are looking for, not the union stamp or any other stamp.

Another large manufacturer, who has not taken on the union stamp, said: "I am surprised to hear that jobbers can get the stamp, and, on second thought, glad, also, for I think such a condition of affairs should help give the fad its death blow. My confidential advice to other manufacturers would be not to object to it, for it will hurt the union cause very much. 'Give a calf enough rope and he will hang himself,' you know. In addition to other well-known objections to the use of the stamp, we want to have our name

on the shoes sell them, and want our customers to feel they are buying 'our' shoes, not union-stamp shoes."

Another well-known manufacturer said: "We will not take on the stamp so long as we can help it, and I judge that means never. I think the craze is dying, instead of getting larger. The fact that any jobber can get a 'factory number' and have his own stamp looks rotten to me. I would not tell for publication my opinion of it; but I consider it on a par with other things the Boot and Shoe Workers' Union has done."

Others express themselves similarly. It is not often that one hears a good word among Chicago shoe manufacturers for the union stamp.

It is not many months ago that the Rochester shoe manufacturers were concerned in a movement being made to induce all local factories to unionize their factories and use the union stamp. It was argued by agents of the union that it would mean a great increase in the output of the Rochester factories. Some of the manufacturers tried the plan for a year. One concern dates its loss of prestige from the day it put on the stamp, although it does not charge that the stamp brought them to a close. But it is known that this firm had to pay higher wages for its help and that the prices of shoes were not advanced. The stamp was of no calculable benefit to them, however. They have been out of business several months, closing voluntarily and paying creditors in full. Menihan & Gilchrist threaten to throw up the stamp at the end of their year, as also does the M. J. Whitman Co.—Shoe Retailer.

Wealth of the World.

The total wealth of the world is estimated by a French writer at \$400,000,000,000. The greater part is owned by Americans and Europeans. The United States has somewhere near \$100,000,000,000, or about one-fourth of the whole. The United Kingdom is the richest country in Europe, its wealth being estimated at \$59,000,000,000, or \$1,500 per capita. France is next richest nation of Europe. Mulhall estimated her wealth in 1895 at \$48,350,000,000. Germany's wealth is \$43,000,000,000, or about \$785 per capita. German money loaned or invested abroad amounts to nearly \$9,000,000,000. A recent estimate places Russia's wealth at \$32,000,000,000, or about \$296 per capita (estimating the population in 1901 at 108,000,000).

Highly Recommended.

"Tell me, waiter, in confidence—do they set a good table here?"

"O, yes! Even the landlord himself dines here occasionally, and I do too sometimes!"

"Knocking" is expressive for the custom of saying mean things about competitors. The "knocker" is usually a man who can not succeed in life and whose non-success has soured him against all who presume to reach the top.

Do You Know What We Carry?

Men's, Boys', Youths', Women's, Misses' and Children's Shoes

Lycoming Rubbers (best on earth), Woonsocket Boots, Lumbermen's Socks, Canvas Leggings, Combinations, Leather Tops in all heights, and many other things.

Geo. H. Reeder & Co.

Grand Rapids, Mich.

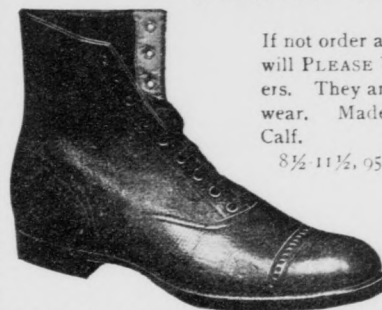
Announcement

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.

? Have You Bought Your ? School Shoes



If not order a sample dozen of ours. They will PLEASE You and satisfy your customers. They are all solid and warranted to wear. Made of Dongola and Kangaroo Calif.

8½ 11½, 95c; 12-2, \$1.10.

Walden Shoe Co.,
Grand Rapids, Mich.

Wanted

Somebody to show us how to make a shoe that is better than our

Hard Pan

A shoe that has more real stuff, more value, more satisfaction in it, and that will wear like iron equal with our Hard Pans. We are willing to be shown.

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.

FATAL ERROR

Made by a Mail Order House in Chicago.

Written for the Tradesman.

Every now and then, if a man keeps his eye on his competitors, he will be able to realize profit from his vigilance. The other fellow is liable to make a great blunder, and when he does it is up to the man who is watching to "get busy," as they say on the bowery.

A few days ago, while running over the pages of an agricultural magazine, I discovered an advertisement that interested me greatly, and at the same time filled me with surprise. I think any merchant who is troubled with mail order competition could use the advertisement in his store without suffering any loss of trade—and it might possibly bring additional business from his friends about the community. This advertisement was in direct contrast with the general run of mail order advertisements, in that it set forth the wonderful profits to be made by selling merchandise by mail. The advertisement was worded for the express purpose of selling stock in the concern, which is one of the oldest and most widely known companies of that great mail order center, Chicago. The body matter of the advertisement starts out in this manner: "Merchandising is the money-maker of the age. The mail order department store is the greatest." And the second paragraph winds up with the statement that its profits are immense. Immediately following comes a sentence in heavy face type which reads:

"An investment of less than \$40,000 yielded over a million dollars in cash in less than six years in one of the Chicago mail order houses."

Then follows the statement that the famous co-operative stores in England cleared over 40 per cent. on the investment last year. After this is a request to send for a booklet telling all about how to rake in the long green by investing in the stock being put on the market by this gigantic concern. A little is also inserted toward the bottom concerning the wonderful saving to be made by buying merchandise of this house.

It seems to me that this is one of the most remarkable moves ever made by a mail order concern. The rural districts have been worked to a finish year in and year out by this and other concerns, the one great cry being that those who buy of them will save all the way from 25 to 40 per cent. on the investment. In the catalogues sent out the advertising managers of these stores have claimed to their rural friends that they are not getting their just dues from their home stores, and also that no ordinary store is able to compete with them.

Where is the merchant who has not been confronted one or more times (probably more) by the person who says: "You can't sell as cheap as the big mail order houses because they buy in such large quantities. They have unlimited capital. They are able to sell cheaper than

you can buy. I'm going to get my stuff in Chicago."

Now, doesn't that have a sort of familiar ring to it? Of course it does. This claim is heard every week in the year almost. It sounds good, doesn't it? There are none of us who will deny that by purchasing goods in enormous quantities it is possible to offer them at slightly reduced prices—but the difference is not "from 25 to 40 per cent." as our friends would lead us to believe.

But wait a minute! In this advertisement, which takes an entire page in this agricultural publication, the statement is made that: "It requires less capital to do an unlimited amount of business than any other mercantile or manufacturing enterprise. It is strictly a cash business. It has no losses. It is a 'hard times' business. It does not even depend on prosperity."

Wouldn't that jar you to a considerable extent! After these mail order concerns have been blowing for years about their stupendous purchases that almost stagger the imagination of the average individual, after they have been reaching out here and there all over the country in a mighty effort to keep the country merchant from taking the last cent of the community for his wares, after having led us to believe it is buying dry goods by the mile and carpet by the acre that has made it possible for them to offer such wonderful bargains, after announcing that nobody else is able to command the markets as they do, after all this eloquent jamming of atmosphere through the columns of the sample copy publications of the State of Maine, the statement of a mail order house, that has claimed to be one of the big ones, to the effect that the mail order business can be run on less capital than any other merchandising institution and that the profits are greater is one well calculated to give the average man the jim jams. It is a statement that should give the whole thing away to any sound-thinking man. Reading between the lines one learns that about all the money needed is enough to do the advertising and buy a few goods. Everybody knows that all these concerns started from nothing. True, some of them have grown so large that they have been able to put the pictures of their own buildings on the covers of their catalogue, but they make no bigger claims than they did in the days when they were just emerging from the embryo state. This process of saving the people 25 to 40 per cent. was started when some of them only had money enough to pay for limited advertising space and desk room in an office building. Since then they have grown gigantic in size, but they do not seem to be able to sell any cheaper than they did years ago.

One of Chicago's mail order men founded his fortune on the sale of cheap petticoats. He found where he could buy an inferior petticoat so as to sell it at 49 cents by mail and have some money left. He advertised his wonderful bargain and sold

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

If so, order sample dozens of following:

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



Hirth, Krause & Co., Grand Rapids, Michigan

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

Rubber Fruit Jar Rings

BULK AND CARTONS

Write for Prices.

Goodyear Rubber Co.

Milwaukee, Wis.

Walter W. Wallis, Manager.

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.

12,000 of these good-for-nothing undershirts, made enough to get a little better start and was rich in a short time. He, like the rest of them, claimed to sell cheaper than local dealers throughout the country.

It seems to me that a merchant might use such an advertisement as the one previously referred to in a profitable way by allowing the mail order fiends of his neighborhood to peruse it. I would not advise saying anything about it to persons who do their buying at home, but when the old timer comes in and kicks on things and begins to blow off steam about how cheap he can buy in Chicago the advertisement could be brought out and if a little verbal illustrating and comparing with a catalogue are done it may be possible to convince the gentleman that he can not do better away from home.

The mail order proposition is a new one. Like all new things, it is being handled by men who are alive to the spirit of the times. A majority of the men who go into the mail order business are hustlers. They have to be, or they will go on the rocks in short order. In a competition the hustler ever comes out victorious, so it will be seen that the man who is troubled with this kind of competition must get to the front and push things. It is surprising how thoroughly the rural districts are covered by the cheap publications that carry nothing but mail order advertising. Hardly a farm house can be found where one or more of these cheap magazines does not grace the table. And these firms are gradually working themselves into the columns of the agricultural press. It is generally believed in advertising circles that the mail order business in this country is yet in its infancy. If this is true, then the country merchant must be on his guard. He must put up such a "holler" about his goods that the mail order stores will be forgotten.

It seems to me that the move to sell stock in this mail order concern to the farmers, under such Barnum-like claims of merit, taking into consideration what the rural population have been led to believe in the past, is a fatal error that the small merchant might make use of to advantage, provided, of course, that he knows a little about diplomacy. It is seldom that the mail order houses leave such a hole open for attack.

Raymond H. Merrill.

Importance of Courtesy in Waiting on Customers.

However it may be in the smaller towns, there is a deplorable lack of common courtesy among the clerks of large retail stores in the city. The writer had occasion not long ago to visit one of the leading retail shoe stores of St. Louis to get an insole for one of a pair of new shoes, one of which appeared to be larger than the other.

The shoe was too large over the ball of the foot, but fitted well enough in every other respect, and a friend suggested that if the heel of an insole were cut away, the remaining portion slipped into this

shoe would make it fit about right.

With this idea he entered the store and stated his case. The clerk who waited upon him first pulled off the shoe without unlacing it properly, and when the foot stuck at about one-half out he gave it a jerk, which, if not sufficient to put the ankle out of joint, was, at best, uncomfortable. Not the least disagreeable part of the transaction was the mere fact that he had to submit to the indignity. That sometimes hurts a good deal more than the physical annoyance. People do not like to be treated as if they were cattle, and not many will submit to it. Shoe values can not be good enough to tempt them a second time into such a store.

The next thing the clerk did was to put in an insole about a half-inch too narrow, so that part of the sole of the foot would extend over the edge and settle down to the lower level. That would put a nice, comfortable welt on the naked sole of a man's foot in the course of a day's wear, wouldn't it? When a man takes off his shoe at night and finds his foot in that condition he would feel like going back to the store and cleaning house with the whole establishment.

When the shoe had at last been properly fitted and the time for payment came the customer was informed that they made no charge for such service. Under any other circumstances he would have felt pretty well treated. He certainly would have paid a dime for the insole and gone away feeling a hundred times better had he been treated with consideration throughout the whole transaction.

That clerk was not a bad kind of a fellow either, he had just gotten into the mechanical, careless habit, and had no particular interest in what he was doing. The customer in this case may have been a little bit cranky, but the fact remains, that cranky or not, he is just like hundreds of other people who have money and buy shoes. Careful attention wins them and carelessness drives them away.

When a clerk gets careless, or when he gets smart and thinks that every fellow who comes into the store is a sucker who does not know anything and needs to be "trimmed," the "sucker" is pretty sure to feel it and pull out to some other place. It does not pay.—Shoe and Leather Gazette.

A Diplomat.

Mamma—Now, sir, for your disobedience I'm going to spank you.

Willie—Say, ma, let's compromise this thing.

Mamma—What?

Willie—Call it quits and I'll use my influence with pa to get you that bonnet you want.

No individual or concern can stand still in a business way. Either they are climbing up or sliding down. Which way are you moving?

The trouble with the average man is that his song has too many verses.

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

In Everybody's Mouth

Honeysuckle

Chocolate Chips

Packed In Pails and Boxes

Putnam Factory

National Candy Company

Grand Rapids, Mich.

"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.

PILES CURED

Without Chloroform, Knife or Pain

Indisputable Evidence of the Superiority of the BURLESON PAINLESS DISSOLVENT METHOD Over All Others

TRIED EVERYTHING.

Wished He Had Met Dr. Burleson 25 Years Ago.

I was a sufferer for more than 25 years with piles. I have tried all kinds of remedies; some would give relief for a short time while others would not do any good; really seemed to make me worse. Finally got so bad that I had to call my family physician, and he said the only way was to have an operation and use the knife. I did not like the idea, for I had heard of so many cases that were worse than failures. I concluded to see Dr. Willard M. Burleson and have a talk with him. He seemed so confident that he could cure me, and knowing that something had to be done, and done right away, for I could not live much longer in the condition I was in, I took the treatment, and, thanks to Dr. Burleson, am well. He used no chloroform and caused me no pain whatever. I would not suffer for one day for what it cost me to get well, and I am only sorry that I did not meet Dr. Burleson 25 years ago. I cheerfully recommend Dr. Burleson to all sufferers from piles and other Diseases of the Rectum.

Very respectfully,

THOMAS O'KEEFE,

316 Butterworth Ave.
Grand Rapids, Mich., April 13, 1903.

350 Treatments Made Him Worse. Cured in 15 Minutes by New Method.

Grand Rapids, Mich., July 1, 1903.

I was afflicted with protruding piles for years, and naturally dreaded to submit to an operation by the knife, so consulted a rectal specialist who used the injection method. He was very emphatic in his promises of a cure, so I placed myself under his care and he treated me three to seven times weekly for about 24 months, causing me all kinds of suffering, but did not benefit me a particle. After taking more than 350 treatments by this worse than useless method I was in worse condition both physically and financially, than when I started.

I heard of Dr. Willard M. Burleson and his success and consulted him. He told me that he could cure me and that I need not pay a cent until I was satisfied that I was cured. He treated me just once (taking about 15 minutes. I was absent from my work only about half an hour), by his new Painless Dissolvent Method, and cured me completely, while more than 350 treatments by the old-fashioned injection method actually made me worse. I hardly expected such phenomenal results, but as I was to be the sole judge, and was to pay nothing until satisfied, I could not doubt Dr. Burleson's

OPERATED ON SEVERAL TIMES

And Used a Wheelbarrow Full of Remedies. No Benefit—Finally Cured by Dr. Burleson in 30 Minutes.

Big Rapids, Mich., June 28, 1902.

This is to certify that I had been afflicted with Protruding and Bleeding Piles for over 15 years until I became both a physical and financial wreck. I was unable to do work of any kind.

I had them operated on several times, which only made them worse. Tried dozens of "sure cure" remedies and all the salves and ointments you could load in a wheelbarrow; some of them gave a little relief for the time, but nothing more. Only a waste of time and money. Last March I saw the advertisement of Dr. Willard M. Burleson, the Rectal Specialist, of Grand Rapids, Mich. I went to him and in less than half an hour, in his office, he permanently cured me. Since then I have felt like a new man. I went to work a week later at my trade (carpenter) and have been working hard every day since.

To those afflicted I would say: Do not fool away any more time or money with worthless salves and ointments and do not let anyone butcher you, but go to an expert who can cure you quickly without chloroform, knife or pain.

No person ever had the piles worse than I had them. I suffered the miseries of hell for years and if he cured me he can cure you.

There is not a day but that I think of Dr. Burleson as the man who put an end to my 15 years of suffering. E. D. KENT.

Took 50 Treatments Without Benefit. Cured in 30 Minutes by New Method.

Grand Rapids, Mich., July 1, 1903.

I suffered for years with a bad case of protruding piles and prolapsus, which disabled me so I was unable to work a good deal of the time. I could get no relief at home (St. Louis, Mich.) so decided to go to Grand Rapids and be treated by a specialist. On inquiry I found a rectal specialist, who claimed to cure piles by what he called the injection method. I consulted him and he assured me that he could effect a cure. So I commenced treating with him, continuing same twice weekly for about six months. He used the injection method, until it could be seen to be an absolute failure. He then claimed that he knew about the use of electricity and so he tried that for a few weeks, with no benefit whatever, until I got disgusted and began to give up all hope of being cured. With all these treatments I had not received a particle of benefit. At this point I thought I would go and have a talk with Dr. Willard

M. Burleson, the Rectal Specialist, and he



Willard M. Burleson, M. D.
Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.
103 Monroe Street.

Charges and Terms

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared to pay the entire fee at once will be allowed to make payment as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

The Method

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. THE PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and

Had Piles Forty Years—Cured in Thirty Minutes—No Money Until Cured.

The Crosby & Beckley Co.,
Wholesale

Hardwood Lumber,
Michigan Hardwoods.

Eastern Office, New Haven, Conn.

Delta, Mich., April 11, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. I have had piles since 1864, while in the army, and I have tried any amount of remedies. I finally made the assertion that people might claim what they would, I claimed there was no permanent cure for piles, when once fairly hold of a person. I was advised to see you by one who had been cured, and I permitted you to treat me more as an experiment than anything else. You left it all to me to decide whether I was cured or not. You told me I need not expect a miracle; I had been 40 years getting into the condition I was in, and I ought to be satisfied to get out in one year. It has been only about two months now and I am nearly through with all looseness or protruding when having a passage. I expected to need two or three treatments, but the longer I wait the more I am convinced I am cured now with only one treatment.

I cheerfully recommend all sufferers with any kind of piles to visit you and get cured. You are a success; there is no question about it.

Yours very respectfully,

A. C. CROSBY.

In Bed Eight Weeks Following Knife Operation—Was Soon Worse Than Ever.

I was terribly afflicted with protruding piles. Had knife operation six years ago, suffered terribly and was in bed eight weeks. Was soon worse than ever. I am now well, however, having been cured by Dr. Burleson's New Painless Dissolvent Method. Did not suffer any and was not in bed one day. Foolish to suffer when you can be cured so easily.

H. D. DAVIS,
Belmont, Mich.

A Well Known Druggist Easily Cured, After Failure of Every Known Remedy.

Grand Rapids, Mich., April 25, 1903.

After suffering the most intense agony for years with a very severe case of piles and trying every remedy known to medical science with no relief and getting worse

Piles Forty-One Years Easily Cured. Would Not Pay Unless Cured.

Clarksville, Mich., April 2, 1903.

To Whom it May Concern:

I suffered with piles since 1862, and for the past eight years was so bad that I was unable to take any comfort whatever. I went to a number of doctors who gave me ointments, and one tried electricity on me, but I got no relief whatever. Made up my mind that there was no cure but the knife, and as much as I dreaded to submit to it, could see no other way. Before being operated upon, however, thought I would call upon Dr. Burleson and see what he could do for me. He assured me that he could cure me without chloroform or knife, but having been disappointed so many times, I had very little faith. I proposed to Dr. Burleson that I would pay him if he would cure me, and if he did not I wouldn't. He told me that he gave these terms to everybody and that if he could not cure me he did not want my money. I took the first treatment then and there and got immediate relief and was cured before I could realize it, and without any pain or inconvenience whatever.

The day before going to Dr. Burleson I went to the back of my farm to saw wood and my piles became so bad after sawing a short time that I could not walk and my son had to go home and get the horses and wagon and haul me in. I have not had any trouble with piles since Dr. Burleson first treated me and I have worked hard every day since.

I never paid a bill so willingly and cheerfully in my life as I paid Dr. Burleson.

Anybody who says Dr. Burleson can't cure piles doesn't know what he is talking about.

HIRAM WILEY.

Fremont, Mich., June 20, 1903.

Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:

You are welcome to use my name in any capacity in which it will do good. I suffered for years with protruding piles and you cured me in one short treatment by your New Painless Dissolvent Method. I was in a very precarious physical condition when I went to you to be treated, but my health and appearance have so much improved that my old friends are all surprised. I have advised numerous friends to call on you and will do so from time to time as opportunity presents itself.

I feel confident that you have the only treatment for this class of trouble. I had been advised by surgeons, in whom I had confidence and supposed were up-to-date, that the only way I could be cured was to have them cut out. However, I know better

by the old-fashioned injection method actually made me worse. I hardly expected such phenomenal results, but as I was the sole judge, and was to pay nothing until satisfied, I could not doubt Dr. Burleson's sincerity. My experience leads me to believe that Dr. Burleson has the best thing on earth for the cure of piles.

While I was being treated by the injection method, I was employed in the post-office and was unable to attend to my work for weeks at a time, not so much from the piles as from the treatment, while Dr. Burleson's treatment did not cause me to lose a single hour from my regular business and caused me no suffering at all. I am well known in Grand Rapids and will be pleased to answer any and all inquiries.

H. R. W.,
87 Kent St.

Everything Failed But the New Painless Dissolvent Method.

Clarksville, Mich., June 20, 1903.

It is with great pleasure that I write this testimonial. I feel as though I would like to tell every one suffering with piles how thankful I am to Dr. Burleson for the permanent cure he has given me. I had suffered for years, as no one can tell, except those who have had piles. I had tried every remedy I could get and was treated by good doctors, but could get no relief. I was permanently cured by Dr. Burleson in two treatments by his New Painless Dissolvent Method, and suffered no pain or inconvenience either during or following treatment. The treatment was so mild and easy that the only suffering I had at all was in the dread.

Dr. Burleson guaranteed to cure me or accept no pay, and I now know that his guarantee is as good as gold. He did just as he said he would and claims nothing he cannot do.

F. E. RICHARDS,
Postmaster.

TRIED ALL THE "SURE CURE" REMEDIES.

Told That He Could Not Be Cured Without Operation.

After suffering for years with a distressing case of internal and external hemorrhoids (11 in number), and after having tried many "sure cure" remedies (so-called), and obtaining only temporary relief therefrom, I consulted Dr. Willard M. Burleson, who, after a few weeks' treatment with his new method of absorption by electricity, has effected a complete cure; this was done with but little pain and no loss of time from my regular business. I have every reason to believe I am entirely cured, and I cheerfully recommend Dr. Burleson and his new method to any who may be suffering in like manner.

I had been advised by several of our best physicians that I could not be cured without a surgical operation and confinement in the hospital.

GEO. W. ABELL,
40 James St., Grand Rapids, Mich.

whatever until I got disgusted and began to give up all hope of being cured. With all these treatments I had not received a particle of benefit. At this point I thought I would go and have a talk with Dr. Willard M. Burleson, the Rectal Specialist, and he told me that he could easily cure me and that it would cost me nothing until I was satisfied that I was cured. He treated me once by his New Painless Dissolvent Method and to my great surprise and joy he cured me and I have not had a sign of prolapsus or protrusion since.

I do not know whether the fault was in the man or the old-fashioned injection method, but in my case I know that both were dismal failures. I took about 50 treatments by this old-fashioned method with no benefit whatever, and Dr. Burleson by his New Method completely cured me of all protrusion and prolapsus in one treatment lasting about 30 minutes. If I had gone to Dr. Burleson in the first place and received honest, intelligent and up-to-date treatment, I would have been saved six months of suffering and the annoyance of about 50 useless treatments.

I had an extremely bad case and Dr. Burleson's pronounced success in my case leads me to believe that he will have but few failures.

Dr. Burleson accomplished much more than he promised in my case, while the doctor who used the injection method promised everything and accomplished nothing.

W. A. GREEN,
197 Mt. Vernon St.,
Grand Rapids, Mich.

Suffered Fourteen Years.

Hart, Mich., April 20, 1903.

I suffered fourteen years with external and internal piles and the past four years there was scarcely a day I did not suffer with them, and at times I was confined to my bed. I tried many different remedies and suffered many painful treatments from physicians only to make me worse. A friend advised me to consult Dr. Willard M. Burleson of Grand Rapids. September 24, 1902, I did so and he cured me. I truly believe his Dissolvent Treatment is perfect and cannot fail to cure. His charges are the most reasonable of any physician who ever treated me.

L. G. POPP, R. F. D. No. 1.

Pere Marquette Railroad Company.

Mill Grove, Mich., July 8, 1903.
Dr. Willard Burleson,
Grand Rapids, Mich.

Dear Doctor:

I have had one week of comfort; no pile trouble to speak of. If it continues to keep this way and improve a little, I shall be ready to join the list of those who sing the praise of Dr. Willard M. Burleson's discovery.

Only those who have suffered as I have for the past 20 years can realize what it is to be cured by such a painless method. Words will not express my gratitude.

Yours truly,
W. H. SHIRLEY, Agent.

more than two weeks for a complete cure. The PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET. IT CONTAINS MUCH VALUABLE INFORMATION.

How to Find Out

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without any prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—came to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

Guarantee

I guarantee to cure Piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. If I fail there will be no charge. I require no deposit or written contract.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

No Faith in Salves and Ointments. Speaks From Experience.

PALMITER, THE CLOTHIER,
Phone 40—2 rings.
Good Clothing Ready to Wear.
Custom Made.
Furnishings, Too.
Hart, Mich., April 13, 1903.

Dr. Burleson cures piles. I suffered for ten years with a most painful case, tried all sorts of salves and ointments without relief, to say nothing of cure. I do not believe these patent mixtures ever cured a genuine case of piles. Dr. Burleson has cured me completely and I have every reason to believe in him and his method of treatment.

H. J. PALMITER.

Grand Rapids, Mich., April 25, 1903.

After suffering the most intense agony for years with a very severe case of piles and trying every remedy known to medical science with no relief and getting worse all the time, I was easily cured by Dr. Willard M. Burleson by his New Painless Dissolvent Method, without any pain or inconvenience or losing one day from my work.

I was in a terrible condition and on the verge of physical breakdown. From my own experience I know that Dr. Burleson's treatment is everything he claims for it, and language cannot be made strong enough to praise it as it deserves. No person can speak honestly of this wonderful treatment without recommending it. It is a God-send to those who have this terrible affliction.

FRANK ESCOTT,
With Geo. L. Warren, Druggist, 75 Canal St.

Spent \$200.00 Without Relief—Almost Bled to Death—Cured in Two Treatments.

Grand Rapids, July 14, 1902.

Dr. Willard M. Burleson, City. Dear Doctor—You succeeded in curing me of piles so quickly and easily that I can only say you are a wonder.

I spent \$200 and tried three rectal specialists to no avail.

I took two of your painless dissolvent treatments and am cured. I suffered 16 years and nearly bled to death many a time. Anyone afflicted with rectal troubles should certainly see you at once. Thanking you for your wonderful work, I am, sincerely,

H. K. HARRIS,
90 James Street.

Made a Thorough Investigation in the Interest of a Friend.

Frederick H. McDonald.
Builders' Supplies,
90 The Gilbert,
Grand Rapids, Mich.

Grand Rapids, Mich., April 29, 1903.

A few months ago a friend, who was afflicted with piles and who had seen the advertisement of Dr. Willard M. Burleson, wrote to me and requested me to look the doctor up and make inquiry in regard to his success, standing, etc.

I made a thorough and careful investigation and found that Dr. Burleson not only cures piles, but his method is far in advance of any other treatment I ever heard of. I also found that Dr. Burleson is a square and honorable gentleman and will do all he promises.

FREDERICK H. McDONALD.

Suffered Nine Years—Easily Cured.

WIGTON HOUSE.
Rounds & Foote, Proprietors.
A Fine Brick Building Lighted by Electricity.

All Modern Improvements.

Hart, Mich., April 14, 1903.
After suffering with piles for the last nine years, I have been cured by Dr. Burleson's Painless Dissolvent Treatment.

W. A. ROUNDS.

I feel confident that you will find no treatment for this class of trouble. I had been advised by surgeons, in whom I had confidence and supposed were up-to-date, that the only way I could be cured was to have them cut out. However, I know better than this now.

Thanking you for the great service you have rendered me, I am, yours truly,

GEO. E. HILTON,
Postmaster.

P. S.—I expect to be at your office Thursday, with a friend for treatment. G. E. H.

Bad Case of Piles for 20 Years—Cured in Less Than One Hour.

Grand Haven, Mich., April 11, 1903.

After I was troubled with piles for over twenty years and on December 10, 1902, they became so bad I had to give up work and was confined to my bed for three weeks, a friend who had been cured of piles by Dr. Willard M. Burleson called to see me and advised me to go to Grand Rapids and consult with the doctor with a view to being treated. On January 3, 1903, Dr. Burleson gave me a treatment that completely cured me. And only think, in less than one short hour's treatment I was relieved of year's of suffering, and without loss of time, as I was able in a very few days to attend to my business as usual. I cheerfully recommend Dr. Burleson's method of curing piles and other rectal diseases and am satisfied that anyone troubled with either will never regret being treated by him.

CHARLES E. STEARNS,
R. F. D. No. 1.

Cure Effected So Easily and Quickly That She Can Hardly Believe She is the Same Person.

I was afflicted for nine years with protruding bleeding piles, which were so bad that I was unable to be on my feet more than a few minutes at a time. I went to Dr. Burleson and two days after the first treatment by his New Dissolvent Method I started to work and have been on my feet continually ever since, and have suffered no inconvenience whatever. One week after the first treatment I took the second and last treatment, which resulted in a complete cure. The cure was effected so easily and quickly and the change in my condition so great that sometimes I can hardly believe I am the same person. I did not bleed any after the first treatment.

MRS. M. L. SUMNER,
190 Clay Avenue, Muskegon.

Physical Wreck For Years.

Dr. Willard Burleson cured me of an awful case of piles of many years' standing in one painless treatment by his New Painless Dissolvent Method. I was a physical wreck for years but now feel like a new man. I know of others with whom Dr. Burleson has been equally successful.

WILLIAM STODDARD,
Lamont, Mich.

DR. WILLARD M. BURLESON, RECTAL SPECIALIST
103 Monroe St., Grand Rapids

NOBODY NEED STARVE

If the Wasted Food Could Be Made Available.

A string of barges, piled high with all kinds of food, were threading their way down New York Harbor to deposit their cargoes in the open sea. Tons of the food were perfectly good, but all of it was going to be thrown to the fishes.

As the barges passed by an incoming liner, a passenger, leaning over the taff-rail, exclaimed:

"Well, I've traveled all over the world, and seen terrible waste of food in the tropics, but I should have thought a big city like New York would have found something better to do with all this stuff than throw it away."

Economists agree that all over the world people waste as much food as they consume. Practical men who have studied the subject say that the inhabitants of American towns and cities are more wasteful than similar communities in Europe, and that in New York the greatest waste occurs.

"New York is far and away the most wasteful of all our cities," said an official who has had great experience in the disposal of refuse in several American communities. "Flat life leads almost inevitably to waste. In Philadelphia there are comparatively few flats, and probably not one-hundredth part as much food is wasted there as in New York. In Philadelphia people are economical, and the women do their housekeeping very carefully. The same remarks hold good of Boston, in rather lesser degree. Chicago and St. Louis are wasteful cities, but not nearly so wasteful as New York. Pittsburg and Cleveland are also very wasteful. I think I would rank them next to New York. Brooklyn and Jersey City are decidedly less wasteful than Manhattan."

"As compared with her American sister, the English housekeeper is a model of economy. As a rule, the London housewife only provides for her family just as much food as they can eat. Her country cousin is even more careful. The idea of throwing away half a pound of steak or a couple of lamb chops, as the Gotham housewife does without a qualm, would frighten her. But if you want to see real economy in housekeeping, you must go to Scotland. In Edinburgh and Glasgow the women have reduced the elimination of waste to a fine art."

Dr. J. M. Woodbury, New York's Commissioner of Street Cleaning, agrees with this official as far as his own town is concerned.

"It is only natural," said the Commissioner the other day, "that the richest of cities in America should also be the most wasteful. New York, I should say, wastes more food than any other city. It must waste pretty nearly as much as it consumes. I am simply astonished at the large quantities of food given to my department by fellow New Yorkers to throw away."

"Can you give an idea of the total quantity? Are there any statis-

tics available?" the Commissioner was asked.

"No; it is a matter that defies statistics," was the reply. "But the experience of our Department is that almost every store, market, house and flat in New York daily throws away a large quantity of food. The total is enormous. If you go down to the Department dumps, where the refuse collected all over the city is deposited in scows for ultimate disposal, you will be surprised to see how large a proportion of the refuse consists of foodstuffs. You will then be able to realize what a wasteful city New York is."

Two of these dumps were visited. In both places there were several big scows laden with nothing but food—mountains of food, hundreds of tons of food. Potatoes, bread, apples, tomatoes, bananas, meat, turnips, onions were piled up in great heaps on the scows with a thousand other eatables.

"Is it always like this?" one of the officials of the Department was asked.

"Yes, always so, more or less," he answered. "Often there is a great deal more food than this to throw away. Look at this cart."

As he spoke a cart came along the wharf and tipped into the nearest scow a load composed entirely of vegetables and fruits.

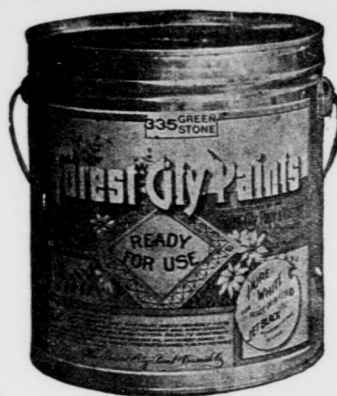
"Is nothing ever done with this food?" the visitor asked.

"Nothing; it is thrown away," was the answer. "And, as you see, it is not nearly all bad when it comes into our hands. Half of it, if not more, is good to eat. Unless you have actually collected their refuse you have no idea of the wastefulness of the average family in a New York flat."

"The wife buys a steak and gets dinner ready, and then the husband comes home from business and says: 'Put your hat on, little girl. I've got tickets for the theater, and we'll have some dinner first at a restaurant.' So the whole of the dinner she has prepared goes down the dumb-waiter in the garbage pail. Even when they do dine at home, the dinner is almost always much larger than they can eat, and a third or a half of it ultimately comes to us."

"And they hardly ever give it away to the poor. In the first place, it is difficult for a beggar to tackle a family living in a flat. In the second place, New Yorkers seldom encourage beggars in any shape or form. I knew a man, however, who was shocked at the family waste, and said that all the uneaten food must be put aside and given to the poor. He told two or three 'hobos' to call for it. In a week the word had gone around that he was an 'easy mark,' and there was a procession of beggars up the stairs of his flat all day long."

"The janitor complained, and his own servant told him that she would leave unless he got another girl to do nothing but answer the door. So he had to give up his charitable scheme, and now he sends all his



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113-115 Monroe Street, Grand Rapids, Mich.

waste food down the dumb-waiter like other people.

"The waste of fruit in New York is incredible. Every banana steamer brings hundreds or thousands of bunches of fully ripe bananas, beautiful, yellow fruit, just ready to eat. The trade will not handle fruit in this condition; it wants green fruit. All these ripe bunches are thrown away.

"Only a short time ago over a million bananas brought in by the British steamship Chickahominy were wasted for this reason. Last year I remember an Italian steamer coming in with a cargo of lemons. The market was glutted at the time, and there was no price for them. It was cheaper to buy lemons here than to import them. The whole of the cargo was given to our Department to throw away.

"This sort of thing seems an awful waste, but I can assure you it is not at all uncommon. On a smaller scale, it is always happening at our markets. A fruit dealer has a few boxes of oranges or tomatoes. The market is just closing; he can not get his price, and rather than sell them for 5 cents less he hands them over to us to throw away. That happens every day. It makes a man's heart bleed to see such immense quantities of good food thrown away, while many people, even in prosperous New York, have not enough to eat."

But, in spite of this indictment, the student of economics must go to the tropics to see the greatest waste of food. Most tropical countries produce enough to feed a hundred times their population. Take Jamaica, for instance. She exports large quantities of bananas, oranges and pineapples to the United States, but billions of those fruits are left to rot on the ground.

A walk through miles of plantations shows thousands of trees weighed down by luscious fruits which have not been picked, because the market price at the moment did not pay for the cost of export. Those fruits are all left to rot.

The world's mango crop is the greatest waste of all. The mango one of the finest fruits in the world, and probably the most nourishing. It grows in bewildering profusion in most parts of the tropics. The negroes eat nothing else in the mango season. They sit under a mango tree and gorge themselves all day long, until the wonder is that they do not burst. An average tree bears over 5,000 mangoes, each as big as a large orange, and there are hundreds of thousands of mango trees in Jamaica alone. The natives, with all their appetite, can not eat 1 per cent. of the crop, which may be conservatively estimated at 10,000,000,000 a year.

Unfortunately, the fruit can not be exported. It will not stand a sea voyage unless it is treated with greater care than is possible to give. Thus it is that many tropical countries are covered at certain seasons of the year by rotting mangoes.

An American traveling in the West Indies once rode along a mountain

path which was literally carpeted for miles by fallen mangoes. In some places they were a foot deep, and the horse's hoofs squashed them at every step.

There is a great waste at sea, where it is generally supposed that food is regarded at its proper value. On the big passenger liners the stewards throw overboard every day almost as much food as the cabin passengers eat—sometimes more, if the passenger list is not very full. This food is seldom, if ever, given to the crew or the steerage passengers.

A New Yorker once traveled on a West Indian steamship belonging to a service which is called by sailors the "Hungry Goose Line," because of the scanty supply of food in the fore-castle. Every day half-eaten joints of meat, puddings, stale bread and piles of cooked vegetables were thrown overboard. While the New Yorker stood watching this feeding of the fishes one morning, a sailor came up and said:

"Look at that 'ere waste, sir; and yet they starve us poor chaps forward."

On another voyage the same man saw nearly 2,000,000 bananas and oranges thrown overboard because they were ripening too fast. All day long the sailors hove the golden bunches of fruit to the waves. A yellow streak of wasted food stretched as far as the eye could reach in the wake of the vessel.

There is enormous waste of food in the great cattle and sheep-rearing countries, especially in New Zealand, Australia, Argentina, Colombia and Venezuela. Hundreds of thousands of sheep and cattle are slain merely for their hides, horns and hoofs, the exportation of the meat being unprofitable. A man who had worked on a sheep run in New South Wales declared that he once saw the carcasses of over 6,000 sheep on one farm. They had been slain for their wool alone, and none of their meat was used.

The problem of proper food distribution seems insuperably difficult, even in this progressive day and generation. Bassett Staines.

Decrease in Agricultural Population.

In 1871 Germany was a nation of 39,000,000 inhabitants, of whom 60 per cent. were engaged in agricultural pursuits. In 1900 it had increased to an empire of 58,000,000 inhabitants, of whom 35 per cent. were engaged in agriculture and 35 per cent.—nearly two-thirds—in industry and trade. This transformation from agriculture to industry was most active between 1880 and 1895, during which period the working population increased 17.8 per cent., of which agriculture only gained 0.7 per cent., while manufactures, mining and the building trades were increased 29.5 per cent. and commerce 48.9 per cent.

Every moment you now lose is so much character and advantage lost; on the other hand, every moment you now employ usefully is so much time wisely laid out at prodigious interest.

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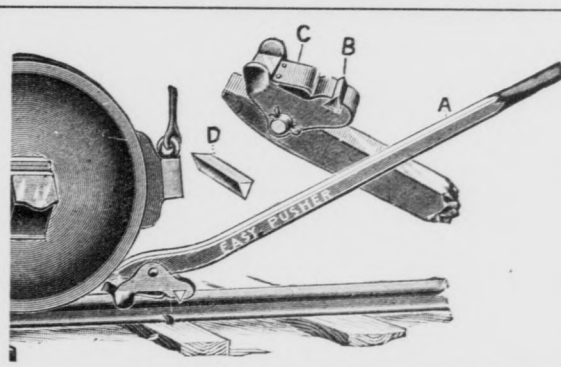
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Woman's World

Woman's Troubles Due To Lack of Backbone.

I am not, thank heaven, like the conceited Frenchman who said that if he had been consulted at the beginning of things he could have saved the Creator from making some mortifying blunders. Nevertheless I often wonder if we would not have been a good many million miles nearer the millennium if it had pleased the Almighty to make Eve out of Adam's vertebrae instead of his rib.

That got the feminine sex off on the wrong foot, so to speak. It started us out with a handicap, and ever since, whenever a woman has shown any inclination to brace up, and have enough starch in her character to stand alone, somebody has always been on hand to throw cold water on her and reduce her to the limp and helpless condition of a wet dish rag again.

Perhaps, considering that it is a constitutional affliction with her, we should not be too hard on woman for not possessing a backbone, but there can be no doubt that it has been at the bottom of most of the trouble in the world ever since the first woman was soft enough to yield to the first temptation that came her way. Strangely enough, however, instead of deprecating this weakness as it deserves, men have idealized it. Nay, more. In a paroxysm of gallantry they even glorify what is mere flabbiness and spinelessness by

calling it womanly tenderness, and gentleness, and sympathy and as a general thing, the more acquiescent, the more pliable and the mushier a woman is, the better she is liked by men. The popular masculine model of feminine perfection is still a creature who is all heart and rib, and no brain or backbone—a being who is so full of the milk of human kindness she is simply sloshing over, and who is always ready to pity and never to judge.

This is a pretty and a poetic thought, and it might be a good working platform, if life were lived in hexameters or set to rhymes. Unfortunately, though, the world is cold, hard prose, and robbed of all the chiffons of romance that novelists and versifiers have draped about her, the naked fact stands forth that the backboneless woman is the millstone about the neck of humanity, for she is simply the load that the balance of the world has to pull along. She yearns for rights she is too cowardly to take; she groans under wrongs she is too weak to resist; she bemoans social conditions she lacks the grit to set right. I know of nothing else so pathetic as that the majority of the women of the civilized world are banded together in church societies, and temperance societies, and anti-vice societies, praying for a miracle to happen that they could work themselves with one good, strong, united kick.

The one thing that above all others inspires me with an admiration that is positive reverence for the mighty

masculine intellect is that through all of these centuries man has succeeded in bulldozing woman, and forcing her to come up to his standard, while apparently it has never dawned on her that she had an equal right to force him to come up to hers. That is why women are better than men. A man is particular about the moral character of the person he marries. A woman is not. A man puts on magnifying glasses when he looks into the past of the one he is about to marry. A woman shuts her eyes.

We pretend that it does, but we know that in reality sex makes no difference in temperament, appetites or tastes. There are probably just as many women with a longing for liquor and excitement and rowdiness generally as there are men, but women do not indulge their weaknesses because they know that society does not kill the fatted calf for the prodigal daughter, no matter how much veal it slays for the prodigal son. No woman deceives herself with the hope that if she should come rolling home drunk in the early hours of the morning a patient and forgiving husband would receive her with a sweet kiss. On the contrary, she knows she would be hauled into the divorce court, and that knowledge keeps women, as a sex, sober and decent. If the time ever comes when women have the backbone to brace up and refuse to marry an immoral man or to be seen in public with one, just as a man refuses to give his name to the woman with a

stained past; if wives ever gather together sufficient strength to treat the drunken husband as the husband would treat them if they needed the Keeley cure, we shall have some reforms inaugurated by women that will reform. Until they do—until women quit forgiving so much, and fight a little more—all of the oratory and "be it resolved" and "whereas" and "wherefores" indulged in by the women's reform societies are but a waste of hot air. You have got to put some force behind anything to make it succeed.

The same thing may be said about the species of domestic slavery under which so many women groan. Women complain to me constantly that they have to go like beggars to their husbands for every cent they have to spend; that their husbands frequently wreak on them all the bad temper and irritability and nerves that they would not dare show the balance of the world. Again, I say, it is the woman's own fault if she lets herself be treated that way, and she has no one to blame but herself. Not only your husband, but the whole world will trample on you if you make a door mat of yourself, but people will not only not step on you, but they will keep off the corns of the woman who bears herself with dignity and demands respect by the attitude which she shows to others. Few men have the nerve to insult a woman, even if she is their own wife, unless she first starts the ruction. If one does, if instead of weeping or making a hot retort, the wife treats



You can buy insurance against fire, burglars, accidents, and even death; but where is the insurance company that will dare to guarantee that your clerks will not forget to charge credit sales, cut prices, or make mistakes in change?

Would you dare to insure any other man's business against such leaks? Of course not—there are too many chances for loss. Even in your store you *expect* to make some mistakes—to have some losses.

But do you know how many mistakes you make—whether there are two or twenty? Sometimes you catch them, but couldn't they sometimes happen without your knowledge—happen every day—every hour?

A National Cash Register insures you against such losses. In no other way can you get such insurance. It gives you a check on every dollar received and paid out in your business.

Let us tell you how. Mail the corner coupon today.

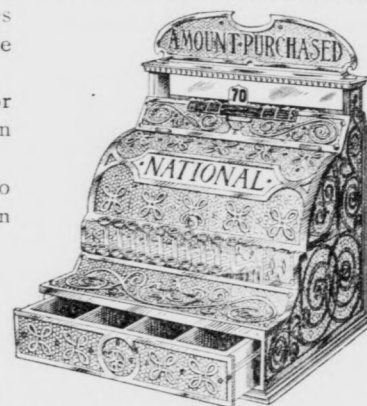
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Troy, N. Y.

R. W. MUNN.



\$50 Buys this Guaranteed **National** Handsome metal cabinet, nickel finish. Fully guaranteed second-hand registers for sale.

All styles of National Cash Registers are sold on easy monthly payments, if desired

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him as she would any other man who had grossly affronted her, she can bring him to his senses if he has a particle of the feeling of a gentleman in him. As for the money, most men honestly think women enjoy being beggars. If a wife explains quietly and seriously how she feels about this to her husband, how it degrades her in her own sight to be a dependent, and he still refuses her an allowance, she is justified in going out on a strike. There are precious few women in these days that can not make a living for themselves.

It is the supine woman, too, who is responsible for all the bad children, and the hoodlum boys and girls who are growing up. If we had mothers who would weep and pray over their children less and spank more, we should not need any juvenile courts to try to do the reforming that the parents should have done in the first place. If you will investigate the subject, you will find that almost without exception it is the flabby, weak mothers who raise up the men who are criminals and no account, while the men who do something worth while in the world are the sons of women of grit and muscle and determination, who ruled their families with a strong hand.

Washington's mother was a woman of unusual force of character. Lee's was another. Lincoln's mother dominated his youth, Grant tells in his memoirs of how his mother, a strong, silent woman, shouldered the burden of the family support; Andrew Carnegie's mother scraped together a few pounds and virtually brought the family over to America, where, although she was only a peasant woman, she could see there was opportunity for the poor; Schwab's mother, when he was a little boy working in the rolling mill, got up and cooked his breakfast before day, so that he might be on time, and a man who is a millionaire, and at the head of one of the important corporations of the country, has told me often of how his mother, a proud old Southern grand dame, would lock the door to keep people from finding out how poor they were after the war had stripped them of their fortune, and of how she cooked the mush and milk that was their only food for weeks at a time, but that she held them with a grip of iron in their old social sphere, and never for one instant ceased rearing before them the ideals of success that she expected them to attain.

That woman's sons were simply bound to win out in life. They could not help it. They had learned courage, obedience, thrift, self-sacrifice, self-control—all the cardinal virtues—at their mother's knee, and the world is simply waiting and clamoring for that kind of people and is willing to pay them.

I know that when you ask a woman to develop her backbone, instead of her emotions, you are asking a great deal of her. For one thing, you are asking her to exert herself instead of do nothing. You are asking her to assume responsibility instead of putting the blame on Prov-

idence. It is always dead easy to be sympathetic, and a poutice probably has fewer qualms of conscience than any other created thing. It is a heap less fatiguing to say, "Poor dear little Johnny has such a temper," when Johnny is raising the neighborhood with his howls, than it is to take a shingle and spank Johnny into a decent regard for other people's rights and a strength of mind that will control the temper, but the matter does not end there. Some day Johnny, man grown, gets into a rage and, because his mother did not have the backbone to force him to control his temper when he was young, he shoots in blind fury, and the world calls it murder.

Then, too, the woman with a backbone is never popular with men. Men like to be smothered with pity. They like to simply be plastered over with sympathy. They like a woman who will cry over them when they are drunk, because they have been led away by evil companions, and who will believe they have been ill treated every time they lose a job and are not appreciated when they do not make a living. Those kind of women are the first aid to the inebriate home and the poorhouse.

It is a great deal easier to sympathize with a man than it is to tell him the truth, but what the majority of men need are women who will give them a brace, instead of a soft pillow to fall down on. There come times in almost every man's life when his heart faints within him, when the battle seems going against him, and he feels like throwing down his gun and surrendering to fate. He is tired, worn, discouraged, and ninety-nine times out of a hundred, whether he gives up or struggles on to success depends on the woman nearest to him. If she has a backbone she stands up and braces him into making the fight all over again, but if she is a weakling she festoons herself around him and pities him, and he loves her for her pity—and they go down together.

Woman has been called a ministering angel, but her services would have been of more value to the world if she had given more ginger and less dope. Let us hope that in the evolution of things she will yet develop a backbone. Then, indeed, she will be a perfect being to warn, to comfort and command.

Dorothy Dix.

Cooking Pudding Under Cold Water.

A curious method was adopted by an Englishman who wagered that he could cook a plum pudding ten feet under water in the River Thames. The bet was promptly taken, for such a proceeding seemed impossible. The pudding was placed in a tin case in the middle of a sack of lime; this was sunk ten feet beneath the surface of the river, and in two hours the pudding was ready and a little overcooked.

A bad habit is like fire that is easily kindled, but allowed full sway the blaze increases so that it can not be stopped until that upon which it feeds is made a ruin.

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made of metal and takes up counter room of only 10 1/2 inches front and 19 inches deep. Size of glass, 10x20 inches. The glass is put in on slides so it can be taken out to be cleaned or new one put in. SCOOP with every case. Parties that will use this case with Meyer's Red Seal Brand of Saratoga Chips will increase their sales many times. Securely packed, ready to ship anywhere.

Price, filled with 10 lbs net Saratoga Chips and Scoop, \$3.00

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

Manufacturer of
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Quickly recognized the double profit opportunities afforded in Diamond Crystal Salt. The chance to make two profits by selling their dairy customers "the salt that's ALL salt," instead of common salt, was too good to miss. They realized that the better the salt they sold their dairy trade, the better the butter would be they bought, and the better would be the retail butter prices. This is the sort of business tact that builds success. Are you building this way?

Diamond Crystal Salt, put up in 1/4 bushel (14 lb.) sacks, retailing for 25c. is a very convenient and popular form with both grocers and dairymen. Also sold in barrels and smaller sacks. For further information, address

DIAMOND CRYSTAL SALT COMPANY,
ST. CLAIR, MICH.

John Platt's Museum of Plugged Nickels.

Written for the Tradesman.

"Nickel's worth of candy, please."

The child, with a hop and skip, came up to the counter and tossed the coin that struck on its edge and rolled towards the grocer, who picked it up, looked at it carefully and then as carefully at the child.

"This is a plugged nickel, little girl. You didn't know it, did you?"

"Mamma said it was and she told me to tell you, if you said anything about it, that it's the same one you gave her the other day."

"She didn't say what other day, did she?"

"No; she said you'd remember it," and the cunning black eyes looked at the grocer from an abundance of flossy black curls.

"O, she did, did she? Well, now, let me see. 'The other day.' Your—mother—hasn't been—in—here for—a—month;" which was the truth, and right then and there, turning the coin in his fingers, John Platt thought he saw something. This was not the only plugged nickel that he had found in the drawer; but it was hardly the thing to visit the sin of the mother—if it was a sin—upon the daughter and looking at the clock and the calendar he made a note of it and the little girl went away rejoicing.

"Clarence," he said when the "hop to skip" was no longer audible, "have you noticed that every once in a while we get a plugged nickel among the change?"

"Yes, and I notice, too, that it's always brought by a ten-year-old girl with black, curly hair. She always says that it's one her mother got here, the little, black-eyed liar! Has she been in again?"

"Yes, and the plugged nickel is in the back right hand corner of the money drawer. If she brings any more I want you to put them in the same place and make a note of the date and the hour and put with it."

"What's the use of taking all that bother? I just put 'em right in with the rest of the change. Then I make a virtue of being near-sighted and that's all there is to it."

"No, it isn't. They come right back here, because we're 'easy,' and nobody knows how long we've kept the Griggses in candy with plugged nickels. Now I'm going to stop it. You see Griggs is a traveling man and not over scrupulous. He's on the lookout for plugged coins and so gets them for nothing. When he gets home he unloads. Tillie claims them and brings them right over here and invests them in candy. She patronized Jimson until he caught on to her. He told me about it and I've kept forgetting it until now. So whenever she comes to refresh herself take the coin, mark the date on it and put it in that corner and when the time comes we'll square accounts with the old folks. Do you know the Griggses?"

"Only the little girl."

"Well, they're great on the bluff. Griggs is one of these men who is always in a hurry. He can't wait.

You may be up to your ears with a customer, but when Griggs comes in you must drop everything and attend strictly to him—if you're fool enough to do it. It's Mrs. Griggs, though, that takes the cake. She wants it to be distinctly understood from the very first that she is Mrs. Alphonso DeLancy Griggs; and do you know she had the cheek to ask me once if I wouldn't mark all the goods delivered to her with her full name! 'Certainly,' I said, 'Mrs. Griggs, if you say so, only it takes just so much extra time and I shall have to charge you five cents for every time I write it and the extra will go in with the bill.' After that she didn't insist.

"Then I had a time with her about her bills. She is one of the kind that is going to pay at the first of the month unless it is the first of the month when she is going to square up on the fifteenth. She put me off four times and after that I offended her dignity and she paid up. Since then she hasn't been so fresh. If she hadn't been so blamed high and mighty, I wouldn't have cared so much; but nothing but the superfine is good enough for her and if it isn't delivered to the minute the Old Harry is to pay. Her money is just as good as anybody's and she is as good as anybody."

"Well, you see from this a little something of what they are. They want to be the upper crust without troubling themselves about the ingredients that make that part of the pastry good. That's what makes me mad. I can appreciate the pride of family—the good name, the training, the position, the money, the genuine culture that goes with the genuine article—and all that; but when it's all assumption that's quite another thing. It is best typified by the plugged nickel and I won't stand it. So just give the girl her candy, put the dated coin in its corner and I'll take care of the rest of it."

That was along towards the latter part of April. Last Saturday afternoon the little Griggs girl went over to Platt's, tossed her nickel across the counter and called for some candy. The coin was picked up, looked at and put down in front of the girl with the remark, "Not for a plugged nickel, little girl. You take that right home to your mother and say to her that we have now all the plugged nickels we want and that you'll have to bring good money if you want any candy."

"She told me to tell you—"

"Never mind about that now. You tell her what I told you and it'll be all right."

"Can't I have any candy?"

"When you bring me a good nickel you can. Go right home now and tell her what I said just as soon as you can."

With a bellow that might have been mistaken for crying the disappointed child ran out of the door and was soon pouring her woe into the bosom of her astonished and outraged family. It so chanced that Alphonso DeLancy Griggs himself was at home and when he had "listened



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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

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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

to her tale of woe" with a "I guess we'll see about this," with a determined air he put on his hat and went to the grocery. His tone was aggressive and his manner that of a man who has come to straighten things out.

"I understand, Mr. Platt, that you have been charging my child with dishonesty and I've come to see what you mean by it."

"I don't know what you understand and I don't care. That girl of yours came in here with a plugged nickel that you or her mother gave her for some candy and I told her not for a plugged nickel. If that's charging her with dishonesty then it is and you'll have to make the most of it."

"Well, sir, I'm not accustomed—" "There's just the difference between us, I am. For weeks now, as often as you come home, she's come in here for candy and paid for it with plugged nickels. Now I'm going to show you something." He went to the drawer and took out a handful of nickels. "See here. Every one of these has been brought by that child at a certain date. It's been going on for I don't know how long. I began to keep account the last of April. Now, then, Mr. Alphonso DeLancy Griggs, I haven't charged anybody with dishonesty. I simply refused another plugged nickel, because I have now all I want; but you know and your wife know, the child knows—more's the pity—and I know that there is dishonesty here and that you Griggses are the guilty parties. At first when we challenged the plugged money your wife claimed that she got the money here in change. She knew better and we know better."

"Here's a nickel that has a history. The child brought it June 19th. June 17th Kit Gray was in here and I marked this nickel and told him to give it to you. He met you on the train on the morning of the 17th and we got it the 19th. You may call that what you please. The mildest term I can give it is dishonesty. Now if you've found out what I mean—that's what you came for—you'll pay without any more parley this candy bill of 65c. You can refuse to pay it if you want to, but you'd better not."

"All right, receipt it."

Platt did and the bill was paid without a kick; and the Griggs girl didn't eat any more candy and the storekeeper didn't have any more plugged nickels!

Richard Malcolm Strong.

Let Us Have Less Noise.

Every new invention means a new noise. This is a "law of progress" which we commend to the attention of the professors who are to get out fall books on sociology. The typewriter, the electric fan, the elevated road, the megaphone, the steam calliope, all add new noises to an already sufficiently noisy civilization.

But there is one exception to the law of increasing noisiness. There is one invention which instead of giving our ears more work gives them less. That is the rubber heel.

The rubber heel not only brings no new noises into the world, but it removes an old one. It is twice blessed. Its inventor should be granted a medal, or a monument, or a niche, or an apotheosis, or something.

Our motto should now be: "Rubber heel our civilization." The human footfall is not the only thing that needs rubbering. Almost everything else needs it as well. The professors of acoustics, although we have urged them several times to address themselves to the task of protecting and preserving the eardrums of civilized man, remain supine and indifferent. We shall perhaps have to depend on inventors outside the universities.

No one will care, however, where the inventors come from, provided they come. Our civilization must get rubber-heeled somehow. We have done something to conquer cold. We have done something to conquer heat. We have done something to conquer space and time. Noise remains more defiant than ever. Surely, it will not be the one exception to the general rule of human triumph over natural enemies.—Chicago Tribune.

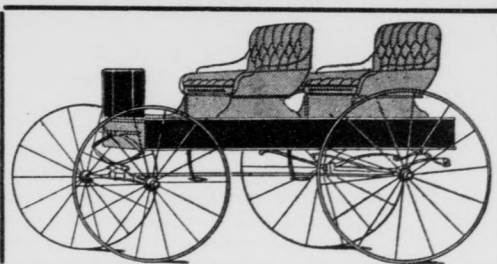
Want of a Chance.

Maud and Margery worried the life out of their mother by running away. At least once a week she would alarm the neighbors, and a hunt would be started to find the runaways. Usually they had not gone far, but their mother was very much frightened every time she missed the little midgets. She determined to break them of this trick. Calling them to her room one day, she said: "Now, I have never whipped my little daughters, but if they run away again both of them are going to receive a smart whipping. Now, remember that the next time you are tempted to leave the yard."

The two little sisters looked very grave and promised never to run away again. But a few days after they forgot all about their mother's injunction and raced out of the yard and far down the street. Their mother found them talking to a big colored man and grimly brought them home. Then she took them into the house, gave them the switching promised and sat them down hard in two little chairs in the nursery. Maud's screams were terrific, and as her mother heard them from the library down stairs she said to herself: "Well, I guess the punishment has made an impression on those children and they won't run away again."

Just then there was a momentary lull in Maud's yelling, and her mother heard Margery sob out: "Now, Maud, you just stop crying a minute, I want to have 'em hear me cry."

Germany is the great potato-using country of the world. It is said that 160 acres are planted with potatoes there for every 10,000 inhabitants, whereas the proportion in the United States is only about 34 acres, and in Great Britain and Ireland only 31 acres.



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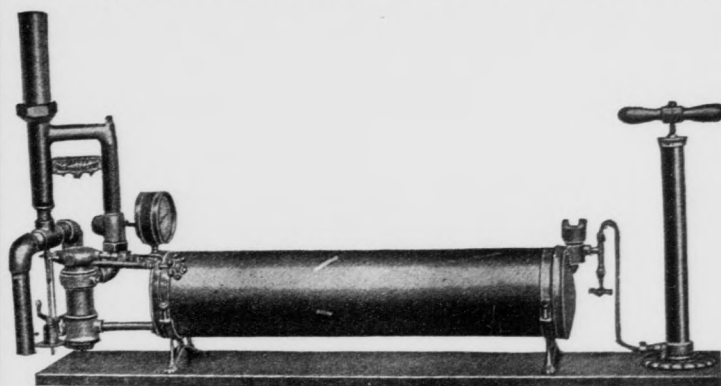
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SUGAR FROM SAWDUST.

Some Curious Problems Solved By Modern Chemists.

Boston, July 25—Although science has long ago given up its search for the mysterious "Philosopher's Stone" with which the mediaeval "alchemists" cheerfully imagined that the baser metals could be changed to gold, there still remain problems almost equally tempting to the imagination and probably quite as hopeless of practical solution. To turn sawdust into table sugar is one of these problems. In fact, sawdust has already been turned into sugar, only this sugar is not the ordinary table variety that, could it only be produced economically and on a large scale from the mountains of sawdust that years accumulate in American lumber yards, would make the fortune of whoever invented the process. As in the case of the Philosopher's Stone there are difficulties; and even at its best the process has only proved that grape sugar—a variety such as is found in many fruits and may be seen and tasted crystallized naturally on the surface of dried grapes—can be made from sawdust by a process altogether too costly to have a practical commercial value. To transform the grape sugar into the vastly more profitable table necessity now derived from cane and beet is generally admitted to present insuperable obstacles.

Despite the general pessimism of the sugar chemist, however, the grape sugar end of the problem is considered one of very interesting side investigations of the sugar laboratories. If we include all these laboratories—the private workshops of individual investigators, the commercial laboratories of the big manufacturing plants and such student laboratories of technology where student research is often conducted along lines practically parallel with those of the big manufacturers themselves—we should probably find some hundreds of sugar chemists pondering the problem of making grape sugar into table sugar. Nor is grape sugar the only popularly unfamiliar variety of this very everyday substance that receives the attention of the modern sugar expert, for sugar is almost as widely distributed as a well-known poet once declared sermons to be. But ordinary sugar, ever since it was introduced into Continental Europe by crusading knights who thus returned sweetly, if not always triumphantly, from their campaigns in the East, has had the center of the table; the other varieties are known chiefly to the chemists who have since discovered them and the manufacturers who use them in an almost countless number of modern industrial processes. Naturally, the members of the medical profession made that the first scientific body to interest itself in studying sugar, and some very curious ideas they originally evolved concerning it.

"Coarse sugar," said Dr. Thomas Short, who wrote his "Discourse on Sugar," together with some "Plain and Useful Rules for Gouty People," only 150 years ago, "affords much

Oil to the adipose Vessels; in which the adhesion of its fine earthly Parts to the Sides of the Vessels makes it fitted for thin, meager, unhealthy, or hectically disposed Habits. * * * But fine Sugar is the Opposite to very choleric Constitutions; for, being too stimulating, it increases the Motion of the Fluids; its Salts wear the Insides of the Vessels, and dry the Body. For this reason should meager Persons take care how they make too free with it."

Little did Dr. Thomas Short realize that there would be found special kinds of sugar especially adapted to "meager Persons," or that the article, in one form or another, would be produced not only from sugar cane, but from beets, parsnips, corn, apples, carrots, chestnuts, dates, grapes, honey, maize, melons, maple, palm, pine, plums, potatoes, rhododendrons, milk and various other sources—to say nothing of wood, sawdust and old linen. Of all these sources comparatively few can yet be utilized successfully, and for commercial purposes ordinary sugar is made only from sugar cane and beets; milk sugar from milk; grape sugar and malt sugar from potatoes and grains, chiefly corn; maple sugar, of course, from the maple; date sugar from the date palm, and "jaggery," which was quite largely imported from China until recently, from palm oil.

Ordinary sugar, as we all know, is used primarily for sweetening. The other sugars are chiefly valuable for their food properties as well as their varying power to make life sweeter than it would be otherwise. Milk sugar, for example, is hardly sweet at all, while ordinary brown sugar apparently tastes sweeter than any other variety. Not long ago, indeed, there was a little revolution in Germany and the German housewives even declared that the German scientists knew very little about sugar, because, forsooth, did they not say that white sugar was sweeter, when anybody with a tongue knew that brown sugar was sweeter? Perfect idiots, these scientists! Whereupon the scientists proved that the presence of impurities—say salt, or quinine, or any other bitter substance—made any sugar apparently sweeter than before they were added. Hygienically considered, moreover, sugar stands in the same relation to most other food substances that a dollar bill stands to a bank check; it is ready currency, so to speak, and goes into immediate circulation. The needs of the body immediately absorb all of it that they require and anybody who has eaten too much candy knows the cloyed sensation which is the stomach's way of saying that it has all the sugar that it can use at present.

Malt sugar and grape sugar—the chemist calls them maltose and dextrose—are, therefore, the most vital items in the making of health foods and in the production of malt liquors; and they can be used economically, because they develop naturally in the series of chemical operations that help produce the different



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substances in which they are used. They do not have to be made separately and put in with a spoon. In common gincose, for example, a syrup extracted from corn and used very largely in the manufacture of confectionery, jellies and soda fountain syrups, there is about 40 per cent. of maltose, and the expense of extracting it would make it worth several dollars a pound. But it is not extracted, and, therefore, does its work quite as satisfactorily at a minimum expense to the consumer.

Milk sugar is another sugar very little known to the general public. Its commercial value lies in the fact that it does not ferment nearly as readily as ordinary sugar after it has been swallowed, and is, therefore, the sugar par excellence for infants, invalids and others whose stomachs are not the most reliable sections of their inner clockwork. But even this fact would hardly lead to its production if it were not an excellent way of getting profit out of surplus milk that would otherwise go to waste. Therefore it is now made in considerable quantities, both in this country and particularly in Switzerland, where the number of cows is altogether out of proportion to the milk-drinking ability of the population. According to one of the latest methods of producing it—a method which originated in the student laboratory of the Massachusetts Institute of Technology, at the instigation of one of the big Eastern milk producers, and illustrates, incidentally, one of the important relations of modern institutions of learning to modern manufacturing processes—milk sugar is the final produce of milk made from the whey remaining after part of the milk has been sold as milk and the rest disposed of as cream or butter.

That sugar, at least grape sugar, has been made from wood, is due to the action—which a sugar chemist would explain to you nicely if you caught him when he was not busy—of sulphuric acid on cellulose or woody fiber, found both in wood and linen; theoretically, therefore, either an old house or an old suit of clothes might be turned into sugar. As long ago as 819 a French chemist surprised the French Academy by an exhibition of sugar made from old linen—commonly believed to have been his own shirt. But nobody believes, or at least very few, that such a process will ever be anything but a curiosity. Other sources, however, such as the melons of the South, or corn grown under certain conditions, are believed to contain actual commercial probabilities, especially when one considers the difficulties that were overcome before the beet entered the ordinary table sugar market as a real competitor with the longer-established sugar-cane.

Vary Your Interests.

The wise man keeps out of ruts. To be certain, however, that he will accomplish this he must begin early in life. He must not begin his life work by restricting himself absolutely to a single channel. This does not mean that he should scatter his

energies but that he should not become narrow and should not become a specialist. But the more strictly he specializes, the more carefully he should see to it that he does not become narrow and bigoted.

The young man should early begin the habit of reading a newspaper, and not a yellow journal which will cause his mental and moral standards to degenerate. He will thus get a general education that he can obtain from no other source. But he can not get all the education he requires, even of public affairs, from the newspapers. Let him not make this error. Their news is necessarily fragmentary. He should read regularly one or two good magazines of the class devoted to the discussion of questions of public interest. He should read a little good fiction as well as history and general literature.

While he should persistently seek the acquaintance of the best men of his own craft, who are usually the broadest minded, he should also seek friends outside of it. They will help him to see that there are other important crafts in the world besides his own. All this will broaden his views and help to keep him out of a rut.

Philosophic Stray Shots.

Education is about the only thing lying around loose in this world. Everything else is screwed down tight, and the screwdriver is lost.

He was out of a job and took to writing articles on "Why Young Men Fail," because failing was the one topic on which he was experienced.

Few men work up to be buyers in a big house through giving up their office hours to listening to funny stories. A good buyer is more pleas-

ed with $\frac{1}{8}$ of 1 per cent. off than the funniest story out.

The man who invests in a better knowledge of his business to hold his job is accumulating capital to buy a mortgage on quick promotion.

So far you promise to make a fair, ordinary salesman in the retail trade, but I want to see you grow into a carload man.

A man has got to lose more money to "go broke."

There is no alarm clock in the world like an early rising manager, and nothing breeds work in a concern like a busy boss.

Send each of your salesmen a letter every day and insist on a reply every day. When a salesman has to write every day he uses up his foolish explanations very soon, and soon gets down to business.

John A. Walker.

The man that doesn't know his business from the top clear down to the bottom isn't any kind of a business man.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
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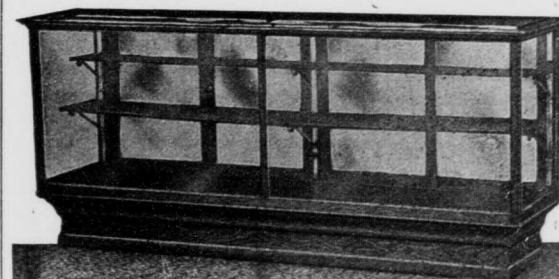


Trade-mark.

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

Walter Baker & Co. Ltd.
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SUNDRIES CASE.

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

Shipped
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Grand Rapids Fixtures Co.

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

HAND SAPOLIO

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

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

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

New York Market

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 31—Seven months of the year are gone; fall and winter trade will soon be in full blast. Already we have a lot of buyers here from almost all parts of the country and jobbers of hardware, dry goods, boots and shoes—in fact, all lines, as well as of groceries—profess to be doing a very satisfactory trade, and look to the future with a deal of confidence. Prices as a rule are well sustained, and in dry goods, cotton manufactures are especially strong—so strong, in fact, that buyers are holding back.

So far as grocery staples go, coffee continues dull and seems to grow more so as time goes on. Sales made are of small lots and buyers seem to think it the part of wisdom to take only enough to keep them going. At the close No. 7 is quoted at 5½¢, which is about the same level as has prevailed for a long time. In store and afloat there are 2,557,893 bags, against 2,612,106 bags at the same time last year. The receipts at Rio and Santos since July 1 have aggregated 1,299,000 bags, against 971,000 bags during the same time last year. West India coffees have come in for a fair call this week, owing to a decline, and some buying of a speculative character has seemed to exist. Good Cucuta is worth 7½¢, a decline of 1½¢ within a couple of months or so. East India grades remain without any appreciable change one way or the other.

During the first part of the week there was a good trade in sugar, but within a day or so this has fallen off, as the trade has apparently sufficiently large stocks to last awhile. The general market is firm and refiners are said in some cases to be two weeks behind their orders.

The jobbers report a quiet tea market, stating that practically all sales are of small lots. Prices are without noticeable change, but it is not unlikely that some concession will be made, if necessary to effect a sale.

If a buyer of rice finds what he wants he must pay full value and large quantities can not be had. Those who have certain supplies, such as Honduras, are willing to part with it before the new crop reaches us, but, as a rule, the market is very firm indeed. Foreign sorts are well sustained.

Neither the buyer nor the seller of spices finds much interest in the market. The former takes small quantities and the latter does not seem to care whether he sells pepper or not at the prevailing rate. A better trade is anticipated from now on.

There is more call for the grocery grades of New Orleans molasses, although naturally the midsummer trade is light. Stocks are light and sellers seem determined to obtain full figures, and they probably do. Quo-

tations are practically without change. Syrups are steady and offerings are light.

The situation in canned goods is somewhat of a waiting one and neither seller nor buyer seems quite ready for extensive operations. Tomatoes improve and promise a good yield after all.

There is a little business being done all the time in dried fruits and, in the aggregate, the volume is probably all that can be expected in midsummer. Currants are steady at about former rates. Prunes move rather slowly and neither for spot nor futures is the market showing anything worthy of note. In 25 pound boxes, large sizes are worth 6¼¢. Apricots are well sustained and peaches are being very lightly dealt in.

Lemons and oranges show little, if any, change, although the former show a decline of about 25¢ on certain lines and an advance of half that on others.

The butter market is firm and a good call has existed during the week from out-of-town dealers as well as from the local trade. The better grades are most sought for and arrivals of such are quickly absorbed and the market is closing in good shape. Fancy Western creamery, 19@19¼¢, with here and there a lot fetching 19½¢; seconds to firsts, 16@18½¢; grades lower than this move with some slowness; imitation creamery, 15@17¼¢, the latter for fancy stock; Western factory, 14½@16¢, the latter for fancy June; renovated, from 14¢ through every fraction to 17¢.

The cheese market shows little, if any, change. Large full cream is in fair supply, but there is no undue accumulation and sales are made without much trouble at 10¢ and small size at 10¼¢.

The demand for really good eggs is active and fresh-gathered extra Western will fetch 19¢ without any trouble—an advance of about 1¢ per doz. Fresh-gathered firsts, 17@18¢; seconds, 15@16¢.

Mother Was the Whole Thing.

"Now that I have won your love," said the young man who was trying to leap the matrimonial hurdle, "I suppose it's up to me to interview your worthy sire."

"No," replied the fluffy-haired maid, who had more than once seen the family skeleton on exhibition, "speak to ma. Pa doesn't cut any congealed aqua pura around this joint."

Wants and Wishes.

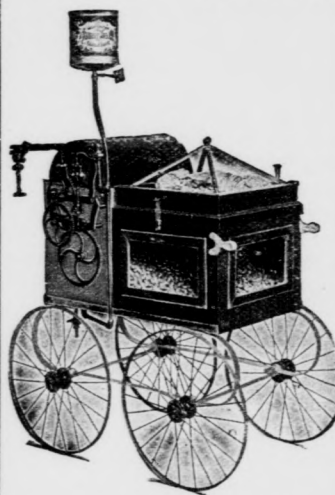
"There's a strange man at the door, sir," announced the new servant from Boston.

"What does he want?" asked the master of the house, impatiently.

"Begging your pardon, sir," replied the servant, a shade of disapproval manifest in his voice, "he wants a bath, but what he is asking for is something to eat."

The catching of snakes and the collecting of their venom, which fetches \$5 per grain, is a new industry in Australia.

Little Gem Peanut Roaster



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

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$3.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, ¼ lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers; Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishers, Ice Shavers, Milk Shakers, etc., etc.

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

Everybody Enjoys Eating Mother's Bread



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Made at the

Hill Domestic Bakery

249-251 S. Division St.,

Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

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

A. B. Wilkink

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.

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 Brand 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

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.

CREDIT SALES.

How They Can Be Maintained at a Profit.

Beware of the man that is constantly buying more than he is paying for; he will surely come to grief in the end, and will cause you a loss, although it was far from his original intention to defraud you of one cent; but it is due to extravagance, bad management, and being allowed to overbuy. The remedy to be applied to such customers is to rein them up in the start and educate them to know that what they buy they must pay for when due and no large balances will be tolerated, and there will be many successful business men in the place of certain failures. The first thing to do when an account is opened is to place a limit upon the account determined by the facts at hand concerning the customer's responsibility, and then the account must be carefully watched; if neglected it may cause a loss, which would be avoided by prompt attention.

If the customer pays his accounts promptly, and does not exceed the limit placed upon his account, no complications will arise; however, if he wishes to exceed the limit given, it is advisable to request him to call and show you why he should be extended a larger line of credit. If no good reason can be found for extending the limit, stop it and avoid a larger loss. Your book-keeper should be instructed to notify you when a customer has reached his limit, or his account is past due, in order that you can investigate the cause of non-payment, for many accounts could be saved if prompt action was taken to collect before the debtor has made more and newer obligations that he feels compelled to pay first, as it is a well established custom that the majority of the people feel that the "Last (bill) shall be first, and the first shall be last." However, if a customer is behind with just one account and has been confined to his limit, he will exert and deny himself more in order to save his credit reputation, and does not become discouraged, as where he has been allowed to incur obligations beyond his ability to meet.

Recently I had this very forcibly impressed upon me by a gentleman who was explaining his financial condition. He stated that he had settled all of his obligations, ranging from \$25 to \$50, and had one left amounting to about \$2,000. He said: "This one I can't pay, for I haven't got the money. I have to live, but I will pay it if I ever can." This very plainly demonstrates that the \$2,000 creditor had allowed him to go way beyond his limit, and had his account been confined within the man's limit, he would have had his money, too. It is a very simple problem to figure out that \$10 is easier to pay than \$25, but it is not a simple problem to figure out the limit, but much more can be done than is done through organization and careful investigation into a man's past record before an account is

opened. And for the sake of others do not open accounts with customers that you know nothing about, for you may be called upon to recommend them to other merchants, who may sustain a loss by accepting your recommendations; the customers may pay you for the purpose of enabling them to rob others, and the man that can pay and won't is worse than a thief, for he is a liar besides.

I have established a system in Dallas, Tex., that is equal to the best in the United States, and it is easily carried out by a competent man, where the merchants will do their part, by each giving a complete list of their customers and not open new accounts without getting a report from the office, and this makes all of the information center at one place, and establishes a clearing house which enables us to ascertain a man's standing in a very few minutes, as we know where he is trading. This, of course, applies to those who have been living there some time and have established their credit. The new customers we require the merchants to find out where they came from and to secure reference when possible; then we proceed to get their standing at that place. If not satisfactory we don't recommend their account, or if the party is not known and no information received at that place, we also decline to recommend on the grounds that any good man can put us in possession of facts that will show that he meets his obligations and is entitled to credit. It is true that no system has been established that would prevent all losses, but this system has a tendency to prevent the merchants from all losing on the same customer, by pro-rating the losses to a certain extent among them. It also enables them to learn of the good customers, which is the most important of all, for they are the ones you make the money out of.

Just keeping a dead beat list is not near complete, nor is it what you want, for the principle is wrong; you are believing all men honest and entitled to credit until they get on the dead beat list. We operate just the reverse; we consider all men dishonest until we have investigated and found them to be honest. In the dead beat plan you have to pay for your experience. A man may apply for credit who is not on the list who may be just as big a dead beat as any you have on the list, but this is not on there because he has not stuck any of your members. We issue a rating book giving the standing of the good, bad and indifferent, and every man must give an account of his past record before he goes in the book.

Many progressive merchants overlook splendid opportunities to secure good accounts; they do not realize the delicate feeling that many have in applying for credit. They spend large sums of money in beautifying their places of business, employing artists to deck their windows, place attentive salesmen behind their counters, and cleverly spread the printer's ink in order to induce people to

enter their doors and buy a bill of goods. That is all very well, but right here comes the strange part about all this expenditure. After they have induced the customer to enter and buy, no further direct effort is usually made to have them return. The name and identity of the customer are lost. There are few transactions among men that cut so deep into the feelings as an open refusal of credit, and it is equally true that fewer things make warmer friends of a house than an authorized statement that their account is wanted.

It has been successfully proven that

the largest per cent. of the people pay for what they get, and a credit business can be successfully conducted if the credit man is not too small for the place, and the fault is not all with the customer, but a great deal lies with the merchant, for many that are supposed to be business men have not attained the knowledge to enable them to master all branches of their business, for in many instances they permit customers to continue to run bills way beyond their limit, because they don't know how to stop the account or they are afraid to say no.

J. E. Chilton.



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Asphalt Torpedo Granite
Ready Roofing.
THE BEST PROCURABLE
MANUFACTURED BY
H. M. Reynolds Roofing Co.,
GRAND RAPIDS, MICH.
Write for Samples and Prices.



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everywhere in every line of business can easily double their trade by using our "Union" Trading Stamps. We will place them with one representative store only, in each town. They are the most equitable trading stamp in use, are recognized by trades unions and cost less than one-half of other stamps. They are redeemable amongst the merchants themselves in merchandise, from whom we redeem them for cash. Write for full particulars.

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

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

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

Proprietors and clerks' premium books mailed on application.
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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.

ADVICE TO STENOGRAPHERS.

Letter Dictated by One of the Sufferers.

Written for the Tradesman.

Dear Girls—This means you, every one of you dears, whether you are pretty or homely—have the eyes of a gazelle or optics that look criss-cross on the universe; whether your nose is Romanesque or set on the bias; whether your mouth is rosy and kissable or of the crocodile variety; whether you got your feet in China or Chicago—in fact, however you look, and wherever and whoever you are, this means you if you are employed in an office in the capacity of a stenographer.

Of course, it's dead easy to give chunks of good advice and, being a man, I don't have to swallow what I'm going to administer to you.

In the very first place, when you apply for a position, don't "fix up" in a lot of toggerly that would look out of place in any business office, but attire your person as you would if you had already got the job and begun to work at it in earnest.

"Costly thy habit as thy purse can buy,
For the apparel oft proclaims the man,"

was no more true when the Great Bard penned it than it is in this hustling, bustling Year of our Lord, 1903. A great deal might be written on this subject of dress, but suffice it to say that personal adornment is entirely out of place in a business office. You are there for work, to put in your "best ticks" for the man who plunks down the shekels for your salary, and you are not there to serve the purpose of a dummy on which to display dressmakers' duds and storekeepers' folderols. Save your glad rags for appropriate occasions.

In line with the above is the following:

Don't embrace every possible opportunity to look into convenient mirrors or the glass doors of book-cases or cabinets. I have even sometimes observed girl stenographers utilize the inane surface of polished woodwork or the shiny lacquer of an iron safe for "primping" purposes (or prinking—whichever expression is correct—you all know what I mean, every one of you dear girls.) You may consider yourself a goddess, but you'll get along in the world just as well, and mayhap a trifle better, if you don't take an inventory of your features every five minutes during the day.

Don't be too anxious to display your fancy hosiery. "The Lord tempests the wind to the shorn lamb," sending rainy days galore in the spring and in the fall, during which seasons you can take ample advantage of the muddy crossings.

See to it that your finger nails (it goes without saying that you wash your hands semi-occasionally) are always immaculate, but don't turn the office into a manicure parlor.

There's one little thing you should be particular about—that everybody, in fact, should be particular about, but isn't—and that is, don't allow dirt to accumulate in the corners of your eyes and of your mouth. This is rather a delicate thing to speak

about, but I have seen so many otherwise attractive persons—both men and the gentler sex—careless in this regard that Your Uncle may be pardoned for dwelling on this little point, n'est pas? You can't be too scrupulous as to personal cleanliness, anyway. There was once a charming girl I knew who was employed in an immense establishment, a large wholesale grocery house. She was very young in years, but she possessed ability of no mean order, and so it came to pass that she was able to fill the position with credit to the firm, as far as her work was concerned. But, say! I positively used to ache to present that girl a 12-punch Turkish bath ticket! She had plenty of leisure outside of office hours, and there was absolutely no excuse for the dirt—yes, actual dirt—that used to be always in evidence above her collar. Her finger nails were always in deep mourning and I know that water and her face many a day needed an introduction to each other, they were so distant!

Don't chew gum. If the fact that it detracts from the dignity of the office won't deter you from the habit, let me tell you this: It makes wrinkles, and those old-age forerunners flee from as you would escape a cyclone.

Don't ogle all the men whose pedals happen to cross the threshold. I have seen girl stenographers try so hard to attract the attention of male customers that it made me ashamed of their sex and I was heartily glad they weren't my "women folks."

Speaking of googoo eyes leads me to my next. Don't item—this one in large capitals:

DON'T lovey-dovey around your "boss." While neither you nor he may "mean anything" by it, still, 'tis better—well, you know all I might say here. Remember, there are always a plenty of hateful catty old women ready to show their claws, and so be wise, little girls.

If I were a girl trying to earn my honest living as a stenographer I wouldn't even go out to luncheon with my employer. It isn't necessary and it saves a heap of unpleasant—although it may be utterly unwarranted—gossip.

I can't understand how a self-respecting girl, and that's what you all want to be, can ever ask her employer to buy her things. The other day I happened to drop into a certain office and while I was there a man came in selling cherries. The girl at the typewriter was a picture of feminine loveliness, but my admiration of her fell to zero when she straightway with unblushing effrontery said to her employer, "Oh, Mr. Blank, won't you buy me a quarter's worth of these delicious cherries? I just love cherries!" So do I; but I'd have bitten my tongue out before I'd have put myself under such an obligation to the man I worked for! Needless to say, he came down with the coin of the realm when thus held up—it amounted to nothing less than that.

Don't be forever lunching and

munching during the hours of 8 to 12 and 1 to 6, even if you yourself do the purchasing in the commissary department. Looks as if you didn't get enough to eat at home, besides 'tis bad for the digestion to eat "between meals."

To be a little less personal, don't look out of the window continually. It wastes time that doesn't belong to you and besides it looks countrified.

Don't be afraid to do a little work outside of your immediate department. Stenographers have even been known to scrap over the question as to who was to answer the telephone, when the receiver stood halfway between them and was within easy reach of both.

Don't be afraid to work a half a minute after 6. Don't be a clock-watcher.

Be not wasteful of office material. It costs money and you are stealing it if you are prodigal with it.

Keep all your desk in apple pie order—no littered-up compartments.

Don't get careless with your work and get into the mean way of thinking that "any ole thing will do" in the way of application. The habit is a bad one to get into and grows on one. You are paid for good work, not slipshodness. Don't bow the knee to Mr. Plenty-Good-Enough, but let Mr. Make-It-Just-Right be your master.

One other important point: Kindly allow your employer to do the dictating in more ways than one. You are hired—also in more ways than one—to take dictation. Some men prefer to run their own business.

Tattle not the inner workings of the concern you get your bread and butter from, not to say your jam. Look to the clam. He shuts up his mouth and minds his own affairs.

Don't run into debt. 'Tis a soul-harrowing existence. If you can't afford a thing, run away from it. So shall you be the happier for the footrace.

Be not a spendthrift. Begin early in your working career to start a bank account. Remember, "Many a mickle makes a muckle" and that "A penny saved is a penny earned," homely maxims, both of them, but good to have followed when the proverbial rainy day comes, as come it must in most of our lives. Ten cents a week is so small an amount that you hardly think it worth noticing, yet see, that is \$5.20 a year, a tidy little sum that would purchase several books of good solid reading. You would spend that amount on ice cream soda, and probably two or three times as much on confections, and think nothing of it. Get into the habit of saving. It is easy to do. Carelessness in spending one's earnings grows on one and soon becomes a fixed characteristic. If you must spend money, lay it out on something that will count, not on useless little jimeracks and foolish baubles. Make up your mind to save a fixed sum each month and govern your expenditures accordingly. If keeping it in your possession makes you

spend money, get it out of your hands into the bank as soon as ever you can save up enough change to amount to a dollar. If you save a dollar a week the accumulation at the end of a year isn't to be "sneezed at."

Don't look down on those below you in the line. They may have "feelin's."

Speaking of haughtiness, don't "lord it" over the members of the boss' family, when they may happen to step foot into the establishment. It may be barely possible—although we can never be too sure of anything on this mundane sphere of ours—that they have almost as much right to the boss' smiles as has the young lady stenographer. Not two days ago I could have boxed the ears of a pert little miss over in a Monroe street office—addle-pated little minx would more aptly describe Her Mean Little Snobship! The man she works for will never see 60 again. His wife is several years his junior, to be sure, but is one of those women who hasn't "kept herself up," and in consequence, it can't be denied, as far as looks are concerned, that she is a frumpy frump. Miss Saucy Minx, it also can not be denied, is a "slick looker." But that doesn't excuse the way she hung over Mrs. Frumpy's husband, absorbing his notice and diverting all his attention to her miserable little empty-headed self. It made my blood boil to see the way she acted; and the worst of it was the old fool of a husband hadn't sense enough to know he was making a monkey of himself.

Frown not. Kick not. Get plenty of sleep and plenty of healthy exercise. Eat wholesome food, eschew condiments. Don't be everlastingly airing your fads—it makes folks wish you'd never been born. Above all, learn to be evenly poised, to be cheerful. School yourself to overlook trifles, to rise above big annoyances or discomforts. It'll be all the same a thousand years from now. In the meantime, don't be always looking on the dark side. If inclined to be hypochondriacal, adopt a different attitude toward the world. Get a new view-point. Project your inner consciousness into space, as it were, and examine carefully and with thoroughness its ugly idiosyncrasies. Some of us might, with profit to our fellow-creatures, go to the junk shop and swop ourselves for old iron.

Treat all customers with uniform politeness, putting aside all personal preferences. Send people away with a pleasant impression of the place, so that they shall prefer to bring their business to your firm, everything else being equal.

During all my busy lifetime and connections with many different mercantile enterprises, I have seen but one ideal stenographer. She came to a certain large employer of labor about ten years or so aback and grew into the business. Coming direct from the country, she brought to her work the energy of healthy living and the vigor of simple habits. With a naturally bright mind and a

good common school education as a foundation, she had applied herself to the study of stenography with the determination to succeed in her chosen vocation. Her efforts were crowned with a goodly measure of success, and to-day she holds an honored position with a firm that stands high in the mercantile life of the community in which it has its existence. This young lady has proved herself faithful to every trust reposed in her, and has made herself so useful to her employer that now he can hardly do business without her. In many details of the work he relies upon her judgment implicitly and throws on her young shoulders much that only a few years ago he used to think no one could attend to but himself. I must mention that not only is this young woman possessed of good sense, but she is also remarkably good looking, a combination rare to be found in one and the same individual—especially if that individual be a person of the feminine persuasion. With the blessing of good health, it naturally follows that her disposition is such as to lean wholly toward the optimistic, consequently she radiates good comaraderie. Her smile is infectious and to hear her laugh is a tonic for "the blues"—the megrims take flight at her approach. She is fascinating and yet no one ever thinks of her as a flirt.

I venture the assertion—and I wouldn't be afraid to stake on it the plugged dollar I carry around in my inside pocket as a souvenir of my monumental stupidity in not counting the coin a dago shoved off on me the other day in exchange for the \$10 gold piece I always (nit) extend for a bag of peanuts—that were there more employes answering the description, entirely truthful, of the young lady I last mention, so many employers wouldn't be saying D and three other letters when they revise the miserable apologies for good work turned in by the average girl stenographer. Your Uncle.

Formula For Removing Indelible Ink Stains From Linen.

Indelible ink "containing any salt of silver" can be removed from linen by first painting the stain with tincture of iodine, then, after standing all night, dip the spots in solution of potassium cyanide or sodium hypsulphite. Aniline marking ink stains are more refractory. To remove them, first wash the linen well in water containing a tablespoonful of ammonia solution to the gallon, rinse in warm water, and spread over a basin of the same. Prepare a solution of nitro-muriatic acid by heating ½ dr. each of nitric acid and hydrochloric acid in a test tube for a few seconds until action begins, then dilute with 2 ozs. of water, and brush on the spots, dipping the linen in the basin after each application. Should this fail try javelle water. Fresh spirit of nitrous ether sometimes removes the spots. John Pestal.

Don't follow another man's business methods. Have your own plans and if they pan out well, stick to 'em.

Hardware Price Current

Ammunition			
Caps			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers			
No. 2 U. M. C., boxes 250, per m.	1 40		
No. 2 Winchester, boxes 250, per m.	1 40		
Gun Wads			
Black edge, Nos. 11 and 12 U. M. C.	60		
Black edge, Nos. 9 and 10, per m.	70		
Black edge, No. 7, per m.	80		
Loaded Shells			
New Rival—For Shotguns			
No.	Drs. of Powder	oz. of Shot	Size Gauge
120	4	1 ½	10
128	4	1 ½	9
128	4	1 ½	8
128	4	1 ½	7
135	4 ½	1 ½	5
154	4 ½	1 ½	4
200	3	1	10
208	3	1	8
236	3 ½	1 ½	6
265	3 ½	1 ½	5
264	3 ½	1 ½	4
Discount 40 per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100	72		
No. 12, pasteboard boxes 100, per 100	64		
Gunpowder			
Kegs, 25 lbs., per keg	4 90		
½ kegs, 12 ½ lbs., per ½ keg	2 30		
¼ kegs, 6 ¼ lbs., per ¼ keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 65		
Augurs and Bits			
Snell's	60		
Jennings genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. 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			
Com.	7 c.	6 c.	5 c.
BB	8 c.	7 c.	6 c.
BBB	8 c.	7 c.	6 c.
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 75		
Corrugated, per doz.	1 25		
Adjustable	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16 17	28		
Discount, 70	17		
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	90		
Double Strength, by box	90		
By the Light	90		
Hammers			
Maydole & Co.'s, new list	33 ½		
Verkes & Plumb's	40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	40&10		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japaned Tinware	20&10		
Iron			
Bar Iron	2 25 c rates		
Light Band	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	75		
Door, porcelain, jap. trimmings	85		
Lanterns			
Regular 6 Tubular, Doz.	5 00		
Warren, Galvanized Found.	60		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	\$17 00. dis 60		
Metals—Zinc			
600 pound casks	7 ½		
Per pound	8		
Miscellaneous			
Bird Cages	40		
Pumps, Cistern	75		
Screws, New List	85		
Casters, Bed and Plate	50&10&10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60&10		
Enterprise, self-measuring	30		
Pans			
Fry, Acme	60&10&10		
Common, polished	70&10		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 80		
"B" Wood's patent planished, Nos. 25 to 27	9 80		
Broken packages ¼ c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	40		
Selota 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 35		
20 to 60 advance	Base 5		
10 to 16 advance	8 advance		
8 advance	10		
6 advance	20		
4 advance	30		
3 advance	45		
2 advance	70		
Fine 3 advance	50		
Casing 10 advance	15		
Casing 8 advance	25		
Casing 6 advance	35		
Finish 10 advance	25		
Finish 8 advance	35		
Finish 6 advance	45		
Barrel ½ advance	85		
Rivets			
Iron and Tinned	50		
Copper Rivets and Burs	45		
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, ¼ inch and larger	2 ½		
Manilla	13		
Sand Paper			
List acct. 19, '88	dis 50		
Sash Weights			
Solid Eyes, per ton	36 00		
Sheet Iron			
Nos. 10 to 14	com. smooth. com. \$3 60		
Nos. 15 to 17	8 75		
Nos. 18 to 21	8 90		
Nos. 22 to 24	4 10		
Nos. 25 to 28	4 20		
No. 27	4 30		
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	4 10		
Shovels and Spades			
First Grade, Doz.	6 00		
Second Grade, Doz.	5 50		
Solder			
¼ @ ¼	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		
20x14 IX, Charcoal	12 00		
Each additional X on this grade, \$1.25.			
Tin—Alloway Grade			
10x14 IC, Charcoal	9 00		
14x20 IC, Charcoal	9 00		
10x14 IX, Charcoal	10 50		
14x20 IX, Charcoal	10 50		
Each additional X on this grade, \$1.50			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound.. 13			
14x56 IX, for No. 9 Boilers, }			
Traps			
Steel, Game	70		
Oneda Community, Newhouse's	40&10		
Oneda Community, Hawley & Norton's	65		
Mouse, choker per doz.	15		
Mouse, delusion, per doz.	1 25		
Wire			
Bright Market	60		
Annealed Market	60		
Coppered Market	50&10		
Tinned Market	50&10		
Coppered Spring Steel	40		
Barbed Fence, Galvanized	3 00		
Barbed Fence, Painted	2 70		
Wire Goods			
Bright	10—80		
Screw Eyes	10—80		
Hooks	10—80		
Gate Hooks and Eyes	10—30		
Wrenches			
Baxter's Adjustable, Nickel	20		
Coe's Genuine	20		
Coe's Patent Agricultural, Wrought, 7½&10	20		

Crockery and Glassware

STONEWARE	
Butters	
¼ gal., per doz.....	48
1 to 6 gal., per gal.....	6
8 gal. each.....	52
10 gal. each.....	56
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.....	6½
Churn Dashers, per doz.....	84
Milkpans	
¼ gal. flat or rd. bot., per doz.....	48
1 gal. flat or rd. bot., each.....	6
Fine Glazed Milkpans	
¼ gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	6
Stewpans	
¼ gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
Jugs	
¼ gal. per doz.....	60
¼ gal. per doz.....	45
1 to 5 gal., per gal.....	7½
Sealing Wax	
5 lbs. in package, per lb.....	2
LAMP BURNERS	
No. 0 Sun.....	35
No. 1 Sun.....	36
No. 2 Sun.....	48
No. 3 Sun.....	85
Tubular.....	50
Nutmeg.....	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints.....	4 50 per gross
Quarts.....	4 75 per gross
½ 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 95
No. 2 Sun.....	2 92
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp.....	1 88
No. 1 Crimp.....	2 08
No. 2 Crimp.....	3 04
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 (650 doz).....	3 50
No. 2 Lime (750 doz).....	4 00
No. 2 Flint (800 doz).....	4 60
Electric	
No. 2 Lime (700 doz).....	4 00
No. 2 Flint (800 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
6 gal. tilling cans.....	7 00
5 gal. galv. iron Nacfas.....	9 00
LANTERNS	
No. 0 Tubular, slide lift.....	4 75
No. 1 B Tubular.....	7 25
No. 15 Tubular, dash.....	7 25
No. 1 Tubular, glass fountain.....	7 50
No. 12 Tubular, slide lamp.....	13 50
No. 3 Street lamp, each.....	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 100.....	45
No. 0 Tub., cases 2 doz. each, box, 150.....	45
No. 0 Tub., bbls 5 doz. each, per bbl.....	1 60
No. 0 Tub., Bull's eye, cases 1 doz. each.....	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, ¼-inch wide, per gross or roll.....	18
No. 1, ½-inch wide, per gross or roll.....	24
No. 2, 1 inch wide, per gross or roll.....	24
No. 3, 1½ inch wide, per gross or roll.....	53
COUPON BOOKS	
50 books, any denomination.....	1 80
100 books, any denomination.....	2 50
500 books, any denomination.....	11 50
1,000 books, any denomination.....	20 00
Above quotations are for either Tradesman, Superior, Economy or Universal grades. Where 1,000 books are ordered and the same customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books.....	1 50
100 books.....	2 50
500 books.....	11 50
1,000 books.....	20 00
Credit Checks	
500, any one denomination.....	2 60
1,000, any one denomination.....	3 00
2,000, any one denomination.....	5 00
5,000, any one denomination.....	5 00
Blank check.....	5 00

WOMEN WHO WORK.

Always Room at the Top for the Specialist.

Why do so many women compete for positions in our large stores?

Generally because they have to. Sometimes because they want to.

"Because they want to!" you exclaim.

It is perhaps difficult to imagine that any woman enters the field from choice; but you must remember that there are many paths in life considerably narrower than the little space behind the counter. To the girl who lives in a tenement flat, where poverty runs riot, the store seems a veritable haven of rest and quiet. Here she is enabled to come into proximity with the women who live as she would wish to live. It may make her envious, perhaps. It may make her ambitious, and ambition is sometimes as disastrous to the shop girl as it was to Caesar; but it is generally refreshing, and refreshment is what her nature craves.

This type of girl is the exception, however. She is more prominent in the factory than in the store. The average saleswoman comes from a fairly comfortable home or a tolerable boarding-house and finds the work and the long hours decidedly irksome. Contentment does not abide behind her counter. The girl longs for something higher, nor can she be blamed.

It is interesting to consider the shop-girl from her own standpoint, from the standpoint of the woman who supervises her work and then from that of the man who employs her. The girl's view varies. She will tell you that it is largely a matter of the employer. Some are slave drivers and some are gentlemen—and therein lie the difference and the shop girl's compensation. The woman supervisor is sometimes something of a despot. A little power sets her head awry and likewise her heart, but, on the other hand, she is often found full of sympathy and proves a worthy friend of the girls under her. In such instances she has probably been in the toils herself and knows the ropes, for she has had to climb them.

An employer rarely waxes enthusiastic over the saleswoman in general, although he may refer to individual cases worthy of commendation. He will tell you that she has too many irons in the fire at once—and too many in her hair. This is a rather facetious way of informing you that she spends time on her pompadour that ought to be put on her work. She is flighty, he says, and her one great, grand ambition is to get married.

"You can't expect us to offer many inducements to the girl without ambition," he continues. "We realize that she dislikes her work and has taken it up just to fill in an interval in her life. She is not going to take an interest in the business. She doesn't want to be advanced, so why should we advance her? But, of course, there is always room for the exceptional woman—at the top—and

she stands as good a chance as any man in the work."

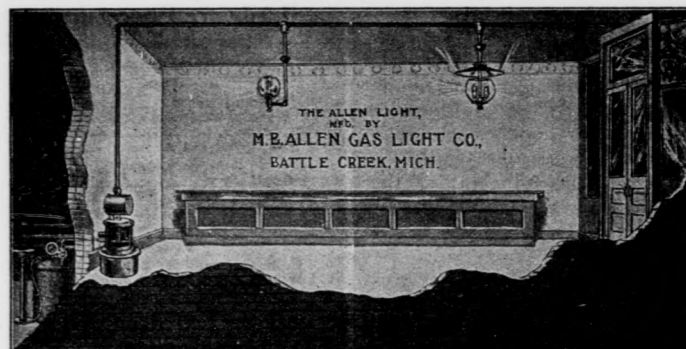
You decide next that you will interview the woman "at the top" and learn how she got there.

After due enquiry you will readily become convinced that there is a decided chance for the woman of ability to get to the top in mercantile circles, and that in comparatively short order. The fact that the majority of her competitors drop out before entering squarely in the race makes the run all the more easy for her. In truth, she can get to the top at a steady walk, providing she keeps her head on her shoulders and is careful of her moves.

Experience is the one great thing that counts for a woman in the mercantile world. An educational standard may be set up later, but it has not been put in force yet. The women who fill the highest positions in the millinery trade to-day are the women who started putting bands on hats in the early days, when they should have been in school. And they kept this up for six months without pay, and at the end of that time were allowed a pittance of \$2.50 a week. But they learned their trade, and learned it well. In time they became trimmers, and expert trimmers are in such demand that they easily draw from \$25 to \$30 a week, while the average saleswoman rarely advances beyond \$15. But these trimmers are frequently expert saleswomen as well. And to be an expert saleswoman means, in the majority of cases to be an expert judge of human nature.

The "expert" can tell the moment a woman enters the store whether she is a possible purchaser or merely a "looker," and since the saleswoman is an expert, she is as polite to the "looker" as she would be to the purchaser. Politeness is the prime requisite of the successful saleswoman—politeness under all circumstances and to all persons. She may grow to feel like an automaton that says "If you please" and "Thank you kindly" in all variety of ways, but she dare not depart from the practice. She may feel that she has lost her individuality and her sincerity as well, but what can she do? Yet the expert saleswoman is not insincere on the whole. She is likely to be discreetly honest, for she finds that it pays better in the end. It is poor policy to sell a green hat to a yellow face. The "blarney" of the seller may effect the sale, but the guileless buyer knows that the thing is not becoming when she sets it squarely on her head and faces her own mirror; and we all have a natural prejudice against the place where we bought our last unbecoming hat. The customer does not call again and in the end the loss is to the store.

And the next step of the expert trimmer may be to the position of head of a department in one of our large stores or to that of buyer or both combined. In the majority of cases the buyer merely selects. She has a clerk under her who attends to the payment and shipment of the



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.

CELERY NERVE GUM



PROMOTES THAT GOOD FEELING. Order from your jobber or send \$2.50 for five box carton. 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 boxes 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

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

Craverse City, Mich.

S. B. & A. on every wrapper.

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.

goods. Western buyers are generally allowed a fortnight in which to make their selections. European buyers are frequently granted a season of from two to three months. They go once a year. The buyer at home usually goes twice a year, for the summer and winter seasons. When the buyer is not off on a purchasing tour she is usually in charge of her department in the store. She is general adviser and overseer, and occasionally assists at a "sale" that proves difficult.

She is usually good looking, for a pleasing personality has a good deal to do with one's success in the business world. Coupled with brains, it will get one to the top as quickly as anything. Crabbed tempers and uncouth manners are not money-making devices, and most of our successful business men and women are interested in the money as well as in the cause they serve.

Some New Devices of Note.

An electric coin detector is the latest for the purpose of doing away with counterfeit minters. The apparatus is said to be able to separate good from bad coins on the principle that different metals show different electromotive force when the same strength of current is passed through them. The principle of the operation consists in the use of a number of primary coils in relation to which secondary coils are placed. Attached in circuit to the secondary coils is a relay which operates a magnet. When the operator wishes to test coins he passes them near the magnet, and at the same time turns on the current in the primary coils. The variation in the secondary coils sets up a current in the relay which, in turn, acts on the magnet. The operation is then mechanical. Good coins will be dropped in one place, while the bad ones will be thrown out.

Somewhat similar to the above is a recent invention for detecting the presence of metals in the earth. Terminals of a Wheatstone bridge are inserted in different places in the earth, and the current passed through the circuit. A resistance box shows the amount of resistance which the current has to overcome in passing through the earth between the two terminals. If there is any ore present between these two poles, the resistance will be much less than if no mineral was present, and, naturally, the more metal in the earth at this locality the less resistance would be recorded in the box. It is a simple matter, says the inventor, for the prospector to determine whether ore is present in a locality in sufficient quantities to pay him for the labor of mining it. The prospector of the future must be something of an electrician, if he hopes for rich rewards. After the location of ore has been detected, the inventor claims that, by varying the distances between the terminals and comparing the readings of the rheostat, the exact depth may be ascertained.

Cranks and persons who like to pose as singular frequently mistake impertinence for clever eccentricity.

The Right To Labor Must Be Maintained.

By far the worst phase of the labor problem lies in the fact that so-called organized labor is so often badly advised and ignorantly led. Too many of its leaders have shown, in conspicuous instances, an utter lack of any accurate conception of the true spirit and genius of our republican system—an utter disregard of the lawful rights of that far greater body of workmen who are not up in the ranks of the labor leagues. They have shown themselves to be, not true friends of labor, broadly speaking, but its narrow and deluded enemies. They have proved themselves to be blind, unsafe leaders. They have exhibited small knowledge of the true principles of industrial economics. By this course in promoting strikes and consequent idleness they seem to say to workmen: "Idleness is better for you than employment; stop work and live off the others." Such advice is folly and madness concentrated. The man who advises another to refuse employment and wages, when he needs them, is a bad counselor.

Every patriot and right thinking man should oppose the impudent pretensions of those who would establish a labor oligarchy and create a monopoly in a universal commodity. It is an unjust, an indefensible, a destructive doctrine. Carried to its ultimate conclusion, it would undermine our republican system, sap the foundations of the Government and substitute the uncontrolled will of the few for the lawful rule of the many, for true it is that the great body of labor in this country is unorganized, that it does not seek to organize, and, in the very nature of the case, must always remain unorganized. Even in the ranks of banded labor are countless scores of men who are not there of their own free choice—they are unwilling subjects forced into slavery against their wills and chafe under the insufferable thralldom.

The right to labor is fundamental

and inalienable; it antedates trades unions and human laws. It is a pre-eminent right of all American citizens and can never be taken away without first revolutionizing the Government. But there will be no revolution; this sacred right, vital to republican liberty, will be protected, defended and preserved by brave freemen who prize it; and all who dare assail it will be foiled in their wicked attempt.

Labor strikes, boycotts and picketing; proscription and abuses of other workmen—all these, with their concomitant evils, are indefensible and dangerous, and when accompanied by violence they become conspiracy. The Government, although it may travel with leaden heel, can not tolerate conspiracy or insurrection. It moves, and must move, when the overt act has been committed. In the last resort, when civic and industrial rights are denied and invaded, when the law is defied, when violence breaks forth, when all other measures have failed, then comes the ultimate resort, military force; for the law must be enforced by whatever effort; the public peace must be preserved at whatever sacrifice; insurrection must be put down at whatever cost.

The governments of the states of the United States can not and will not sit supine and see the edicts of their courts defied, their laws trampled upon, private and public property destroyed, or citizens maimed, murdered and maltreated. If such acts be permitted, anarchy ensues. But there will be no anarchy; ours is a government of law, and in its system resides the power to enforce its decrees. Harrison Gray Otis.

A playful dog will come to you, yet if you chase it, it eludes your grasp; and so with pleasure—it always eludes him who makes a business of seeking it.

The best a man ever did shouldn't be his standard for the rest of his life.

We call special attention to our complete line of

Saddlery Hardware

Quality and prices are right and your orders will be filled the day they arrive.

Special attention given to mail orders.

Brown & Sehler

Grand Rapids, Mich.

We have good values in Fly Nets and Horse Covers.

Certificates of Deposit

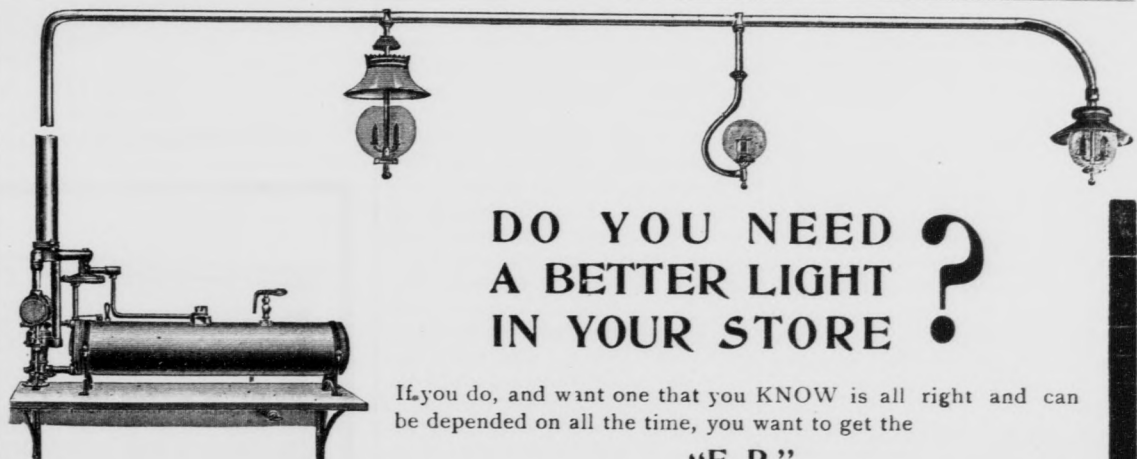
We pay 3 per cent. on certificates of deposit left with us one year. They are payable ON DEMAND. It is not necessary to give us any notice of your intention to withdraw your money.

Our financial responsibility is \$1,980,000—your money is safe, secure and always under your control.

Old National Bank

Grand Rapids, Mich.

The oldest bank in Grand Rapids



DO YOU NEED A BETTER LIGHT IN YOUR STORE?

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

"F. P."

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

Dixon & Lang, Michigan State Agents, Ft. Wayne, Ind. P. F. Dixon, Indiana State Agent, Ft. Wayne, Ind.

Commercial Travelers

Michigan Knights of the Grip
President, B. D. PALMER, St. Johns; Secretary, M. S. BROWN, Saginaw; Treasurer, H. E. BRADNER, Lansing.

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

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

Why the Greased Pig Was Abolished.

"I am disappointed," said John Gilbert, the traveling groceryman. "I am not only disappointed, I mourn. The American eagle's scream will never again seem more to me than an asthmatic squeak. Tradition has got a swat that knocks her out. The star of empire having gone West had better stay there, for if it should come back it would think it was nothing more than the dim phosphorescent glow of a lightning bug in a swamp. The brightness of the future might as well be a tallow dip hid under a bushel, for pessimism looms up before me bulky and opaque, and obscures it. Why? I'll tell you why!

"I spent the Fourth of July at my native village up the State. I was pining to take in, or rather view from a safe place, a real old-fashioned celebration of the Fourth. And the memory of man did not run back to the time when there had not been such at my native village, and when, among the devices provided thereat to increase the native love for the country and the old flag, there had not been a greased pig chase to foster and stimulate enthusiasm, in which a prize of \$2 was offered. That there could possibly be a properly patriotic remembrance of the times that tried men's souls and the forefathers who had fought, bled and died during those times, or that their memories could be perpetuated without the sons of those sacrificing sires engaging in a greased pig chase in my native village on the glorious Fourth was something I couldn't believe. The mere suggestion would have prompted me to holler 'Treason!' and would have been sufficient to open up the larynx of freedom to a shriek compared with which the one she gave when Kosciuszko fell would have been but as a penny whistle. And so—but let me tell you.

"I went to my old home, ready to be moved as of yore by the spirit of '76, and likewise in a receptive mood for the less metaphorical spirit of more recent years. I found the bells clanging, and the guns banging, and the band blaring, and the horses rearing, and the orators spouting, and the people shouting, but yet I looked around amazed and with a sinking heart. I sought the marshal of the day.

"Where is it? I gasped.

"Where is what? he said.

"The greased pig!" I replied.

"Oh!" said he. "We ain't a-goin' to have no greased pig no more!"

"When I was able to ask him why, he told me it was all because of the way the greased pig had acted on

them at the celebration the year before.

"Substantially, the story of that pig was that it was a likely shoat, the property of Sim Davis. Smeared in a manner to rejoice the heart of the most enthusiastic lover of his country's institutions, when the hour had arrived for inspiring that bailiwick's patriotic soul with the sight of the oleaginous porker sweeping over the plain with all of the bailiwick's vigorous young manhood in full cry, intent on capturing it and the contingent \$2, the pig was turned loose and the chase began. It did not end, so they told me, until the middle of the following month.

"The pig did not sweep over the plain as the bills and sacred tradition called for, but, lifting its voice in harsh and unpatriotic protest, marked out a course toward a neighboring wheat field. A recreant fence parted and let the pig into the field, and thence a wide swath in the ripening grain marked his course to the woods that lay on the other side, into which he escaped. There he defied all search to discover him, traitorously laying low, and casting a gloom abroad that even the bombs bursting in air and the rockets' red glare which gave proof in the evening that the celebration was still there did not serve to dispel.

"The second day after the unpatriotic pig had shown his heels to the disappointed village, an unsuspecting shepherd was driving a flock of sheep along a road two miles from town, when a loud snort startled him, and from a puddle at the roadside a pig jumped suddenly into view and as suddenly rushed out of view again into the woods. The snort and the appearance of the pig stampeded the sheep. The leader of the flock turned and leaped over a fence into a wheat field, and after the leader vaulted all the rest, as a matter of course.

"They left the field an almost barren waste. Then the scampering sheep leaped the fence on the other side and mowed down an adjoining field of corn in their course. At the farther end of the cornfield they stopped, and when the panting shepherd had come up with them and succeeded in rounding them up he could not help but note that they had surely anticipated the owner of the wheat and corn in the harvesting of a good share of his crops.

"The news of this disastrous appearance of the recalcitrant shoat started up the hunt for him again, but, like Hamilcar of Carthage, pursued by the barbarian hosts, when the hunters thought they had him they hadn't, and the next thing they knew he would be heard of somewhere else, feasting in a cornfield here and in a garden patch there, until he came to be looked upon as an evil compared with which the dry rot, the weevil, the potato bug, drought and the tax collector were but trifles.

"Certain pessimistic tillers of the soil prophesied famine unless that porcine outlaw could be run down without delay. And so it went on

until the middle of the following month, when the shoat having been heard from as levying tribute on the product of a farm in the northern part of the town, a force, estimated at seventy men, marched out, determined on either capturing the devastating pig or driving him to some other bailiwick. On that day either success had made the pig overconfident, or the corn on the farm where he was reported to be foraging was particularly succulent and to his taste, for the hunters surprised him at his feast.

"They came upon him while he fed. He broke for cover. His pursuers scattered in all directions to head him off. From the manner in which he made his way through and over fences and, when surrounded, broke through the ranks of his eager pursuers, it seemed to them that he was one of that ancient herd that once upon a time ran down into the sea, and that he was still possessed of his share of the individual who prompted them to their undoing.

"The hunters might have slain the pig, but his owner needed him for the fall killing, and they respected the owner's needs, notwithstanding their extremity. Around and across five large farms the chase continued, until at last the shoat was cornered and he turned at bay. One venture-some young farmer, Job Staner by name, sprang upon him. Job should not have done it, for the pig fought like fury, and in marvelously quick time the rash husbandman was as completely bereft of clothing as was

at one time that pioneer in agriculture, the original Adam.

"But might at last prevailed, and the long-default and tradition-busting porker was overpowered, bound and carted back to his sty, from which he had emerged five weeks before to become a perpetuator of memories, a patriotic mission which a supine posterity had permitted him to scorn, although there was \$2 in him, besides a pot of money up in bets.

"So we took a vote right there and then," said my fellow-citizen who told me this, "that when we celebrated the ever-glorious and never-to-be-forgotten birthday of American independence after that we would sacrifice ourselves so far as to leave the greased pig out of the programme. So we ain't going to have no greased pig no more, John," said he.

"Disappointed? Well, rather! And will the eagle's scream ever again seem more to me than an asthmatic squeak? What? With the greased pig cut out from perpetuating the memories? Never! Tradition may get over that swat some time, but I tell you, it behooves us to watch out, fellow-citizens, for degeneracy is threatening us bigger than a load of hay.—New York Sun.

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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



WALL CASES,
COUNTERS,
SHELVING,
ETC., ETC.

Drug Store Fixtures
a Specialty

Estimates Furnished on Complete
Store Fixtures.

Geo. S. Smith Fixture Co.

97--99 North Ionia St.
Grand Rapids, Michigan

SUCCESSFUL SALESMEN.

Chas. A. Wheeler, Representing the Fletcher Hardware Co.

Charles A. Wheeler, Lake Superior representative of the Fletcher Hardware Co., Detroit, was first discovered to be a sq—dealer in Detroit, Anno Domini—well, we do not know the exact date, but it was some time after the Mexican war. Mr. Wheeler, with his hat on, does not look it, but he is one of those old maid fellows upon whose head nickel-plated hairs show so plainly that he holds his age in strict confidence with himself and his Maker. We verily believe he has even deceived his wife and family on the subject. We will not quarrel with Mr. Wheeler about his age—he may be 16 or 60, we don't care a continental—let the secret die with his good nature and his increasing avoirdupois. This we



do know: he caused his mother to be a wheeler upon the sidewalks of Detroit many years ago, and whether she has regretted it or not has never been recorded. He scrapped and played "migs" like other kids until he was old enough to go to school in the old Capitol school building, once used as the Michigan State Capitol. Here he got his first insight into the ways of the world, to which he has since added by personal observation. Afterward, when the Capitol school building was converted into a high school, young Wheeler attended and graduated.

He began his business life as shipping clerk for W. J. Gould & Co., of Detroit. He preferred carpet tacks to coffee and soon we find him with Ducharme, Fletcher & Co. He served variously as assistant book-keeper, stock clerk and city buyer. He was city buyer for ten years, when he accepted his present position as traveler in the Upper Peninsula.

It was while being engaged as city buyer that Mr. Wheeler exhibited his remarkable memory. We wager that he could call by telephone number one hundred houses in Detroit and not have to refer to the directory three times. His sonorous voice was familiar to every wholesale house in Detroit. It was without doubt this voice that won the heart of Miss Jennie E. Kinney, of Corunna, in 1890. Who could resist that

voice, whether asking the hand in marriage or for the price of a keg of nails? We believe he was just as successful in "getting the goods" at the marriage altar as he was in getting the price, by telephone or otherwise, for the house he represented.

Besides being a memoryologist, Mr. Wheeler is somewhat of a poetologist. One of the first we remember was upon the occasion of his first trip to the Lake Superior territory, in the bleakest kind of bleak winter weather. He was a novice then up that way and, being among strangers and his laundry having missed connections, he appealed to a fellow traveler for help and borrowed a pair of socks, which acted as a sort of a mascot. Mr. Wheeler noticed the change in his trade at once and, upon the return of the socks to his friend, he noted his gratitude in the following:

I tell you things are different now
From when I started out;
And such a simple thing it was
That brought the change about.
At first, I couldn't get a smell;
But now I'm selling lots,
And all because of this one thing—
I've got on Mitchell's socks.

Oh, everything comes easy now,
Since those are on my feet.
It's "howdy do" and "Take a drink,"
With every one I meet;
Then slap down orders in my book
From axes on to locks.
I tell you I'll be sorry when
I've worn out Mitchell's socks.

I'm spending lots of money, though,
It happens in this way:
No matter where I start to go,
I surely go astray.
For if there be a bar around
Inside of twenty blocks,
I've got to go till I get there,
Since I've worn Mitchell's socks.

Again, when he was not getting the business he hoped for, we ran across this:

I'm growing old and grey, Will,
With care my form is bent.
I've lived as much as twenty years,
Since on the road I went.
I thought a traveler's life would be
Uninterrupted play.
That notion has been changed, Will,
I'm getting old and grey.

I go into a store, Will,
My mind all free from cares,
And glibly talk as best I may,
And freely show my wares;
But after taking hours of time
The man to me will say,
"There's nothing that I want just now,"
I feel myself turn grey.

My firm sends me some letters, Will,
In which they say to me,
"Your sales on such and such a line
Are not what they should be."
"Hereafter we expect from you
"Much larger sales," they say;
And when I get through reading, Will,
I feel so old and grey.

Sometimes at two a. m., Will,
In snow or cold or rain,
I get up from my sleep, Will,
To take the North bound train.
Arriving at the station, Will,
I find to my dismay,
My train is three hours late, Will,
I swear, while I turn grey.

I come into a town, Will,
As tired as tired can be;
When I get to the hotel,
There is no room for me.
The house is full, there is no place
My weary limbs to lay,
I feel just like a homeless tramp
Whose head is turning grey.

But still, it matters little, Will,
What change in me takes place,
So long as I can sell enough
To keep me in the race.
For way down home, each night, Will,
Two "kids" for dad do pray,
And for their sakes I'd let my head
Turn blue or green or grey.

As great as was Mr. Wheeler's success in some parts of his territory, it seems that he did not catch on with the trade very well at Menominee or Marinette. After a few trips he figured that it would be more to the interest of his house to drop those two towns and devote his

attention more closely to the Lake Superior part of his territory. As a parting shot at those sawdust towns, we ran across the following:
Farewell! Farewell! Menominee!
Farewell! Oh, Marinette!
I shake your dust from off my feet
Without the least regret.
The days will come, the days will go,
But this resolve is set,
No more I'll make Menominee,
Nor go to Marinette.

Farewell! Farewell! Menominee!
Farewell! Oh, Marinette!
Had you but listened to my prices
Can live a while, you bet,
But too late now. You'll never know
The snaps you failed to get,
I've cut you out, Menominee,
And you, too, Marinette.

Farewell! Farewell! Menominee!
Farewell! Oh, Marinette!
The little house I travel for
Can live a while, you bet,
Without the large and juicy trade
That I did fail to get.
I'm through with you, Menominee,
And you, too, Marinette.

Farewell! Farewell! Menominee!
Farewell! Oh, Marinette!
I have more love for Seney town
Than you in me beget.
I've cut you out, I've cut you off,
My curse on you is set—
To h—with you, Menominee!
To h—with Marinette!

In a society way Mr. Wheeler has not been a "jiner." His only venture was with the U. C. T., No. 186, located at Marquette, of which he was elected the first Senior Counselor.

We attribute his success to the fact of his having a thorough training in his chosen line before he made his debut as a traveler. That, coupled with his pleasant address and happy mein, has made him friends that are worth more than dollars to him.

Let us not forget, in conclusion, that he represents one of the very best of houses, the Fletcher Hardware Co., of Detroit. Quix.

The July Outing of the U. C. T.

The United Commercial Travelers of this city and their friends, to the number of one hundred, enjoyed another picnic at Fruitport last Saturday, and although the attendance was not so large as at the June picnic, all who availed themselves of the opportunity for a day's outing thoroughly enjoyed it.

Evidently many of the members of Grand Rapids Council, No. 131, have received large returns on their holdings in oil and railroad stocks and were at their lakeside resorts, as a result of such prosperity, as several of the members who usually attend these gatherings were absent.

Owing to the late return of the boat on which the party took a ride to Grand Haven in the afternoon, the special features and contests were omitted.

Base ball was enjoyed in the afternoon, and the ball room in the evening, with no one injured at either.

We smoked a box of cigars with the compliments of John T. Woodhouse & Co. Frank A. Simonds.

Alpena Argus: Percy S. Stacey, of this city, is now traveling representative of the Schwarzschild & Sulzberger Co., of Chicago, a meat packing concern with houses also in New York and Kansas City. Mr. Stacey has Northern Michigan for his territory, which will bring him to Alpena at least twice each week. His connection with the company dates from about two weeks ago.

The flurry in Wall street has subsided and now those who profess to know declare it was quite necessary for the maintenance of the financial equilibrium. It seems that the financial condition occasionally requires a sort of electrical storm to clarify the atmosphere, a sort of bankruptcy on a small scale in order to start anew on a proper basis. The same thing happens in miniature in all parts of the country.

Much interest has recently been aroused in London by two surgical operations which have resulted in a marked change of character in the patients. One was that of a boy of good family who had developed strangely brutal instincts. A clever surgeon examined him with care, located what he considered the seat of the trouble, removed a piece of the skull, and thus relieved the deforming pressure. The lad was restored to his parents a normal and lovable child. The other case was that of a soldier who, after an injury in a skirmish, developed a propensity for theft. An operation on the brain cured him.

Three candidates for Secretary of the Michigan Knights of the Grip have already announced themselves—Mike Howarn, of Detroit; C. J. Lewis, of Flint, and F. L. Day, of Jackson.

Wm. H. Mead, who has been traveling for the Henkel Milling Co., of Detroit, has taken the position of assistant manager of the Detroit Barrel Co.

Success follows in the wake of judicious advertising.

SAVE THE LEAKS

AUTOGRAPHIC
STANDARD CASH REGISTERS

Does what no other register
will

It gives you a complete statement
of your day's business.

IT Makes clerks careful
Detects carelessness

What more do you want? Prices
moderate. Address

STANDARD CASH REGISTER CO.

No. 4 Factory St., Wabash, Ind.

He who wants a dollar's worth
For every hundred cents
Goes straightway to the Livingston
And nevermore repents.
A cordial welcome meets him there
With best of service, room and fare.

Cor. Division and Fulton Sts.,
Grand Rapids, Mich.

When in Detroit, and need a MESSENGER boy
send for

The EAGLE Messengres

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager

Ex-Clerk Griswold House

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
WIRT P. DOTY, Detroit - Dec. 31, 1908
CLARENCE B. STODDARD, Monroe - Dec. 31, 1904
JOHN D. MUIR, Grand Rapids - Dec. 31, 1906
ARTHUR H. WESSER, Cadillac - Dec. 31, 1906
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.**

The Home Manufacture of Chemicals.

A. E. Mieding, in a paper read before the Wisconsin Pharmaceutical Association, states that most of the chemicals of the U. S. Pharmacopoeia can be prepared in a small way at a smaller cost than they can be bought in the market in less than quantity lots. The largest expense lies in the application of heat, and the necessary apparatus for this purpose is to be found in most drug stores. The author urges that this work in the pharmacy is of the greatest educational value to the clerk and apprentice, giving them valuable training in the processes of manipulation requiring thoroughness, cleanliness, and exactness. Ordinary advantages should be utilized; thus in a store heated by means of a hot-air furnace, the registers will answer for such processes as evaporation, solution, granulation, desiccation, etc. A steam or hot water radiator may be used for the same purpose. "By following the processes of the Pharmacopoeia and the dispensatories, a great many chemicals can be made economically and advantageously, widening the field sufficiently to encourage the employes for further utilization of the capacities on hand, besides rendering dull times and rainy days shorter and more pleasant."

A Theatrical Stage in the Window.

A druggist whose windows are not the least attractive part of a very attractive store, has hit upon a plan for calling the attention of the passer-by that is distinctly novel. This particular window drew the attention of people who seldom look at a show window of any sort. The novelty consisted of a stage, in miniature, of course, with handsomely painted scenery and pretty "props" to match. The scene was a beautiful lawn with rustic chairs and a wood drop for a background. In the center of this lawn was a fountain, constantly playing, and at intervals of five minutes the color of the water would change. This was kept up for about an hour, and the curtain would descend and remain down for about fifteen minutes, when the performance would be repeated. The idea was so novel and the effect so pretty that it attracted a great deal of attention throughout the day. At night the effect was enhanced by the use of colored lights. This advertisement, while apparently simple, cost a good deal of money, as it required the services of a scene painter and an elec-

trician, but the proprietor says he loses nothing, which means that it pays.

The Drug Market.

Opium—There is no change in the situation. The market is quiet, but firm. There is no indication of lower prices in primary markets and the reported shortage in crop is confirmed.

Morphine—Is firm at the advance of 10c and higher prices are looked for.

Quinine—Is in good demand and firm at the advance.

Citric Acid—Has declined 2c per pound on account of higher prices for crude material.

Wood Alcohol—Manufacturers have reduced the price 10c per gallon.

Cocaine—Is very firm, on account of the firm market abroad.

Oil Sassafras—Is very scarce and firm.

Oil Cajuput—Has been advanced.

Natural Oil Wintergreen—Is very firm, on account of small stocks.

Buchu Leaves—Are in better supply and tending lower.

Linseed Oil—On account of lower price for seed, is dull and lower.

Bacteria and Milk.

In a recent bulletin the Health Department of Chicago declared that "milk bottled in the city, as a rule, comes from some unknown farmer, is hours in transit without ice, and in bottling is contaminated by city dust, filthy washing water and numerous infections collected by the dirty milk bottles. It is the bacteria that have become virulent by feasting on human tissues that are dangerous. A soiled bottle returned to the milkman by a mother whose baby has diarrhea will infect the score or more of bottles that are washed in the same water with it. The dirty milkman is more dangerous than the dishonest one. Properly produced and safeguarded, milk can be placed in the hands of the city consumer pure and wholesome. Improperly handled, especially in hot weather, it often becomes a disease-breeding fluid. Who is your milkman?"

Advertising One's Soda Water.

Early in the present soda water season the McComb City Drug Store, of McComb City, Miss., got out a rather pleasing and simple little card for the purpose of attracting attention to its soda service. The card was mailed under two-cent postage, and was of a size to go nicely into a No. 5 or 6 commercial envelope—3 3/4 by 5 1/4 inches. The stock was a very light bluish-gray in color, and was of the expensive kind used in fine stationery, although somewhat heavier. On one side was printed, in olive-green ink, "You are Cordially Invited," and on the other side, "To Try Our Famous Ice Cream," etc. Then followed a considerable list of the leading drinks dispensed at the soda fountain.

Good advertising and good merchandising are inseparable. They are two forces that make success.

Growing of Genuine Four-Leaved Clover.

The four-leaved clover has been viewed for many ages as the symbol of luck. Everybody looks for a four-leaved clover whenever he passes a field in which clover grows.

Now the clover does full honor to its scientific name of trifolium (three leaf), because for it to have more than that number is one of the exceedingly rare occurrences in botany.

Yet, despite its scarcity, the four-leaved clover has been seen everywhere lately. Jewelers have been putting it into brooches, pins and lockets, and some extremely pretty and unique designs have been made with it for the center.

Surely this sudden plentifulness of what had been a rare plant must have set many folk to guessing. And here is the truth about it:

The four-leaved plant that has become so common is not a clover at all, although it looks so remarkably like clover. It is a plant that is known under the scientific name of marsilia quadrifolia. This plant has relatives growing in the swamps of almost all the world, and they all look exactly like clover and they all have four leaves.

But genuine four-leaved clover may soon become as common as the marsilia quadrifolia, for the European botanist, Hugo de Vries, has succeeded in growing four-leaved clover in fair quantities. He says that it is merely necessary to find some four-leaved clover plants and then to cultivate them carefully and save their seeds. He found that of the seedlings 14 per cent. would turn out to be four-leaved.

Treatment of Vaccine Sores.

A. E. Gallant, M. D., of New York, says that the redness following in the wake of successful vaccination will disappear in twenty-four hours and the swelling and stiffness be markedly diminished, while the ulcer will rapidly heal, by the following line of treatment: After the vesicle has thoroughly developed, with heat, soreness, or pain and an extending area of inflammation, remove the scab and smear over the whole reddened surface an ointment consisting of equal parts of ichthyol and lanolin. Over the ulcer place a thick pad of sterile gauze and cover the ointment with rubber tissue. Secure in place by a muslin bandage.

Creosote Camphorate.

This is stated to be a compound prepared from molecular quantities of creosote and camphor. It is described as being a thick, oily liquid, insoluble in water, but soluble in ether, alcohol, and glycerin. It is employed in 5 per cent. oily solution as a nervous sedative, the dose being a teaspoonful. It may also be exhibited in gelatin capsules, each containing 0.2 Gm., three to four being given daily.

Sanogen.

This is a new remedy for consumption, just exploited in Berlin, with the usual free advertising by cable and telegraph. It is said to be an inhalant with eucalyptol as a basis,

and will doubtless appear on the market later, under the Biles or some other good plan.

Piperidine Parasulphaminbenzoate.

This compound is obtained by heating one part piperidine and two parts parasulphaminbenzoic acid in aqueous solution until a perfect solution results; on cooling the compound separates as a white crystalline powder.

Cleveland Float.

Make a plain lemonade, fill a glass within one inch of top, then hold a teaspoon in center of glass, pouring slowly grape juice until glass is full.

Advertising is the skirmish line of progress.

ALABASTINE

The durable wall coating is largely used in CHURCHES as well as homes. We offer the free services of our corps of artists in helping to work out beautiful effects. Write and see what we can do for you.

Alabastine Co., Grand Rapids, Mich.
 and 105 Water Street, New York City

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.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Citric Acid, Linseed Oil.

Acidum		Conium Mac.		Sella Co.		Selditz Mixture		Linseed, pure raw...	
Aceticum	50 5	Copaiba	1 50 1 25	Tolutan	2 50	Sinapis	2 18	Linseed, boiled	37 40
Benzoleum, German	70 2 8	Cubebae	1 30 1 35	Prunus virg.	2 50	Sinapis, opt.	2 30	Nastfoot, winter str	55 41
Boracis	22 17	Erigeron	1 00 1 10			Sinapis, Macaboy, De	2 40	Spirits Turpentine	57 52
Carbolicum	22 27	Gaultheria	2 30 2 40	Tinctures				Paints	
Citricum	40 2	Gaultheria	2 30 2 40	Aconitum Napellis R	50			BEL. L	
Hydrochlor.	30 5	Gossypii, Sem. gal.	1 80 1 85	Aconitum Napellis F	50			Red Venetian	1 1/2 2 28
Nitrosum	120 14	Hedeoma	1 80 1 85	Aloes and Myrrh	50			Ochre, yellow Mars.	1 1/2 2 24
Oxalicum	120 14	Juniper	1 50 2 00	Arnica	50			Ochre, yellow Ber.	1 1/2 2 23
Phosphoricum, dil.	40 2	Lavendula	90 2 00	Assafetida	50			Putty, commercial	2 1/2 2 23
Salicylicum	40 2	Limonis	1 50 1 25	Astrope Belladonna	50			Putty, strictly pure	2 1/2 2 23
Sulphuricum	1 10 1 20	Mentha Piper.	3 20 3 30	Aurant Cortex	50			Vermillion, Prime	1 1/2 1 15
Tartaricum	1 10 1 20	Mentha Verid.	5 00 5 50	Benzoin Co.	50			American	1 1/2 1 15
Turbiticum	380 40	Morruha, gal.	5 00 5 50	Cardamom	50			Vermillion, English	70 2 75
Ammonia		Myrica	4 00 4 25	Cardamom Co.	50			Green, Paris	14 2 18
Aqua, 16 deg.	40 6	Olive	75 3 00	Castor	50			Green, Peninsular	130 2 18
Aqua, 20 deg.	60 8	Picea Liquida, gal.	1 00 1 12	Catechu	50			Lead, red	8 1/2 7
Carbonas	130 15	Picea Liquida, gal.	1 00 1 12	Cinchona	50			Lead, white	8 1/2 7
Chloridum	120 14	Ricna	80 2 94	Cinchona Co.	50			Whiting, white Span	2 1 25
Aniline		Rosmarin	2 1 00	Columba	50			Whiting, white Amer.	2 1 25
Black	2 50 2 25	Rose, ounce	6 50 7 00	Cubeba	50			Whiting, Paris, Eng.	2 1 48
Brown	450 50	Succin	40 2 45	Cassia Acutifol	50			Universal Prepared	1 10 2 10
Red	450 50	Sabina	30 2 1 00	Cassia Acutifol Co.	50			Varnishes	
Yellow	2 50 2 50	Santal	2 75 2 90	Digitalis	50			No. 1 Turp Coach	1 10 2 28
Baccae		Sassafras	50 2 55	Ergot	50			Extra Turp	1 50 2 1 75
Cubebae, po. 25	25 24	Sinapis, ess. ounce	1 50 1 60	Ferri Chloridum	50			Coach Body	2 75 2 8 00
Juniperus	50 35	Thyme, opt.	2 1 60	Gentian	50			No. 1 Turp Furn.	1 00 2 1 10
Xanthoxylium	50 35	Theobromas	150 20	Gentian Co.	50			Extra Turk Damar	1 50 2 1 50
Balsamum		Potassium		Gulaca	50			Jap. Dryer, No. 1 Turp	70 2
Copaiba	50 55	Bi-Carb	150 18	Gulaca ammon	50			Oils	
Peru	50 55	Bichromate	150 18	Hycosyamus	50			BEL. GAL.	
Terabin, Canada	50 55	Bromide	40 2 45	Iodine	50			Whale, winter	70 70
Tolutan	45 50	Carb	120 15	Iodine, colorless	50			Lard, extra	85 90
Cortex		Chlorate, po. 17	16 18	Kino	50			Lard, No. 1	80 85
Abies, Canadian	18 15	Cyanide	34 38	Lobelia	50			Fine Holiday Line	
Cassia	12 12	Iodide	2 30 2 40	Myrrh	50			That of Grand Rapids Wholesale House	
Cinchona Flava	18 15	Potassa, Bitart, pure	28 30	Nux Vomica	50			Displayed in the Soo	
Euonymus atropurp.	20 20	Potass Nitras, opt.	70 10	Opil	50			S	
Myrica Cerifera, po.	12 12	Potass Nitras	50 8	Opil, compound	50			AULT STE. MARIE buyers of holiday goods	
Prunus Virgin.	12 12	Prussiate	23 28	Opil, deodorized	50			have seldom had such an assortment to	
Quillaja, gr'd	14 14	Sulphate po.	150 18	Quassia	50			select their line from for next Christmas	
Sassafras, po. 18	14 14	Radix		Rhatany	50			as is to be found in the display shown by	
Ulmus, po. 20, gr'd	30 30	Aconitum	20 25	Rheul	50			W. B. Dudley, the representative of the	
Extractum		Althae	30 33	Sanguinaria	50			Hazeltine & Perkins Drug Co., of Grand	
Glycyrrhiza Glabra	24 30	Anchusa	100 12	Serpentaria	50			Rapids. The vacant store adjoining the postoffice	
Glycyrrhiza, po.	28 30	Arum po.	20 25	Stromonolium	50			has been secured temporarily as a sample room and	
Haematox, 15 lb. box	110 12	Calamus	20 40	Tolutan	50			it is filled with samples of goods that are attractive	
Haematox, 15	130 14	Gentiana, po. 18	14 15	Valerian	50			looking and up-to-date. The line is one of the most	
Haematox, 1/4s	140 15	Glycyrrhiza, pv. 15	16 18	Veratrum Veride	50			comprehensive ever shown in the Soo and when	
Haematox, 1/4s	160 17	Hydrastis Canad.	80 80	Zingiber	20 20			packed fills over 20 big trunks.	
Ferru		Hydrastis Can., po.	120 15	Miscellaneous				—Evening News, Sault Ste. Marie, Mich.	
Carbonate Precip.	15 15	Hellebore, Alba, po.	120 15	Aether, Spts. Nit. F	30 35			have seldom had such an assortment to	
Citrate and Quina	2 25	Inula, po.	120 15	Aether, Spts. Nit. F	340 38			select their line from for next Christmas	
Citrate Soluble	75 75	Ipecac, po.	2 75 2 80	Alumen	24 2 3			as is to be found in the display shown by	
Ferrocyanidum Sol.	40 40	Iris plox, po. 35	35 40	Alumen, gro'd, po. 7	30 4			W. B. Dudley, the representative of the	
Solut. Chloride	15 15	Jalapoa, pr.	25 35	Annatto	40 50			Hazeltine & Perkins Drug Co., of Grand	
Sulphate, com'l	80 80	Maranta, 1/4s	25 35	Antimon, po.	40 50			Rapids. The vacant store adjoining the postoffice	
Sulphate, com'l by	7 7	Podophyllum, po.	22 25	Antimon, et Potas	40 50			has been secured temporarily as a sample room and	
bbl, per cwt.	80 80	Rhel	75 1 00	Antipyrin	20 25			it is filled with samples of goods that are attractive	
Sulphate, pure	7 7	Rhel, cut	1 25	Antifebrin	20 20			looking and up-to-date. The line is one of the most	
Flora		Rhel, pv	75 1 35	Argent Nitras, oz.	42 42			comprehensive ever shown in the Soo and when	
Arnica	15 18	Spigella	35 38	Arsenicum	100 12			packed fills over 20 big trunks.	
Anthemlis	22 25	Sanguinaria, po. 15	35 38	Balm Gilead Buds.	450 50			—Evening News, Sault Ste. Marie, Mich.	
Matricaria	30 35	Serpentaria	75 70	Bismuth S. N.	2 20 2 38			have seldom had such an assortment to	
Folia		Senega	50 40	Calcium Chlor.	10 10			select their line from for next Christmas	
Barosma	35 40	Smilax, officinalis H.	50 40	Calcium Chlor, 1/4s	12 12			as is to be found in the display shown by	
Cassia Acutifol, Tin-	20 25	Smilax, M.	50 40	Cantharides, Rus po	20 20			W. B. Dudley, the representative of the	
Cassia, Acutifol, Ali.	25 30	Sella	100 12	Capsic Fructus, af.	15 15			Hazeltine & Perkins Drug Co., of Grand	
Salvia officinalis, 1/4s	12 20	Symplocarpus, Foeti-	20 25	Capsic Fructus, po.	15 15			Rapids. The vacant store adjoining the postoffice	
Salvia 1/4s	12 20	us, po.	20 25	Capsic Fructus B, po	15 15			has been secured temporarily as a sample room and	
Uva Ursi	85 10	Valeriana, Eng. po. 30	150 20	Caryophyllus, po. 15	120 14			it is filled with samples of goods that are attractive	
Gummi		Zingiber a	140 16	Carmine, No. 40	550 60			looking and up-to-date. The line is one of the most	
Acacia, 1st picked	65 65	Zingiber j	190 20	Cera Alba	550 60			comprehensive ever shown in the Soo and when	
Acacia, 2d picked	65 65	Semen		Cera Flava	400 42			packed fills over 20 big trunks.	
Acacia, 3d picked	65 65	Anisum, po. 18	2 15	Coccus	40 42			—Evening News, Sault Ste. Marie, Mich.	
Acacia, sifted sorts	65 65	Apium (graveleons)	130 15	Coccos	40 42			have seldom had such an assortment to	
Acacia, po.	45 65	Bird, 1s	40 6	Cassia Fructus	20 35			select their line from for next Christmas	
Aloe, Barb. po. 18	20 20	Carul, po. 15	100 11	Centraria	10 10			as is to be found in the display shown by	
Aloe, Cape, po. 25	65 65	Cardamom	70 90	Cetaceum	45 45			W. B. Dudley, the representative of the	
Aloe, Socotri, po. 40	65 65	Coriandrum	70 70	Chloroform	50 60			Hazeltine & Perkins Drug Co., of Grand	
Ammoniac	55 60	Cannabis Sativa	65 70	Chloroform, squibbs	1 10 1 10			Rapids. The vacant store adjoining the postoffice	
Assafetida, po. 40	25 40	Cydonium	75 1 00	Chloral Hyd Crst.	1 35 1 80			has been secured temporarily as a sample room and	
Benzolium	55 60	Chenopodium	25 30	Chondrus	20 25			it is filled with samples of goods that are attractive	
Catechu, 1s	65 65	Chenopodium	25 30	Cinchonidine, P. & W	380 48			looking and up-to-date. The line is one of the most	
Catechu, 1/4s	65 65	Dipterix Odorate	100 100	Cinchonidine, Germ.	380 48			comprehensive ever shown in the Soo and when	
Catechu, 1/4s	65 65	Foeniculum	100 100	Cocaine	4 50 4 75			packed fills over 20 big trunks.	
Camphore	65 65	Foeniculum, po.	70 9	Corks, list, dis. pr. et.	75 75			—Evening News, Sault Ste. Marie, Mich.	
Euphorbium, po. 35	65 65	Lini	4 6	Croosotum	2 45			have seldom had such an assortment to	
Gamboge	1 25 1 35	Lini, gr'd, bbl. 4	4 6	Creta	2 45			select their line from for next Christmas	
Gualacum, po. 35	25 35	Lobelia	1 50 1 55	Creta, prep	90 11			as is to be found in the display shown by	
Kino, po. 30.75	25 35	Phalaris Canarian.	6 7	Creta, Rubrip	90 11			W. B. Dudley, the representative of the	
Mastic	20 20	Rapa	5 6	Crocus	380 40			Hazeltine & Perkins Drug Co., of Grand	
Myrrh, po. 45	20 20	Sinapis Alba	90 10	Cudbear	24 24			Rapids. The vacant store adjoining the postoffice	
Opil, po. 4.50 4.80	75 85	Sinapis Nigra	110 12	Cupri Sulph.	84 84			has been secured temporarily as a sample room and	
Shellac	35 45	Spiritus		Dextrine	70 10			it is filled with samples of goods that are attractive	
Shellac, bleached	40 45	Frumentum, W. D. Co.	2 00 2 50	Emery, po.	70 10			looking and up-to-date. The line is one of the most	
Tragacanth	70 2 1 00	Frumentum, D. F. R.	2 00 2 25	Emery, po.	70 10			comprehensive ever shown in the Soo and when	
Herba		Frumentum	1 25 1 50	Emery, po.	70 10			packed fills over 20 big trunks.	
Absinthium, oz. pkg	25 25	Juniperis Co. O. T.	1 65 2 00	Emery, po.	70 10			—Evening News, Sault Ste. Marie, Mich.	
Eupatorium, oz. pkg	25 25	Juniperis Co.	1 75 2 00	Emery, po.	70 10			have seldom had such an assortment to	
Lobelia, oz. pkg	25 25	Saacharum N. E.	1 90 2 10	Emery, po.	70 10			select their line from for next Christmas	
Majorum, oz. pkg	25 25	Spt. Vini Gall.	1 75 2 10	Emery, po.	70 10			as is to be found in the display shown by	
Mentha Pip. oz. pkg	25 25	Vini Oporto	1 25 2 00	Emery, po.	70 10			W. B. Dudley, the representative of the	
Mentha Vir. oz. pkg	25 25	Vini Alba	1 25 2 00	Emery, po.	70 10			Hazeltine & Perkins Drug Co., of Grand	
Rue, oz. pkg	25 25	Sponges		Emery, po.	70 10			Rapids. The vacant store adjoining the postoffice	
Tanacetum Voz. pkg	25 25	Florida sheeps' wool	2 50 2 75	Emery, po.	70 10			has been secured temporarily as a sample room and	
Thymus, V. oz. pkg	25 25	Nassau sheeps' wool	2 50 2 75	Emery, po.	70 10			it is filled with samples of goods that are attractive	
Magnesia		Velvet extra sheeps'	2 50 2 75	Emery, po.	70 10			looking and up-to-date. The line is one of the most	
Calcined, Pat.	55 60	wool, carriage	2 50 2 75	Emery, po.	70 10			comprehensive ever shown in the Soo and when	
Carbonate, Pat.	180 20	Extra yellow sheeps'	2 50 2 75	Emery, po.	70 10			packed fills over 20 big trunks.	
Carbonate, K. & M.	180 20	wool, carriage	2 50 2 75	Emery, po.	70 10			—Evening News, Sault Ste. Marie, Mich.	
Carbonate, Jennings	180 20	Grass sheeps' wool,	2 50 2 75	Emery, po.	70 10			have seldom had such an assortment to	
Oleum		carriage	2 50 2 75	Emery, po.	70 10			select their line from for next Christmas	
Absinthium	5 00 5 75	Hard, for slate use.	2 50 2 75	Emery, po.	70 10			as is to be found in the display shown by	
Amygdale, Dulc.	50 60	Yellow Reef, for	2 50 2 75	Emery, po.	70 10			W. B. Dudley, the representative of the	
Amygdale, Amare.	8 00 8 25	slate use.	2 50 2 75	Emery, po.	70 10			Hazeltine & Perkins Drug Co., of Grand	
Anisi	1 60 1 65	Syrups		Emery, po.	70 10			Rapids. The vacant store adjoining the postoffice	
Aurant Cortex	2 10 2 20	Acacia	50 50	Emery, po.	70 10			has been secured temporarily as a sample room and	
Bergamit	2 85 3 25	Aurant Cortex	50 50	Emery, po.	70 10			it is filled with samples of goods that are attractive	
Calipputi	80 85	Zingiber	50 50	Emery, po.	70 10			looking and up-to-date. The line is one of the most	
Caryophyll	80 85	Ipecac	50 50	Emery, po.	70 10			comprehensive ever shown in the Soo and when	
Cedar	80 85	Ferri Iod	50 50	Emery, po.	70 10			packed fills over 20 big trunks.	
Chenopadi	2 80 2 85	Rhel Arom	50 50	Emery, po.	70 10			—Evening News, Sault Ste. Marie, Mich.	
Cinnamoni	1 00 1 10	Smilax Officinalis	50 50	Emery, po.	70 10			have seldom had such an assortment to</	

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	
Flour		Shore Mackerel	
Sal Soda		Family Whitefish	
Holland Herring		Bacon	
		Navy Beans	

Index to Markets		1	2
By Columns			
A		AXLE GREASE	
Axle Grease..... 1		Aurora..... doz. gross 6 00	
B		Castor Oil..... 7 00	
C		Diamond..... 4 25	
D		Frazer's..... 9 00	
E		IXL Golden, tin boxes 75 9 00	
F		BATH BRICK	
G		American..... 75	
H		English..... 85	
I		BROOMS	
J		No. 1 Carpet..... 2 50	
K		No. 2 Carpet..... 2 25	
L		No. 3 Carpet..... 2 15	
M		No. 4 Carpet..... 1 75	
N		Parlor Gem..... 2 40	
O		Common Whisk..... 85	
P		Fancy Whisk..... 1 20	
Q		Warehouse..... 2 90	
R		BRUSHES	
S		Scrub..... 75	
T		Solid Back, 8 in..... 95	
U		Solid Back, 11 in..... 85	
V		Pointed Ends..... 85	
W		Stove	
X		No. 3..... 75	
Y		No. 2..... 1 10	
Z		No. 1..... 1 75	
		Shoe	
		No. 8..... 1 00	
		No. 7..... 1 30	
		No. 6..... 1 70	
		No. 5..... 1 90	
		BUTTER COLOR	
		W. R. & Co.'s, 15c size..... 1 25	
		W. R. & Co.'s, 25c size..... 2 00	
		CANDLES	
		Electric Light, 8s..... 12	
		Electric Light, 16s..... 12 1/2	
		Paraffine, 6s..... 9 1/2	
		Paraffine, 12s..... 10	
		Wickling..... 17	
		CANNED GOODS	
		Apples	
		3 lb. Standards..... 80	
		Gallons, standards..... 2 00 @ 25	
		Blackberries	
		Standards..... 85	
		Beans	
		Baked..... 80 @ 1 30	
		Red Kidney..... 80 @ 90	
		String..... 70	
		Wax..... 75 @ 85	
		Blueberries	
		Standard..... 1 20	
		Brook Trout	
		2 lb. cans, Spiced..... 1 90	
		Clams	
		Little Neck, 1 lb..... 1 00 @ 1 25	
		Little Neck, 2 lb..... 1 50	
		Clam Bouillon	
		Burnham's, 1/2 pint..... 1 92	
		Burnham's, pints..... 3 60	
		Burnham's, quarts..... 7 20	
		Cherries	
		Red Standards..... 1 30 @ 1 50	
		White..... 1 50	
		Corn	
		Fair..... 1 15	
		Good..... 1 25	
		Fancy..... 1 50	
		French Peas	
		Sur Extra Fine..... 22	
		Extra Fine..... 19	
		Fine..... 15	
		Moyen..... 11	
		Gooseberries	
		Standard..... 90	
		Hominy	
		Standard..... 85	
		Lobster	
		Star, 1/2 lb..... 2 00	
		Star, 1 lb..... 3 75	
		Picnic Tails..... 2 40	
		Mackerel	
		Mustard, 1 lb..... 1 80	
		Mustard, 2 lb..... 2 80	
		Sousad, 1 lb..... 1 90	
		Sousad, 2 lb..... 2 80	
		Tomato, 1 lb..... 1 80	
		Tomato, 2 lb..... 2 80	
		Mushrooms	
		Tomato..... 18 @ 20	
		Buttons..... 22 @ 25	
		Oysters	
		Cove, 1 lb..... 8 @ 90	
		Cove, 2 lb..... 1 25	
		Cove, 1 lb Oval..... 1 00	
		Peaches	
		Pie..... 90 @ 1 00	
		Yellow..... 1 35 @ 1 85	
		Pears	
		Standard..... 1 00	
		Fancy..... 1 25	
		Peas	
		Marrowfat..... 90 @ 1 10	
		Early June..... 90 @ 1 60	
		Early June Gifted..... 1 65	
		Plums..... 85	

3	4	5	6
Cotton Windsor	Oatmeal Crackers.....	8	Pork
50 ft..... 1 20	Oatmeal Wafers.....	12	Dressed..... 6 1/2 @ 7
60 ft..... 1 40	Orange Crisp.....	9	Loin..... 10 1/2 @ 11
70 ft..... 1 65	Orange Gem.....	8	Boston Butts..... 8 1/2 @ 9
80 ft..... 1 85	Penny Cake.....	8	Thinners..... 2 1/2 @ 3
Cotton Braided	Pilot Bread, XXX.....	7 1/2	Leaf Lard..... 2 1/2 @ 3
40 ft..... 85	Pretzellettes, hand made.....	8	Mutton
50 ft..... 85	Pretzels, hand made.....	8	Carcass..... 8 @ 7
60 ft..... 1 10	Scotch Cookies.....	10	Lambs..... 7 1/2 @ 9 1/2
Galvanized Wire	Sears' Lunch.....	7 1/2	Veal
No. 20, each 100 ft long.....	Sugar Cake.....	8	Thross..... 6 1/2 @ 7 1/2
No. 19, each 100 ft long.....	Sugar Biscuit Square.....	8	GELATINE
COCOA	Sugar Squares.....	8	Knox's Sparkling..... 1 20
Baker's..... 38	Sultanas.....	13	Knox's Sparkling, pr gross..... 14 00
Cleveland..... 41	Tutti Fruitti.....	16	Knox's Acidulated, pr gross..... 1 20
Colonial, 1/2 s..... 35	Vanilla Wafers.....	16	Knox's Acidulated, pr gross..... 1 20
Colonial, 1/4 s..... 35	Vienna Crust.....	8	Knox's Acidulated, pr gross..... 1 20
Epps..... 42	DRIED FRUITS		xford..... 75
Huyler..... 45	Apples		Plymouth Rock..... 1 20
Van Houten, 1/2 s..... 12	Sundried..... 2 1/2		Nelson's..... 1 50
Van Houten, 1/4 s..... 20	Evaporated, 50 lb. boxes..... 2 7		Cox's, 2-qt size..... 1 61
Van Houten, 1/8 s..... 40	California Prunes		Cox's, 1-qt size..... 1 10
Webb..... 41	100-120 25 lb. boxes..... 2 1/2		GRAIN BAGS
Wilbur, 1/2 s..... 42	80-90 25 lb. boxes..... 2 1/2		Amoskeag, 100 in bale..... 15 1/2
Wilbur, 1/4 s..... 42	70-80 25 lb. boxes..... 2 1/2		Amoskeag, less than bale..... 15 1/2
COCOANUT	60-70 25 lb. boxes..... 2 1/2		GRAINS AND FLOUR
Dunham's 1/2 s..... 26	50-60 25 lb. boxes..... 2 1/2		Wheat
Dunham's 1/4 s and 1/8 s..... 26 1/2	40-50 25 lb. boxes..... 2 1/2		Wheat..... 75
Dunham's 1/8 s..... 27	30-40 25 lb. boxes..... 2 1/2		Winter Wheat Flour
Dunham's 1/16 s..... 28	1/2 cent less in 50 lb. cases		Local Brands
Bulk..... 13	1/2 cent		Patents..... 4 35
COCOA SHELLS	Citron..... 14 @ 1/4		Second Patent..... 3 85
20 lb. bags..... 2 1/2	Corseian..... 14 @ 1/4		Straight..... 3 85
Less quantity..... 3	Currents		Second Straight..... 3 80
Pound packages..... 4	Imported, 1 lb package..... 7 1/2 @		Clear..... 3 15
COFFEE	Imported bulk..... 7 1/2 @		Graham..... 5 00
Rio	Peel		Buckwheat..... 5 00
Common..... 8	Lemon American 10 lb. bx..... 13		Rye..... 3 00
Fair..... 9	Orange American 10 lb. bx..... 13		Subject to usual cash dis-
Choice..... 10	Raisins		count.
Fancy..... 15	London Layers 2 Crown..... 1 25		Flour in bbls., 25c per bbl. ad-
Santos	Cluster 4 Crown..... 2 60		ditional.
Common..... 8	Loose Muscatels 2 Crown..... 7		Worden Grocer Co.'s Brand
Fair..... 9	Loose Muscatels 3 Crown..... 7 1/2		Quaker 1/2 s..... 4 00
Choice..... 10	Loose Muscatels 4 Crown..... 7 1/2		Quaker 1/4 s..... 4 00
Fancy..... 13	Loose Muscatels 4 Crown..... 7 1/2		Quaker 1/8 s..... 4 00
Peaberry..... 11	L. M., Seeded, 1 lb..... 9 1/2 @ 9 1/2		Spring Wheat Flour
Maracaibo	L. M., Seeded, 1/2 lb..... 7 1/2 @ 7 1/2		Clark-Jewell-Well's Co.'s Brand
Fair..... 13	Sultanas, bulk..... 10 1/2		Pillsbury's Best 1/2 s..... 5 20
Choice..... 16	Sultanas, bulk..... 10 1/2		Pillsbury's Best 1/4 s..... 5 10
Mexican	FAIRINACEOUS GOODS		Pillsbury's Best 1/8 s..... 5 10
Choice..... 13	Beans		Pillsbury's Best 1/2 s paper..... 5 00
Fancy..... 17	Dried Lima..... 5 1/2		Pillsbury's Best 1/4 s paper..... 5 00
Guatemala	Medium Hand Picked..... 2 40		Lemon & Wheeler Co.'s Brand
Choice..... 13	Brown Holland..... 2 25		Wingold 1/2 s..... 4 95
Java	Farina		Wingold 1/4 s..... 4 85
African..... 12	24 lb. packages..... 1 50		Wingold 1/8 s..... 4 75
Fancy African..... 17	Bulk, per 100 lbs..... 2 50		Judson Grocer Co.'s Brand
O. G..... 25	Hominy		Ceresota 1/2 s..... 4 90
P. G..... 31	Flake, 80 lb. sack..... 1 60		Ceresota 1/4 s..... 4 80
Mocha	Pearl, 200 lb. bbl..... 4 00		Ceresota 1/8 s..... 4 80
Arabian..... 21	Pearl, 100 lb. sack..... 2 00		Worden Grocer Co.'s Brand
Package	Macaroni and Vermicelli		Laurel 1/2 s..... 5 10
New York Basis..... 10	Domestic, 10 lb. box..... 60		Laurel 1/4 s..... 5 00
Arbuckle..... 10	Imported, 25 lb. box..... 2 50		Laurel 1/8 s..... 4 90
Dilworth..... 10	Pearl Barley		Laurel 1/2 s and 1/4 s paper..... 4 90
Jersey..... 10	Common..... 2 75		Meal
Lion..... 10	Chester..... 2 25		Bolted..... 2 60
McLaughlin's XXXX sold to	Empire..... 2 50		Granulated..... 2 70
retailers only. Mail all orders	Peas		Feed and Millstuffs
direct to W. F. McLaughlin &	Green, Wisconsin, bu..... 1 85		St. Car Feed screened..... 22 50
Co., Chicago.	Green, Scotch, bu..... 1 90		No. 1 Corn and Oats..... 2 50
Extract	Split, lb..... 4		Corn Meal, coarse..... 21 85
Holland, 1/2 gross boxes..... 9 1/2	Rolled Oats		Winter Wheat Brand..... 17 50
Felix 1/2 gross..... 1 15	Rolled Avena, bbl..... 5 85		Winter Wheat Middlings..... 21 00
Hummel's foil 1/2 gross..... 85	Steel Out, 100 lb. sacks..... 2 90		Cow Feed..... 19 00
Hummel's tin 1/2 gross..... 1 45	Monarch, bbl..... 5 60		Screenings..... 18 00
CRACKERS	Monarch, 90 lb. sacks..... 2 70		Oats
National Biscuit Co.'s brands	Quaker, cases..... 3 10		Car lots..... 36
Butter	Sago		Corn
Seymour..... 1 1/2	East India..... 3 1/2		No. 1 Timothy car lots..... 12 00
New York..... 1 1/2	German, sacks..... 3 1/2		No. 1 Timothy ton lots..... 14 00
Family..... 1 1/2	German, broken package..... 4		HERBS
Salted..... 1 1/2	Tapioca		Sage..... 15
Wolverine..... 7	Flake, 110 lb. sacks..... 4 1/2		Hops..... 15
Soda	Pearl, 130 lb. sacks..... 3 1/2		Laurel Leaves..... 15
N. B. C..... 6 1/2	Pearl, 24 lb. packages..... 6 1/2		Jeans Leaves..... 25
Reception Flakes..... 13	Wheat		INDIGO
Duchess..... 13	Cracked, bulk..... 3 1/2		Madras, 5 lb. boxes..... 55
Zephyrette..... 13	24 lb. packages..... 2 50		8 F., 2, 3 and 5 lb. boxes..... 50
Oyster	FISHING TACKLE		JELLY
Round..... 6 1/2	1/4 to 1 inch..... 6		5 lb. palls per doz..... 1 85
Square..... 6 1/2	1 1/2 to 2 inches..... 7		15 lb. palls..... 37
Faust..... 7	1 1/2 to 2 inches..... 7		30 lb. palls..... 68
Extra Farina..... 7 1/2	1 1/2 to 2 inches..... 11		LIQORICE
Argo..... 7	2 inches..... 15		Pure..... 23
Sweet Goods-Boxes	3 inches..... 30		Calabria..... 23
Animals..... 10	Cotton Lines		Sticty..... 14
Assorted Cake..... 10	No. 1, 10 feet..... 5		Root..... 11
Belle Rose..... 9	No. 2, 15 feet..... 5		LYE
Bent's Wafer..... 9	No. 3, 15 feet..... 9		Eagle Brand
Cinnamon Bar..... 9	No. 4, 15 feet..... 10		High test powdered lye.
Coffee Cake, Iced..... 10	No. 5, 15 feet..... 10		Single case lots.
Coffee Cake, Java..... 10	No. 6, 15 feet..... 12		10c size, 4 doz cans per case 3 50
Cocoa Nut Macaroons..... 10	No. 7, 15 feet..... 12		Quantity deal.
Cocoa Bar..... 10	No. 8, 15 feet..... 12		\$3.90 per case, with 1 case free
Cocoa Nut Taffy..... 12	No. 9, 15 feet..... 20		with every 5 cases or 1/2 case free
Cracknels..... 8	Linen Lines		with 3 cases.
Creams, Iced..... 8	Small..... 20		Condensed, 4 doz..... 1 20
Cream Crisp..... 8	Medium..... 26		Condensed, 2 doz..... 2 25
Cubans..... 11 1/2	Large..... 34		MEAT EXTRACTS
Currant Fruit..... 10	Poles		Armour's, 2 oz..... 4 45
Frosted Honey..... 12	Bamboo, 14 ft., per doz..... 50		Armour's, 4 oz..... 2 20
Frosted Cream..... 8	Bamboo, 16 ft., per doz..... 50		Libbig's, Chicago, 2 oz..... 2 15
Gingers..... 8	Bamboo, 18 ft., per doz..... 80		Libbig's, Chicago, 4 oz..... 5 50
Ginger Gems, 1/2 gross Arm's'll	FLAVORING EXTRACTS		Libbig's, Imported, 2 oz..... 4 55
Ginger Snaps, N. B. C..... 6 1/2	Jennings's		Libbig's, Imported, 4 oz..... 8 50
Gladiator..... 10 1/2	Terpeneless Lemon..... 7 5		MOLASSES
Graham Crackers..... 5	No. 2 D. C. per doz..... 1 50		New Orleans
Graham Wafers..... 5	No. 4 D. C. per doz..... 1 50		Fancy Open Kettle..... 40
Grand Rapids Tea..... 12	No. 6 D. C. per doz..... 2 00		Choice..... 35
Honey Flingers..... 12	Taper D. C. per doz..... 1 50		Fair..... 26
Iced Honey Crumpets..... 8	Mexican Vanilla..... 1 20		Good..... 22
Imperial..... 10	No. 2 D. C. per doz..... 1 20		Half-barrels 2c extra
Jumbles, Honey..... 12	No. 4 D. C. per doz..... 2 00		MUSTARD
Lady Fingers..... 12	No. 6 D. C. per doz..... 3 00		Horse Radish, 1 doz..... 1 75
Lemon Snaps..... 14	Taper D. C. per doz..... 2 00		Horse Radish, 2 doz..... 3 75
Lemon Wafers..... 16	FRESH MEATS		
Marshmallow Cream..... 12	Beef		
Marshmallow Walnut..... 13	Carcass..... 5 @ 2 8		
Marx Ann..... 8	Forequarters..... 5 @ 2 8		
Mixed Picnic..... 11 1/2	Hindquarters..... 8 1/2 @ 10		
Milk Biscuit..... 7 1/2	Loins..... 10 @ 14		
Molasses Cake..... 8	Ribs..... 9 @ 12		
Molasses Bar..... 9	Rounds..... 8 @ 9		
Moss Jelly Bar..... 12 1/2	Chucks..... 5 @ 6		

6

METAL POLISH

Paste, 3 oz. box, per doz.	75
Paste, 6 oz. box, per doz.	1 25
Liquid, 4 oz. bottle, per doz.	1 00
Liquid, 1/2 pt. can, per doz.	1 60
Liquid, 1 pt. can, per doz.	2 80
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, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 85

PIPER

Clay, No. 216.	1 70
Clay, T. D., full count.	3 00
Clay, No. 2.	3 00

PICKLES

Medium	
Barrels, 1,200 count.	8 75
Half bbls, 600 count.	4 85
Barrels, 2,400 count.	10 51
Half bbls, 1,200 count.	5 75

PLAYING CARDS

No. 90, Steamboat.	90
No. 15, Rival, assorted.	1 20
No. 20, River, enameled.	1 60
No. 572, Special.	1 75
No. 88, Golf, satin finish.	2 00
No. 808, Bicycle.	2 00
No. 632, Tournament Whist.	2 25

POTASH

48 cans in case.	
Babbitt's.	4 00
Penna Salt Co.'s.	3 00

PROVISIONS

Barreled Pork	
Mess.	2 50
Back, fat.	17 00
Clear back.	17 00
Short cut.	15 00
Fig.	8 00
Head.	14 00
Family Mess, cold.	16 25
Clear.	16 75

Dry Salt Meats

Beilles.	10 1/2
S P Beilles.	11
Extra shorts.	9 1/2

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 1/2
Shoulders (N. Y. cut).	12 1/2
Bacon, clear.	12 1/2
California ham.	12 1/2
Bolled Hams.	14 1/2
Picnic Bolled Hams.	14 1/2
Berlin Ham pr'd.	9 1/2
Mince Hams.	9 1/2

Lard

Compound.	7 1/2
Pure.	8 1/2
50 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.	5 1/2
Frankfort.	2 1/2
Pork tongue.	8 1/2
Veal.	7 1/2
Tongue.	7 1/2
Headcheese.	5 1/2

Beef

Extra Mess.	10 50
Beefless.	10 50
Rump, New.	10 10

Eggs Feet

1/2 bbls., 40 lbs.	1 90
1/2 bbls., 40 lbs.	3 80
1 bbls., 80 lbs.	7 75

Tripe

Kits, 15 lbs.	70
1/2 bbls., 40 lbs.	1 25
1/2 bbls., 80 lbs.	2 60

Casings

Pork.	26
Beef rounds.	5
Beef middles.	12
Sheep.	85

Uncolored Butterine

Solid, dairy.	10 1/2
Rolls, dairy.	11 1/2
Rolls, purity.	14 1/2
Solid, purity.	14

Canned Meats rex

Corned beef, 2 lb.	4 40
Corned beef, 1 lb.	17 50
Roast beef, 2 lb.	2 40
Potted ham, 1/2.	45
Potted ham, 1/4.	45
Deviled ham, 1/2.	45
Deviled ham, 1/4.	45
Potted tongue, 1/2.	45
Potted tongue, 1/4.	45

RICE

Domestic	
Carolina head.	7
Carolina No. 1.	8 1/2
Carolina No. 2.	6
Broken.	6

Imported.

Japan, No. 1.	5 1/2
Japan, No. 2.	5 1/2
Java, fancy head.	2 1/2
Java, No. 1.	2 1/2
Table.	2

7

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

SALEKRATUS

Packed 50 lbs. in box.	
Church's Arm and Hammer.	3 15
Deland's.	3 00
Dwight's Cow.	3 15
Emblem.	2 10
L. F.	3 00
Wyandotte, 100 1/2.	3 00

SAL SODA

Granulated, bbls.	85
Granulated, 100 lb. cases.	95
Lump, bbls.	80
Lump, 145 lb. kegs.	85

SALT

Diamond Crystal	
Table, cases, 24 1/2 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, sacks, 28 lbs.	27
Butter, sacks, 56 lbs.	27
Shaker, 24 1/2 lb. boxes.	1 50

Common Grades

100 3 lb. sacks.	1 90
60 5 lb. sacks.	1 80
28 10 lb. sacks.	1 70
56 lb. sacks.	30
28 lb. sacks.	15

Warsaw

56 lb. dairy in drill bags.	40
28 lb. dairy in drill bags.	20

Solar Rock

56 lb. sacks.	23
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Common

Granulated Fine.	75
Medium Fine.	80

SALT FISH

Cod	
Large whole.	6
Small whole.	5 1/2
Strips or bricks.	7
Pollock.	3 1/2

Halibut.

Strips.	13
Chunks.	14

Herring

Holland white hoops, bbl.	10 50
Holland white hoops, bbl.	5 50
Holland white hoop, keg.	2 75
Holland white hoop, mens.	85
Norwegian.	
Round 100 lbs.	3 60
Round 50 lbs.	2 10
Scalped.	3 1/2
Teasers.	45

Trout

No. 1, 100 lbs.	5 50
No. 1, 40 lbs.	2 50
No. 1, 10 lbs.	50
No. 1, 8 lbs.	50

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.	9 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 85
10 lbs.	82
8 lbs.	77

SEEDS

Anise.	15
Canary, Smyrna.	4 1/2
Caraway.	4
Cardamom, Malabar.	1 00
Celery.	10
Hemp, Russian.	4
Mixed Bird.	4
Mustard, white.	8
Poppy.	6
Rape.	25
Cuttle Bone.	25

SHOE BLACKING

Handy Box, large.	2 50
Handy Box, small.	1 25
Regular, medium.	2 1/2
Regular, choice.	2 1/2
Regular, fancy.	2 1/2
Basket-fired, medium.	31
Basket-fired, choice.	38
Basket-fired, fancy.	43
Nibs.	22 1/2
Siftings.	20 1/2
Fannings.	12 1/2

SOAP

Johnson Soap Co. brands—	
Silver King.	3 65
Calumet Family.	2 75
Scott's Family.	2 85
Cuba.	2 85
Jas. S. Kirk & Co. brands—	
American Family.	4 05
Dusky Diamond 50-50 oz.	9 80
Dusky Diamond 100-6 oz.	3 80
Jap Rose.	3 75
Savon Imperial.	3 18
White Russian.	3 10
Dome, oval bars.	3 10
Satinet, oval.	2 15
White Cloud.	4 00

Lautz Bros. & Co.'s brands—

Big Acme.	4 00
Big Master.	4 00
Snow Bow P'wdr, 100-picks	4 00
Marcellines.	4 00
Acme, 100-lb bars with 5	3 70
(5 box lots, 1 free with 5)	
box lots.	3 20
Proctor & Gamble brands—	
Lenox.	3 10
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Schultz & Co. brand—	
Star.	3 25
A. B. Wrisley brand—	
Good Cheer.	4 00
Old Country.	3 45

8

Scouring

Enoch Morgan's Sons.	
Sapallo, gross lots.	9 00
Sapallo, large, gross lots.	4 00
Sapallo, single boxes.	2 25
Sapallo, hand.	2 25

SODA

Boxes.	5 1/2
Kegs, English.	4 1/2

SNUFF

Scotch, in bladders.	37
Macaboy, in jars.	35
French Rappee, in jars.	45

SPICES

Whole Spices	
Allspice.	12
Cassia, China in mals.	12
Cassia, Batavia, in bund.	28
Cassia, Saigon, broken.	40
Cassia, Saigon, in rolls.	55
Cloves, Amboyana.	17
Cloves, Zanzibar.	14
Nutmegs, 75-80.	50
Nutmegs, 105-10.	40
Nutmegs, 115-20.	25
Pepper, Singapore, black.	16
Pepper, Singapore, white.	25
Pepper, shot.	18

Pure Ground in Bulk

Allspice.	18
Cassia, Batavia.	28
Cassia, Saigon.	48
Cloves, Zanzibar.	17
Ginger, African.	15
Ginger, Cochinchina.	25
Ginger, Java.	25
Mustard.	18
Pepper, Singapore, black.	17
Pepper, Singapore, white.	25
Pepper, Cayenne.	25

STARCH

Common Gloss	
1-lb. packages.	5
3-lb. packages.	4 1/2
5-lb. packages.	5 1/2
40 and 50-lb. boxes.	3 1/2
20-lb. packages.	8
40-lb. packages.	4 1/2

SYRUPS

Corn	
Barrels.	23
Half bbls.	25
10 lb. cans, 1/2 doz. in case.	1 70
5 lb. cans, 1/2 doz. in case.	1 70
2 1/2 lb. cans, 2 doz. in case.	1 95

Pure Cane

Fair.	16
Good.	20
Choice.	21

SUGAR

Domino.	7 40
Cut Leaf.	5 80
Crushed.	5 80
Cubes.	5 45
Powdered.	5 30
Coarse Powdered.	5 25
XXX Powdered.	5 25
Fine Granulated.	5 40
2 lb. bags Fine Gran.	5 85
5 lb. bags Fine Gran.	5 85
Mould A.	5 45
Diamond A.	5 20
Confectioner's A.	5 05
No. 1, Columbia A.	5 01
No. 2, Windsor A.	5 00
No. 3, Biddford A.	5 00
No. 4, Phoenix A.	4 95
No. 5, Empire A.	4 90
No. 6, Empire A.	4 85
No. 7.	4 80
No. 8.	4 75
No. 9.	4 70
No. 10.	4 65
No. 11.	4 55
No. 12.	4 50
No. 13.	4 45
No. 14.	4 45
No. 15.	4 45
No. 16.	4 40

TEA

Japan	
Sundried, medium.	24
Sundried, choice.	32
Sundried, fancy.	36
Regular, medium.	21
Regular, choice.	22
Regular, fancy.	23
Basket-fired, medium.	31
Basket-fired, choice.	38
Basket-fired, fancy.	43
Nibs.	22 1/2
Siftings.	20 1/2
Fannings.	12 1/2

Gunpowder

Moyune, medium.	30
Moyune, choice.	32
Moyune, fancy.	30
Pinguey, medium.	30
Pinguey, choice.	30
Pinguey, fancy.	30

Young Hyson

Choice.	30
Fancy.	38
Formosa, fancy.	42
Amoy, medium.	25
Amoy, choice.	32
Medium.	20
Choice.	30
Fancy.	40

English Breakfast

Choice.	30
Fancy.	40

INDIA

Ceylon, choice.	82
Fancy.	82
TOBACCO	
Cigars	
H. & P. Drug Co.'s brands.	
Fortune Teller.	35 00
Fortune Teller.	35 00
Quintette.	35 00

9

Fine Cut

adillac.	54
weet Loma.	33
awatha, 5 lb. pails.	55
Hawatha, 10 lb. pails.	55
Telegram.	31
Pay Car.	32
Prairie Rose.	49
Protection.	37
Sweet Burley.	42
Tiger.	38

Plug

Red Cross.	32
Palo.	34

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 2 50
Paragon.....55 8 00

BAKING POWDER

JAXON

1 lb. cans, 4 doz. case..... 45
1 lb. cans, 4 doz. case..... 85
1 lb. cans, 2 doz. case..... 1 60

Royal



10c size..... 90
1 lb. cans 1 35
6 oz. cans 1 90
1/2 lb. cans 2 50
1 lb. cans 3 75
1 lb. cans, 4 80
3 lb. cans 13 00
5 lb. cans, 21 50

BLUING

Aretic, 4 oz. ovals, per gross 4 00
Aretic, 8 oz. ovals, per gross 5 00
Aretic 16 oz. round per gross 9 00

BREAKFAST FOOD

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

Cases, 24 1 lb. packages..... 2 70

Oxford Flakes.

No. 1 A, per case..... 3 60
No. 2 B, per case..... 3 60
No. 3 C, per case..... 3 60
No. 1 D, per case..... 3 60
No. 2 D, per case..... 3 60
No. 3 D, per case..... 3 60
No. 1 E, per case..... 3 60
No. 2 E, per case..... 3 60
No. 1 F, per case..... 3 60
No. 3 F, per case..... 3 60

Plymouth

Wheat Flakes

Case of 36 cartons..... 4 00
each carton contains 1 1/4 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, 20 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

COFFEE

Roasted

Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelstor, M. & J. 1 lb. cans.....
Excelstor, M. & J. 2 lb. cans.....
Tip Top, M. & J., 1 lb. cans.....
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Distributed by Judson Grocer
Co., Grand Rapids; National
Grocer Co., Detroit and Jack-
son; B. Desenberg & Co., Kal-
amazoo; Symons Bros. & Co.,
Saginaw; Meisel & Goeschel,
Bay City; Fieibach Co., Toledo.

CONDENSED MILK

4 doz in case.



Gall Borden Eagle..... 6 40
Crown..... 5 90
Daley..... 4 70
Champion..... 4 25
Magnolia..... 4 00
Challenge..... 4 40
Dime..... 3 85
Peerless Evaporated Cream 4 00

CRACKERS

E. J. Kruee & Co.'s baked goods
Standard Crackers.
Blue Ribbon Squares.
Write for complete price list
with interesting discounts.
Perfection Biscuit Co.'s brands



Perfection Wafers, in bbl. 06
Florodora Cookies, case 2 00
Subject to liberal discount. Case
contains 50 packages. Complete
line of high grade crackers and
sweet goods. Perfection Biscuit
Co., Ft. Wayne, Ind.

Freight allowance made on
all shipments of 100 lbs or more
where rate does not exceed 40c
per hundred.

FLAVORING EXTRACTS

FOOTE & JENK'S
JAXON
Highest Grade Extracts.

Vanilla..... Lemon.....
1 oz full m 1 20 1 oz full m. 80
2 oz full m 2 10 2 oz full m. 1 25
No. 8 fan'y. 3 15 No. 8 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

TABLE SAUCES

LEA & PERRIN'S
SAUCE

The Original and
Genuine
Worcestershire.

Lea & Perrin's, pints..... 5 00
Lea & Perrin's, 1/2 pints..... 2 75
Halford, large..... 3 75
Halford, small..... 2 25

RICE



Sutton's Table Rice, 40 to the
bale, 2 1/2 pound pockets..... 7 1/4



Best grade Imported Japan,
3 pound pockets, 33 to the
bale..... 6
Cost of packing in cotton pack-
ets only 1/2c more than bulk.

SOAP

Beaver Soap Co. brands



100 cakes, large size..... 6 50
50 cakes, large size..... 3 25
100 cakes, small size..... 3 85
50 cakes, small size..... 1 95

JAXON

Single box..... 3 10
5 box lots, delivered..... 3 05
10 box lots, delivered..... 3 00

The Butler Way of Making Market Buying Easy!

*The Butler Way is trying to do and doing things a little bet-
ter and a little "different" than ever done before.*

We are rather proud of The Butler Way of showing
goods and making market buying quick, easy and wholly
satisfactory to the buyer.

The Butler Way is that in each of our three houses—
New York, Chicago and St. Louis—one article of everything
we carry is shown and grouped together by lines in quiet,
well-lighted separate sample rooms. Busy buyers say they
can do as much in one hour in The Butler Way sample rooms
as they can in two when compelled to tramp miles through
tiresome stretches of congested stock floors.

The Butler Way is to mark all goods at one price and
in plain figures. You waste no time. You could buy a bill
just as cheap, just as quick without the aid of a salesman as
with. All you have to do is to look at the sample, note the
price, and take or pass it.

The Butler Way is that you have no tiresome wait for,
or dates to make with, department salesmen. One man
takes you through all lines from start to finish.

A visit to any one of our three houses—New York, Chi-
cago or St. Louis—will give you an idea of the "things differ-
ent" we are trying to do to help the retail merchant—the
great organization and the way and the means we have to
do it.

We extend to you a cordial invitation to come in and
see us and to make our store headquarters. Whether you
come to buy or come to look we will be just as pleased to
meet you and to put the comforts and conveniences of our
organization at your command.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

Randolph Bridge
CHICAGO

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

BACTERIAL FERMENTATION.

Great Debt the World Owes to Microbes.

Alcohol burns with a very hot flame. It is easily turned into vapor, and it gives off none of the smokes and other objectionable deposits left behind by oil or coal in burning.

These advantages make it ideal fuel for motor cars, and the number of motors built to burn alcohol is constantly increasing. Were it not for its properties as a drug and a poison alcohol would be cheap enough, for it can be made from any form of vegetable starch or sugar. Such grow on all sides. All the wheats produce them, most fruits, and many roots, as that of the maple.

The high duties hitherto imposed on alcohol by civilized countries are now being removed on what is called "denatured" spirit—that is, alcohol rendered unfit for drinking by mixing with it some nauseous substance—and consequently its manufacture is increasing greatly. Factories for the production of alcohol are practically run by microbes. Were it not for these useful little organisms, alcohol, either for drinking or for industrial purposes, would be unknown. The alcohol motor car may thus be said to owe its existence to microbes.

It was just over fifty years ago that two scientists first discovered that the fermentation which turns glucose or sugar into alcohol and carbonic acid is the work of living organisms. These ferment microbes or yeasts are of many different kinds, although all are extremely minute in size. Beer, wines, cider, brandy, whisky and all the various alcoholic liquors known to man are manufactured by these tiny creatures, of which the growth is so rapid that one will be the parent of 35,000 within forty-eight hours.

Pasteur, the great French chemist, showed how greatly success in beer brewing depends on the use of pure yeasts; that is, of certain definite forms of microbes. For every separate kind of beer one special yeast must be used and no other. This has led to the establishment in Germany and elsewhere of large factories or laboratories, where microbes of special breeds are carefully grown and then dried for export.

Unlike other living creatures, a microbe can be completely withered and dried up for an almost indefinite period, and will then revive to perfect life in moisture and warmth.

It is a very peculiar fact about the microbes that run breweries that those which live and work on the top of beer are quite different from those which exist at the bottom. The heavy British beers are all the work of the "Top Fermentation Yeasts;" the lighter German and Austrian lagers are the product of the "Bottom Fermentation Yeasts."

Alcohol, however, is by no means the only manufacture in which the industrious microbe busies itself. Cigar-factories would be in a very bad way were it not for certain breeds of microbes which give to the raw green leaf its delicate flavor.

Most people are aware that all tobacco is fermented at least once before it is ready for the pipe or cigar. It is a microbe which accomplishes this process, and asks no pay for doing it. Until recently, it was supposed that there was only one kind of microbe that worked at flavoring tobacco through fermentation.

A couple of years ago, however, a German named Suchsland tried the experiment of taking microbes out of a fermenting heap of fine West Indian tobacco and introducing them into heaps of inferior German tobacco. The result was startling. The poor German tobacco, as if by magic, was transformed into leaf of the same delicious flavor as the Cuban growth.

Within a very few years the breeding of the aristocratic forms of tobacco microbes will no doubt be as flourishing an industry as is that of growing the beer yeast already mentioned.

Similarly dried preparations of microbes for buttermaking can now be purchased, and are used in all the great scientific butter factories in Denmark and North Germany.

Every buttermaker knows that unless the cream from which it is made is soured before churning the butter will not keep well. The usual method is to let the cream stand until it sours of itself.

Witter, the man to whom scientific buttermaking owes most, has discovered that certain choice forms of bacteria or microbes can be artificially propagated which will not only sour the cream very quickly and surely, but will, when added to sterilized cream, produce butter of exquisite flavor.

The excellence of the Danish butter which comes to this country is mainly due to the use of the best selected brands of microbes as fermentation starters.

But this does not exhaust the list of the industries in which the microbe aids man. There is a well-known microbe, of which the scientific name is "Mycoderma aceti," but which is generally called "Mother of Vinegar," without which mankind would be absolutely without pickles.

The process of vinegar manufacture, aided by the helpful microbes, is simplicity itself. One hundred quarts of vinegar and ten quarts of red wine are placed in a barrel. At the end of a week it is all vinegar. Ten quarts of the vinegar are drawn off and ten fresh quarts of red wine added. The microbes do all the work. All they need is a proper temperature and plenty of fresh air.

Cheese manufacturers depend upon the microbe as absolutely as do the makers of wine and of vinegar. The microbes that effect the butyric fermentation necessary before butter can become cheese are shaped like tiny rods rounded at the ends.

When they have done their part, another type of microbe gets to work and ripens the cheese. How small these are may be judged from the fact that in a piece of Gruyere cheese forty-five days old 2,000,000

microbes were found in a piece weighing fifteen grains. In America cheese is now artificially ripened by inoculating it with a special breed of rapid-working microbes. The ordinary ripening process takes about ten weeks. By the aid of these highly bred bacteria it is shortened to not more than three weeks.

If you wear a blue serge coat you are exhibiting on your back a specimen of how microbes work. The vast indigo industry of India depends absolutely upon the work done by a certain family of these ever-useful creatures. Indigo blue is produced by the fermentation of the stalks of the indigo plant, and the fermentation is the work of a microbe. The value of the Bengal indigo export has for a long time past averaged \$10,000,000 yearly.

It is now proposed to make other colors for artists' use by the aid of others of these tiny, but essential organisms. There is a "micrococcus" known which gives a lovely golden color and others which produce pinks, reds, browns and greens. It may be that in a few years artists will largely depend on bacterial colors.

QUICK MEAL

Gas, Gasoline, Wickless Stoves And Steel Ranges

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

D. E. VANDERVEEN Jobber

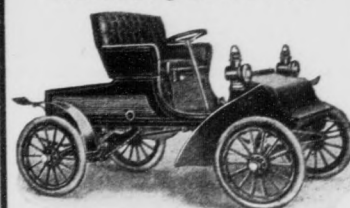
Phone 1350

Grand Rapids, Mich

The "Hardy"

Flint Roadster

"The Touring Car For Two"



Full 8 horse power engine
(proven, not estimated)

More Power—More Comfort—More Leg Room—More Seat Room—More Style—More Finish and Less Complications than any other Run-a-bout.

We have Special Agency Introduction Price for just One Good Dealer in Every Good Town in the state, and will also give him absolutely immediate delivery. If you come to factory to prove machine, and close deal, traveling expense is ours. Write today for complete proposition.

Flint Automobile Co.
Flint, Michigan.

They Save Time

Trouble

Cash

Get our Latest Prices



Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on two hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company,
Grand Rapids.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES

FOR SALE—GROCERY STOCK AND FIXTURES in Holland; doing nice business; stock new. Address E. A. D., care Michigan Tradesman. 600

FIRST-CLASS OPPORTUNITY FOR AN up-to-date furniture man with capital of about ten thousand dollars to open a furniture store in a thriving, healthy county seat town of 11,000 population; best town of its size in state; only one furniture store. For particulars address Thos. B. Tuttle, Carthage, Mo. 601

ONE MERCHANT IN EVERY TOWN TO take orders for us; no investment required. We make handsome rugs from old carpets, elegant portieres from silk scraps. A good side line for any merchant. Metropolitan Rug Works, 154 S. Western Ave., Chicago. 603

FOR SALE—MANUFACTURING BUSINESS, established 1895, doing a good mail order trade in forty states, also good local trade. Cleared over \$3,000 last year. Will do better every year. Poor health the sole reason for selling. Lauterback, 1602 Monroe St., Chicago. 602

RESTAURANT, SODA FOUNTAIN, CANDY cigars. Fine outfit and business. Good location for bakery. Cheap, account poor health. Lock box 306, Clyde, Ohio. 605

DRUG STORE AND FIXTURES FOR sale. Oak shelving, drawers, counters and show cases, soda fountain, stools, etc., all in good condition. E. E. Calkins, Ann Arbor, Mich. 599

FINE GENERAL STOCK OF \$3,000 IN good town in northern part state. Must be sold immediately. Bargain for someone. Clark's Business Exchange, Grand Rapids, Mich. 598

LOOK HERE! DO YOU WANT TO MAKE some money? I will sell at a liberal discount my general store, consisting of an up-to-date, clean stock of dry goods, notions, shoes and groceries, which, including fixtures, will invoice nearly \$3,000. Reason for selling, going to quit business. Address M. V., care Michigan Tradesman. 596

BAZAAR STOCK FOR SALE CHEAP, IF sold at once. Reason, other business. Address No. 595, care Michigan Tradesman. 595

AGENTS—BECOME ACQUAINTED WITH our portraits; regular money makers; descriptive circular free. "Chess" Picture Co., 1033 W. Monroe St., Chicago, Ill. 594

FOR SALE OR EXCHANGE—LARGE wood working plant suitable for manufacturing. Fine power. Lively town of Central Michigan. Several railroads. Address No. 593, care Michigan Tradesman. 593

FOR SALE—STEAM LAUNDRY; ONLY one in county; good chance, good business. Reason, going South. Steam Laundry, Clare, Mich. 592

MILLINERY BUSINESS FOR SALE— Established for twenty years. Good reasons for selling. For particulars address Box 416, Middleville, Mich. 591

FOR SALE CHEAP—APPLE EVAPORATING machinery in good condition. Address F. J. Bertschy, Spring Lake, Mich. 590

FOR SALE—FRUIT, CONFECTIONERY and cigar store, with ice cream parlors and bakery in connection; doing cash business of \$25 per day on average. Address W. H. King, Ponton, Mich. 589

FOR SALE—A GOOD CLEAN STOCK OF hardware in college town of 800; modern brick store; best location; very low rent; well established trade; good reasons for selling; no trades wanted; stock will inventory about \$5,000. Address Lock Box 4, Olivet, Mich. 588

FOR SALE—GOOD, CLEAN STOCK OF general merchandise in small town where there are three good sawmills running steadily; good country trade; doing business for strictly cash. Stock will invoice about \$5,000; do not answer unless you mean business. P. O. Box 567, Poplar Bluff, Mo. 587

SHOE STORE FOR SALE, A FIRST CLASS shoe store in a city of 8,000 inhabitants in Southern Wisconsin; stock will invoice \$18,000; can reduce; leading shoe store in county; sleekness real on for selling. Address Shoes, Room 33, 121 Wisconsin street, Milwaukee, Wis. 586

I WILL TAKE \$100 PER FRONT FOOT for lot 34 Iowa street, opposite Union Depot. This is less than any lot between the new Brooks block and Monroe street has sold at within the last ten years. Is there anyone who dare invest in the best location on the best wholesale street in this city? If so, call Edwin Fallas, Citizens Phone 614. 584

WANTED—A PARTNER IN FIRST-CLASS meat market in town of 3,000 population, good farming and stock country; or would sell the business out. Answer quick. Address No. 583, care Michigan Tradesman. 583

FOR SALE—AN OLD ESTABLISHED DRY goods business in one of the best towns in Northern Michigan; population about 7,000; cash trade; \$10,000 to \$12,000 stock; can reduce to \$4,000 or \$6,000 if desired. Will pay to investigate; a grand opportunity for right party; nice, clean, up-to-date stock. Other business interests to look after reason for selling. Address No. 582, care Michigan Tradesman. 582

FOR SALE—LEGITIMATE MINING PAYS. Join us in developing a good mining property; 1000 shares for Ten dollars. Address J. J. Young, Joliet, Ill. 585

FOR SALE—FINE GROCERY, SHOE AND furnishing goods business in Southern Mich. Address O. B. Bowen, Addison, Mich. 565

FOR RENT—GENERAL STORE IN GOOD farming country. Collections very best. Fine location for doctor and drug store. Good living rooms over store. Enquire F. J. Keating, Parnell, Mich. 511

FINE RESIDENCE, NEW STORE BUILDING, general stock of merchandise for sale on account of poor health. Lock Box 280, Cedar Springs, Mich. 550

FOR SALE—THE RACKET STORE, ANN Arbor; inventories about \$2,500. For particulars address Geo. R. Manwaring, 202 E. Washington street, Ann Arbor. 580

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

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

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—BAKERY AND RESTAURANT 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

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—LARGE, GREY AMERICAN Eagle. Price, \$12. Photograph, 15 cents. M. Ricketts, Cadillac, Mich. 538

WE MAKE A BUSINESS OF BUYING out stocks of general merchandise for cash. Address The Globe, 118 Front St., Traverse City, Mich. 548

TO RENT—\$175 per annum for half of double store building in lively village of about 600 inhabitants. Good location for shoe store. Living rooms above included. Inquire of F. N. Selby, Montrose, Mich. 547

FOR SALE UP-TO-DATE STOCK OF general merchandise, invoicing \$2,000, in finest farming community of Northern Indiana. Will rent building or sell out entirely at bargain. Poor health of senior member reason for selling. No agents. Address Box No. 373, Mentone, Ind. 553

FOR SALE—ONE DETROIT SAFE, SIZE 29x39 inches (outside measure), in good condition. Nearly new with good combination. Vault inside. Will sell cheap as I have no use for it. Address D. Mansfield, Remus, Mich. 552

WANTED—GOOD MAN AS CASHIER for savings bank just being organized. Exceptional offer. Must have \$20,000. Address C. R. Cole, Secretary, 210 E. Madison St., Chicago, Ill. 530

WE CAN SELL YOUR REAL ESTATE OR business wherever located. We incorporate and float stock companies. Write us. Horatio Gilbert & Co., Ellicott Square, Buffalo. 545

FOR RENT—BRICK STORE IN GOOD business town between Detroit and Grand Rapids. Fine location for bazar or department stock. Store has salesroom above. Good storage below. Modern conveniences. Plate glass window. Box 42, Howell, Mich. 536

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; ware room, 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—A FIRST-CLASS SHINGLE mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saws, boiler and cut-off saw, 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

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

FOR SALE CHEAP—ALL THE SIDE WALL and cross partition fixtures now in my drug store (about 80 feet); also two perfume or toilet goods cases and a sponge case. Will be ready for delivery not later than Oct. 1. B. Schroeder, 37 Monroe St., Grand Rapids, Mich. 457

I HAVE SOME CITY REALTY. WILL trade for stock of general merchandise. Address No. 751, care Michigan Tradesman. 751

FOR SALE—CLEAN, NEW GROCERY stock invoicing about \$800, paying business; splendid location East Main St., Jackson, Mich. Reason, poor health. Address S. M. F., care Michigan Tradesman. 579

A GOOD MILLINERY STOCK FOR SALE cheap in town of 700; good location and business. Address Mrs. R. T. Bullock, Concord, Mich. 578

FOR SALE—12 BARR PACKAGE CAR- riers, 7 of them almost new, 5 older, \$200 for the lot; 1 National Cash Register, No. 129, been in use six months, \$50; 1 Remington Typewriter with table, No. 7, almost new, \$50. Address Box 184, Canon City, Colo. 577

FOR SALE—FANCY GROCERY AND fruit store with soda fountain and ice cream parlor, in town of 1200 population. Good business. Address Lock Box 318, Yorkville, Ill. 576

FOR SALE—STOCK DRY GOODS AND millinery in good manufacturing town, population 12,000; stock, \$13,000; can be reduced; must sell, as other business takes our time. Address J. D. Raw Co., Warren, O. 575

STEAM LAUNDRY FOR SALE IN TOWN of 1,300. Ernest Putman, Wil'inston, Mich. 574

FOR SALE—ONE OF THE BEST EQUIP- ped mills in the South; location at Lebanon, Ky.; daily capacity, 6,000 bushels of grain per day; established Southern trade for entire output; good reasons for selling. Address E. F. Newcomb, Lebanon, Ky. 572

DRUG STORE FOR SALE—AM GOING to medical school this fall. Want to sell my store. Address No. 57, care Michigan Tradesman. 571

FOR SALE—DRUG STOCK AT 80 CENTS on the dollar; invoices \$1,400; doing business of \$5,000 a year. Address W. B. Minthorn, Hancock, Mich. 569

MISCELLANEOUS

PHARMACIST—SITUATION WANTED IN drug or general store. No. 604, care Michigan Tradesman. 604

WANTED—A YOUNG MAN WITH AT least two years' experience in selling shoes. A good chance for advancement to the right party. Seven dollars per week to start. S. Rosenthal & Sons, Petoskey, Mich. 597

REGISTERED DRUGGIST COMPETENT to take charge wanted by Sept. 1. Address No. 570, care Michigan Tradesman. 570

WANTED—SPECIALTY SALESMAN (SAL- ary and expenses) to sell our monkey and pipe wrenches. Must take interest in company. Reference given and required. Address M. G. Ewer, Lock Box 2422, Battle Creek, Mich. 563

WANTED—SALESMAN TO SELL AS side line or on commission Dilleys Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

WANTED AT ONCE—A REGISTERED pharmacist. State salary and send references. Young man preferred. Frank E. Heath, Middleville, Mich. 564

WANTED—CLERK IN A DRY GOODS store. Must be a fair window dresser and good salesman. Address No. 566, care Michigan Tradesman. 566

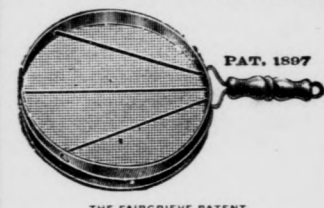
TRAVELING MEN—WE HAVE THE BEST selling side line ever introduced. Light, easily carried, sells at sight. Address Lindenmeyer Company, 94 Commerce street, Grand Rapids, Mich. 568

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

A GOOD SELLER



Gas Toaster

This may be a new article to you, and it deserves your attention.

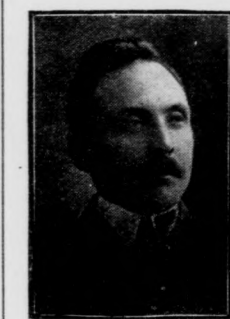
It Saves time by toasting evenly and quickly on gas, gasoline or blue flame oil stoves, directly over flame, and is ready for use as soon as placed on the flame.

It Saves fuel by confining the heat in such a manner that all heat developed is used. The only toaster for use over flames that leaves toast free from taste or odor. Made of best materials, riveted joints, no solder, lasts for years.

ASK YOUR JOBBER
Fairgrieve Toaster Mfg. Co.
A. C. Sisman, Gen'l Mgr.
287 Jefferson Avenue, DETROIT, MICH.

"THE O'NEILL SALES"

absolutely sell 10 per cent. of your stock in a day.
Retail Selling—New Idea System



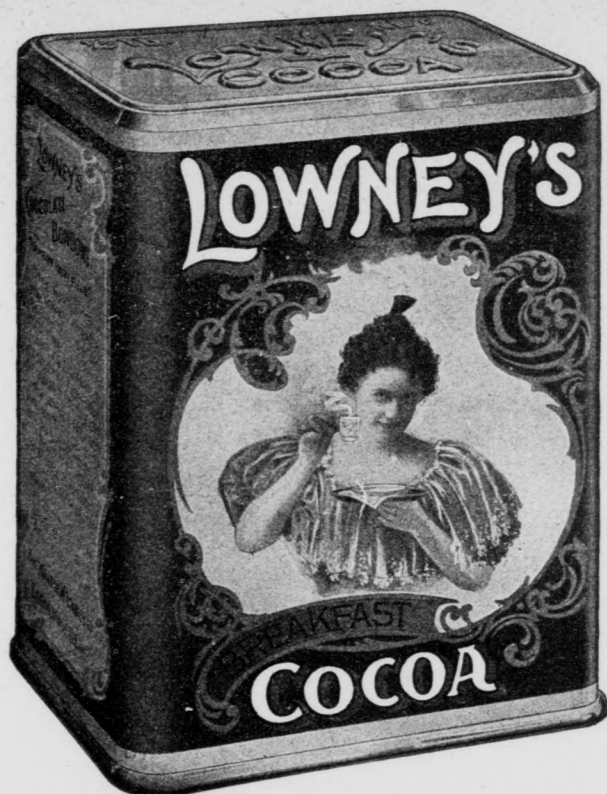
C. C. O'Neill & Co.
SPECIAL SALESMEN & AUCTIONEERS
408 Star Bldg., 356 Dearborn St., Chicago.
We also buy and sell Store Fixtures and take them on consignment

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN
TRADESMAN CO., GRAND RAPIDS, MICH.

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell some in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.



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Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

*MAPLE JAKE every day
Meets you with a smile.
MAPLE JAKE everywhere—
Eat him all the while.*

Maple Jake

The New Sensation

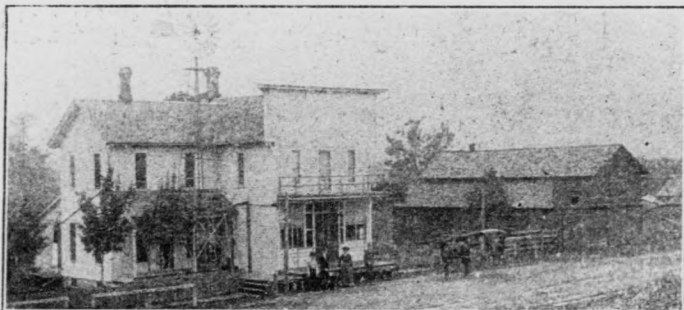
The best seller in the market

A few more shares for sale at 25c on the dollar
in limited amounts only

Grand Rapids Pure Food Co. Ltd.

Grand Rapids, Mich.

Are You Looking For a Bargain?



Located 17 miles south of Grand Rapids, 4 miles southeast of Moline, in the center of Leighton Township, Allegan County, in the best farming country, church and school near by.

General merchandise stock about \$1,000, such as farmers need every day. Dwelling and store 20x32, wing 16x20, all 20 feet high, cellar under both with stone wall, washroom and woodshed 10x37, one-story. Bank barn 18x48, with annex 12x47, all on stone wall. Feed mill and engine room 18x64. Saw mill 20x64. Engine 25 horse (10x12) on a brick bed, one injector, one pump, 42 inch tubular boiler, 40 flues 3 inch 10 feet long, brick arch half front. Good well, 35 bbl. elevated tank, 45 bbl. cistern. Stone feed mill, Kelly duplex cob mill, corn sheller, elevators, automatic section grinder, emery wheels for saw gumming, plow point grinding, etc. We grind feed two days each week (Wednesdays and Saturdays) 6 to 9 tons each day. One 54-inch inserted tooth saw, slab saw, picket saw, log turner (friction drive), sawdust and slab carriers.

Citizens telephone pay station in the store. Come and look at this property and see the country around it.

Yours respectfully,

ELI RUNNELS, Corning, Mich.

Stop

and think a moment, Mr. Merchant, what a great amount of time, trouble and money you might save if you put your business on a cash basis by the use of our coupon books. Time saved by doing away with book-keeping. Trouble saved by not having to keep after people who are slow pay. Money saved by having no unpaid accounts. We have thousands of customers who would not do business any other way.

We make four kinds of coupon books at the same price. We will cheerfully send samples free on application.

Tradesman Company,

Grand Rapids



Oxford Flakes

BEAUTIFUL PACKAGES

3 SIZES

READY

TO

SERVE



CRISP

WHEAT

FLAKES

AT ALL JOBBERS.

Retail at 7c, 10c and 20c per package.

Maintains your profit, Mr. Retailer, buy them.

Oxford Pure Food Co.,
Limited

Detroit, Mich., U. S. A.

MILLS AT OXFORD, OAKLAND CO., MICH.

Mason Fruit Jars



Ball Bros. Finest Stock. Machine made glass, porcelain lined cap.
No charge for cartage. Terms 30 days net.

Pints (1 dozen in box) per gross.....\$4 25
Quarts, per gross..... 4 50
Half Gallon, per gross..... 6 50
Boys Porcelain lined caps, 1/2 gross in box..... 1 85
Fruit Jar Rubbers, 1 gross in carton.
Special White, per gross35
True Blue (best white) per gross..... .45
Red Chief (best red) per gross65

Lowest prices on House Furnishing Goods, Fancy Goods, Crockery, Glassware, Furniture, Carpets, Silverware, Hardware, Grocers' and Druggists' Sundries, Dry Goods Notions, Holiday Goods, Etc., Etc. We send our complete Catalogue on request to merchants, and know that our prices will Save Money for every merchant. Examine for yourself—a postal brings it.

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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