



Take advantage of the Buyers' Excursion which will be run to Grand Rapids from all parts of the Lower Peninsula, Aug. 24 to 29, for one and one-third fare.

All our customers visiting this market during the excursion are cordially invited to inspect our new store.

Judson Grocer Company
Grand Rapids, Mich.

BUYERS!!!

Of course you will attend the

BUYERS' EXCURSION

AUGUST 24-29 INCLUSIVE

to be given by the GRAND RAPIDS BOARD OF TRADE, from all parts of the Lower Peninsula, at one and one-third fare. We invite you while in the city to

DUMP YOUR BUNDLES

at our office. We are right handy down town and will take good care of them for you.

If you are interested we would also like to talk with you on

LOOSE LEAF SYSTEMS

or any of our other productions.

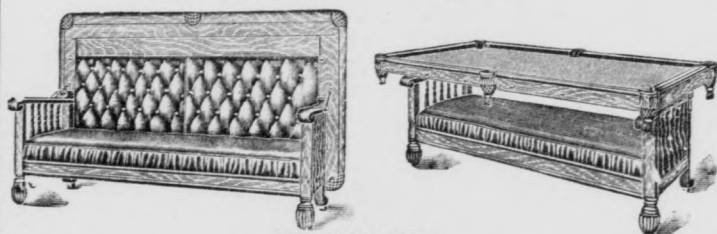
Grand Rapids Lithographing Co.

Lithographers, Printers, Binders, Blank Book Manufacturers

8-16 Lyon Street,
Grand Rapids, Mich.

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 Co., 1 West Bridge Street, Grand Rapids

ANNOUNCEMENT

The E. M. Deane Co., Ltd. has been incorporated with an increased capitalization and will hereafter be known as Edward M. Deane & Company.

The new company will occupy the same offices as the former and will deal in Municipal, Railway and Corporation Bonds, and other high grade investment securities. A department will be conducted for the sale of local and listed stocks. Special attention is to be given to investments for ladies.

Edward M. Deane & Company
Bankers

Offices Michigan Trust Bldg., 2d Floor
Grand Rapids, Mich.

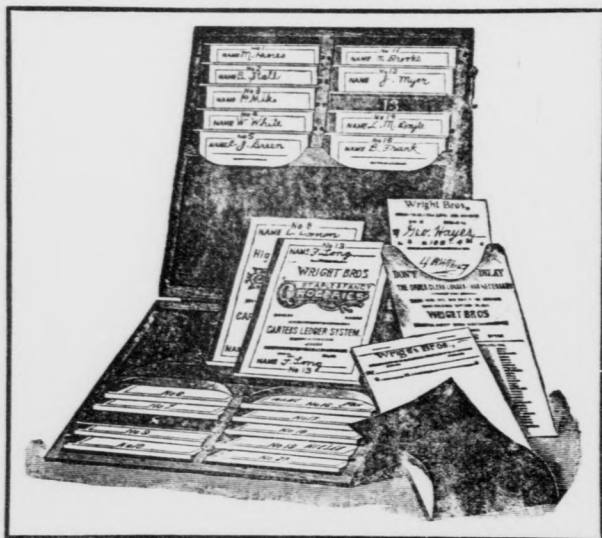
Sunlight

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

Walsh-DeRoo Milling Co.
Holland, Michigan

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



SOME FACTS ARE
Undeniable

Examples:

THE WORLD IS ROUND
also

BALLOU BASKETS ARE BEST

Why buy baskets with handles only half made and liable to pull off, or of inferior rims and materials. Get baskets that are always right and you will have the **BASKET TRADE** of your TOWN. Don't let your jobber load you up with "any old thing" but **DEMAND BALLOU BASKETS** every time.

Ballou Basket Works, Belding, Mich.

BALLOU BASKETS ARE BEST



Fruit
Flavor

Fruit
Flavor

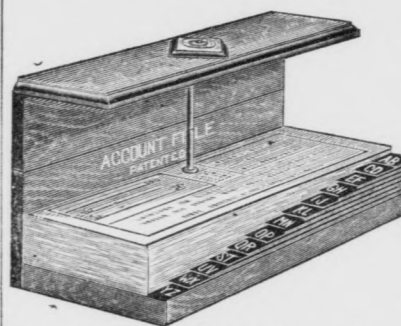
This Is the Popular Flake Food

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

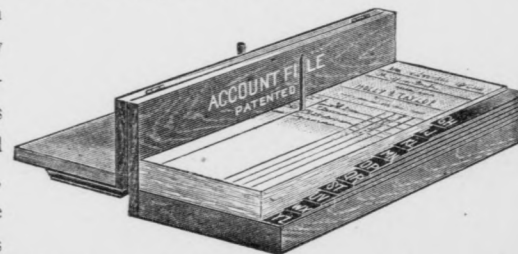


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save

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 12, 1903.

Number 1038

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. McCRONE, 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.

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

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The Big Rapids Mercantile Picnic a Success.

Big Rapids, Aug. 8—It was one great, big success—that grocers' and butchers' picnic held at Clear Lake. It was a hummer from start to finish. It is estimated that there were about 1,000 people at the lake. The crowd was a good natured one and all seemed to be there for a good time. Shortly after 12 o'clock rain began to fall and came down quite steadily for a few minutes. No sooner had the people got to places of shelter than the rain gave way to sunshine and the happiness of the crowd was made complete. It was a trifle cool, perhaps, for a picnic, but the people did not seem to mind that.

The morning was spent by the merry grocers and butchers and families and the many others in boat riding and other amusements. There was to have been a ball game between a Weaver team and a Big Rapids aggregation, but the Weaver team did not put in an appearance. The Stanwood band played a number of selections during the dinner hour, which was from 11:30 to 1 o'clock, and also rendered enjoyable music at intervals during the day.

The principal event on the programme, the ball game between the grocers and butchers, took place shortly after dinner, play being commenced at 1:30 in the field near the Smith barn. George F. Fairman officiated as umpire. It was a very entertaining exhibition of the National game. Both teams were made up of good players, every one of them. The result of the contest was not at all satisfactory to the grocers. They were defeated by a score of 15 to 11, but they put up a stiff fight. In the first two innings it looked as though

they would win as they secured four scores to the butchers' one. It was in the third that the meat slicers took a brace and held it during the remainder of the game.

Lawrence Day and Sam. Troop were in the points for the butchers and Eddie Ryan and Pat. Steiner for the grocers. Ryan was wild and hit no less than seven of the butchers. None were seriously injured. Day pitched nice ball and was ably supported. The heavy hitting of the butchers was a feature of the game. For them two and three base hits were a common occurrence. Pitcher Ryan, of the losing team, lost the ball in a hay stack in left field in the ninth inning and made a home run. Wm. Day and sons, Lawrence and Gilbert, Troop, Manahan, W. G. Ward, Wickum, Fred Rau and Steiner composed the butchers' team and Pat. Steiner, Ed. Ryan, John R. Guey, Kirt Martz, Haywood, Jos. Laughlin, Stewart Canaan, Taylor and Lewie LaRocque the grocers' team.

After the ball game several races were pulled off. Lawrence Day won the foot race in which older people contested and Ezekiel Rose captured the prize in the boys' foot race. Jesse Fibley and Wm. McIntyre took first prize in the sack race. The winner of the run and jump event was Fred LaRocque. Lawrence Day won the swimming. In each case liberal prizes were given the winners.

During the afternoon and evening many of the big crowd found enjoyment in the dance halls. Excellent music was provided and the merriment continued up to a late hour in the night. The 1903 picnic of the grocers and butchers proved a most enjoyable affair.

Flint and Fenton Merchants to Picnic.

Flint, Aug. 10—The business men of Flint, Fenton and other adjacent towns will hold their first picnic at Long Lake Thursday, August 13. Owosso citizens have been sent a special invitation by the Flint Business Men's Association to be present. Although the picnic has been gotten up by the business public, everybody is cordially invited to pack up their lunch baskets and go along. A baseball game between two vehicle teams from Flint will be arranged as one of the special attractions of the outing.

Grand Ledge—A. O. Halstead, druggist, has purchased the two story double brick store building adjoining his present location, from Jas. Winnie.

Hudson—The Globe Fence Co., of Jackson, has offered to locate its factory here providing a cash bonus of \$15,000 is forthcoming.

COME ONE, COME ALL!

Excellent Opportunity to Visit the Grand Rapids Market.

The Wholesale Merchants' Association of the Grand Rapids Board of Trade has arranged to have a buyers' excursion to Grand Rapids from August 24 to 29, 1903, both days inclusive, at one and one-third fare for the round trip from all points in the Lower Peninsula of Michigan, except from points where the regular tariff rate to Grand Rapids is less than 75 cents one way, on the certificate plan.

A cordial invitation is hereby extended to our patrons and to all retailers and their families to visit Grand Rapids.

Tickets will be sold for this excursion only on August 21, 22, 23, 24, 25 and 26, and the certificate issued by ticket agent will be good when validated for a return ticket any day between August 24 and September 2, 1903.

In order to secure this reduced rate of fare, please observe the following instructions:

1. Purchase your ticket on the same day you expect to take the train to Grand Rapids, any one of the six dates named above.
2. Purchase a ticket to Grand Rapids, one way, paying full fare, and at the same time be sure to ask for and get from your ticket agent a standard form certificate showing purchase of ticket.
3. Present the certificate soon after your arrival in Grand Rapids, to any of the jobbers whose name appears herein or at the office of the Board of Trade, 89 Pearl street, where it will be signed by the Secretary of the Board of Trade and validated by a special agent of the Michigan Passenger Association.
4. Present the validated certificate to the ticket agent at Grand Rapids where you will receive, on payment of one-third the fare you paid in coming, another ticket for your return passage, but not after September 2, 1903.

These reduced rates apply to all members of your firm and their families, except children, who ride at half fare. Be sure and get a certificate and be sure to present it at our office for validation.

H. D. C. Van Asmus, Sec'y.

Wayland—F. H. Burlington has purchased the meat, produce and seed business of Yeakey & Burlington, composed of J. C. Yeakey and Geo. Burlington.

Tekonsha—Williams & Bartlett succeed Pratt & May in the shoe business and will add a line of groceries.

COMPETITION AND MARGINS.

Fred J. Cook Before Michigan Hardware Dealers.

It is an old saying that competition is the life of trade and I believe that good competition is and is what we all want to work together to maintain.

I have been connected with the hardware trade over twenty years, but only fourteen years as the proprietor of a hardware store. During my experience I have seen great changes in the Competition and Margins of the hardware business and some of you who have been longer in the business have realized, no doubt, even greater changes than I.

Twenty years ago the hardware lines and, therefore, the competition was confined to hardware stores. We have seen the conditions change from year to year until to-day, instead of being limited to the hardware trade, as we naturally believe it should, our competition is practically unlimited.

To-day we have the department stores, bazaar stores and in many instances even the dry goods stores in most of the good villages as well as cities in our State, in fact, in all states of our Union, to compete with in more or less of every line of hardware—besides the catalogue houses and in many instances manufacturers who market more or less of their products, either openly or slyly, to the consumer, and this has all the time changed our basis for margins. We can not conduct our business on the old methods, because we have not the old-time conditions. We must deal with conditions as they exist, not as we might prefer them to be, meet all of the various obstacles and competition and keep the margins on the right side of the ledger.

Every village, as well as the cities, need hardware stores and we are going to continue to supply that demand and it is our duty to do so to as great an extent as possible; and from the fact that there is no business that requires a larger investment of capital, brains and labor in taking care of the endless details of a business than ours, I believe that it is right that we should use every honorable means to build and hold the hardware business upon a safe paying basis, to enable us to meet our obligations, support our families and lay by a little for the rainy days and old age which are sure to come.

This is the age of organization—labor, farmers, manufacturers, merchants, all. It matters not whether we do or do not believe in organizations, we must organize our lines of business or we will not in many ways be able to keep any kind of pace with the times. In a way it is a case of the survival of the fittest. We must, therefore, keep ourselves fitted for Competition and Margins in every possible way.

Our State and National Hardware Associations are of great benefit to us in many ways. It is not necessary for me to mention the benefit to our line of business our organiza-

tion has brought about. You know them as well as I, but we should have ten times as many members as we have in Michigan and we should not be satisfied until every retail hardware dealer in Michigan is an interested member of our Association. I feel that those who are not members will soon realize they are not doing right by permitting a minority of the hardware dealers of the State to work for their good, as well as our own, and not lend a helping hand. What we want to work for, in my opinion, from this time on is a solid membership in each village and city where we now have one or more members. I would rather have a solid membership in fifty towns than a broken membership in five hundred. With a compact membership of this character the dealer would soon learn to treat his competitor as his friend, instead of the old foggy, erroneous way of looking upon a competitor as an enemy. This, in my opinion, would go a long way in solving our problem of Competition and Margins.

We must meet the various competition in our trade and lead it, wherever possible, with an eye constantly upon the margin.

The people demand that we keep a tinshop in connection with our store. We do this, I think, more for their benefit than our own. They want tinner in their town to do their work, but go to the bazaar store and buy their tinware—cheap stuff, to be sure, but it supplies the want and the hardware store loses the sale and margin. We should, therefore, get good prices for all job work, as the department and bazaar stores can not supply this want.

The stove department of the hardware business, in my opinion, does not pay a cent profit to the average dealer and it certainly should. A stock of stoves runs into money and a large expense is incurred in handling them and how often sales are made at 10 per cent. margin when the actual expense is more! In my opinion, a stove should never be sold at less than 25 per cent. margin and the custom of throwing in this and that article should be stopped. Bazaar, department and dry goods stores do not handle stoves because of the investment and labor involved. They want us to handle all the undesirable lines and they pirate upon our shelf and case goods, where investment and labor are less and profits more. Do you not think we should stand with our neighbor hardware man in maintaining satisfactory prices on all these goods which we only keep and thus enable us to meet their price cutting on shelf and other goods? How often we pay a man \$10 per week to black and set up stoves and our charge for doing so is so small that the dry goods clerk getting \$5 per week feels he can not afford to soil his hands in blacking a stove when he can get the hardware man to do it for the cost of the blacking material nearly. I speak of this to illustrate the many things we do at a less margin than we can afford to do, and no

one to blame but ourselves, competition not forcing us to do so—simply one hardware man cutting the others' throats and the chickens come home to roost.

It has been customary for the hardware trade to sell nails, doors, sash, glass and all the large items entering into the construction of a building at cost, and in some extreme cases less than cost, in order to get a customer in line to sell him the furnishings. I don't think this ever paid, because the goods sold at cost run into so much money. Even although the trimmings were sold at a handsome profit, it cut the average percentage down to only about the cost of doing business and not leaving a net profit. With competition as it is to-day it surely is a losing game to handle the building trade on such a basis. If we sell the various staples in our line at a satisfactory profit, we can meet or beat the outside competition on the trimmings, paints, oils and merchandise needed in our line.

I do not think it pays hardware stores to handle binders, mowers and large implements, as the extra expense incurred is usually more than the profit realized.

The catalogue houses do not worry me in particular. I advertise to furnish the same class of goods for the same price, with transportation added, as the catalogue houses offer. I feel that we are justified in keeping our line out of their hands as much as possible and prevent their obtaining any unjust advantage over us. One thing we should do and that is to get away from the unreasonable and unjust, but established, practice of extended credit. If we made a limit of 60 days credit upon open book accounts many of our customers would not have so much money to mail away to catalogue houses. We could meet our bills promptly, save more cash discounts, evade some losses and rest better nights—all of which would help our margins materially.

It pays to keep a lookout for desirable specialties in our line and push them hard, reaping a profit before undesirable competition gets hold of them.

We must dare to go forward energetically, looking for business and securing it wherever we can at a safe margin, never becoming discouraged, being polite to everybody, employing our time well, never telling business lies, being prompt as possible in everything, bearing our troubles patiently, maintaining our integrity as a sacred thing, not appearing to be something more than we are and carefully examining into every detail of our business, standing by our organization and each other and doing all in our power to bring ourselves and our business up to as high a plane as possible.

Employers Will Hereafter Hold the Reins.

From Harrisburg, Pennsylvania, come reports that orders among the various manufacturing industries there are dropping off constantly in number. In recent weeks they have

been dwindling to an extent that has aroused some apprehension as to the immediate future of the city's business. It is pointed out, on the other hand, that there has been no cessation of the output from the various plants, for most of the mills in Harrisburg were so well supplied with contracts and orders for goods months in advance that a temporary let-up in receiving new ones has had no perceptible effect on the general business as yet.

"Orders for machinery are getting fewer and fewer," was the frank admission of one of Harrisburg's leading manufacturers the other day, "but this does not indicate by any means that we are on the verge of a financial crisis. On the other hand, in this particular instance, it means that the country is very prosperous. It is all due to strikes, our not receiving new orders. Labor difficulties are general throughout the country; in many places the demands of the unions are exorbitant. Companies that were contemplating building new mills and factories are not going to start in operations now if they are uncertain, because of the unsettled condition of labor, when the buildings will be finished. 'We will build next spring,' say most of them; 'by that time the labor troubles will be smoothed over.' You can notice the same thing here in Harrisburg in the building of private dwellings; people are waiting."

This situation in Harrisburg is strictly typical of the present situation almost everywhere in the United States. Wherever there is a halt in industry, a labor union is at the bottom of it; wherever a mill is behind on its orders, it is safe to set it down as due to some labor hold-up; wherever there is hesitancy, uncertainty as to the future, or waiting, charge it up against organized labor, and you will make no mistake.

Tradesunionism within the past twelve-month has gangrened the industrial system of almost the entire country. It was not content to "let well enough alone." Drunk with the power that the indifference of employers had permitted it to acquire, it has given its greed, its avarice and its vicious ambitions full swing. Our whole industrial and commercial fabric has become distorted and twisted in consequence. Few sections of the country have escaped the infliction. Organized labor is itself the greatest sufferer in proportion, but it persistently shuts its eyes to the truth. The experiences through which New York City has been passing ought, however, to bring labor leaders everywhere to a realizing sense of the widespread disasters that their policies create.

But whether that happens or not, American employers are going hereafter to hold the reins of their own business in their own hands. Tradesunionism can choose its own course. It will make little difference.—N. Y. Commercial.

All advertising is educational, but it is expensive to advertise into favor something which the public does not seem to want.

OUR NEW STORE

Is stocked from basement to fifth floor with an entire

New Stock

of fall and winter merchandise comprising elegant and exclusive patterns in dress goods, linings in conformity with the excellence of our dress goods, and underwear and hosiery at mill prices.



The above cut, showing the first floor of our new store, gives some idea of the character of our present quarters. It will be our pleasure to extend to the trade

A Hearty Welcome

Crowley Brothers

Wholesale Dry Goods, Notions and Furnishings

103 to 113 Jefferson Avenue, Corner Shelby Street

Detroit, Michigan

Around the State

Movements of Merchants.

Kalkaska—Van Hyning Bros. have opened a meat market.

Holland—W. C. Belcher succeeds H. C. Allison in the confectionery business.

Hodge—The Benjamin P. Mills grocery stock has been sold to S. F. Hodge.

Detroit—B. L. Jones & Co. have purchased the drug stock of Wm. B. VanZandt.

Marquette—Edward L. Kellan will discontinue the wholesale grocery business Aug. 15.

Detroit—Elster & O'Toole succeed Eckert & Schmidt in the paint and wall paper business.

Detroit—Albert H. Smith has purchased the grocery stock of Rose (Mrs. L. W.) Kogelschatz.

Hand Station—F. Fleishans succeeds Emil A. Putzig in the coal and general merchandise business.

Concord—Mc Elhenie & Howard have opened their new dry goods store in the Eppler & Phillip block.

Hastings—C. W. Clarke & Co. have purchased the grocery stock of Wm. A. Hams and will close out the stock.

East Jordan—B. F. Zaruba has sold his dry goods stock to P. F. Ernst, who has shipped the goods to Shelby.

Rogers—Platz Bros. have engaged in the general merchandise business, having purchased the stock of Julius E. Gumm.

Stanton—Jas. L. Weaver has purchased the meat market of Eli Epley and will continue the business at the same location.

Harbor Springs—J. E. Dura is sole proprietor of the Turner & Dura music store and will handle musical instruments of all kinds.

Detroit—Allen McIntyre has purchased the interest of his partner in the hardware and tinning business of McIntyre & Houghton.

Alpena—McKim & Polzin have purchased the grocery stock of the Monaghan Co. and will continue the business as a branch store.

Mancelona—S. Kramer, formerly of the firm of Kramer Bros., of Grayling, has engaged in the dry goods business at this place.

Eaton Rapids—Spear & Schofield, formerly engaged in the coal and wood business, have purchased the hardware stock of E. F. Knapp.

Vogel Center—D. G. Graasbeek has sold his general stock to Wm. & John Dyksta, who will continue the business at the same location.

Sault Ste. Marie—J. W. Ford, of St. Paul, has purchased the stock of the cash department store in the Brown block and will close same out at once.

Cadillac—E. J. Darling, of Fremont, succeeds P. W. Nichols in the grocery and bakery business. Mr. Nichols will engage in some out-of-door business.

Menominee—The Northern Hardware & Supply Co. will close out its retail hardware stock and after Sept. 1 will conduct an exclusive wholesale hardware business.

Houghton—William A. and Joseph H. Hodgson have retired from the general merchandise firm of Hodgson Bros. & Hoar. Wm. B. Hoar is now sole proprietor of the business.

Ann Arbor—Ambrose Kearney, who has been engaged in the grocery business at this place for several years, is closing out his stock preparatory to retiring from business permanently.

Ann Arbor—Leo Gruner has purchased the interest of his partner in the shoe business of Gruner & Lutz and will continue the business in his own name. Mr. Lutz will shortly re-engage in the shoe business.

Newaygo—W. W. Pearson announces his intention of retiring from the mercantile business at this place and returning to Fremont, where he will join his brother, C. E. Pearson, in general trade under the style of Pearson Bros.

Ithaca—The drug firm of Crawford & Altenberg has been dissolved. H. J. Crawford will continue the business, Mr. Altenberg having purchased a drug stock at North Star, where he will engage in the drug business.

Manistee—Frank W. Clark, who has been connected with the Buckley & Douglas Lumber Co. and the Manistee & Northeastern Railroad for the past twenty-one years, has resigned his position and will engage in the wholesale coal and wood business at this place.

Red Jacket—The Keckonen Hardware Co. has merged its business into a corporation under the same style. The capital stock is \$20,000 and is held by Oscar Keckonen, 474 shares; Jennie S. Keckonen, 474 shares; Paul Keckonen, 50 shares; James M. Bell, 1 share, and John B. Nelson, 1 share.

Marquette—James Pickland & Co., Limited, has been organized to engage in the coal, wood, cement and building material business. The new concern is capitalized at \$125,000 and is held by Henry G. Dalton, 1,122 shares; John R. Van Evera, 125 shares; Wm. P. Murray, 1 share; Harry Coulby, 1 share, and Edward P. Williams, 1 share.

Manufacturing Matters.

Lansing—The Olds Motor Works has increased its capital stock from \$500,000 to \$2,000,000.

Roscommon—The Hanson Lumber Co.'s mill has cut up its stock here and the mill is not running.

Portland—Arthur Nunnely has purchased of S. M. McKee a half interest in the Portland Creamery Co.

Cheboygan—The Port Huron Sulphite Fibre Co. has a force of men cutting pulp wood about six miles from this place.

Roscommon—S. G. M. Gates is shipping about 1,500,000 feet of logs from Roscommon to his mill at Bay City, where they will be manufactured.

Bangor—Frank Overton has sold a half interest in his elevator property to Samuel Martindale and will, in addition to the grain business, deal in hay, wool, beans, produce and fruit.

Petoskey—Bauerle Bros. have sold their wood working plant to Chas. H. Bromann, of Chicago, who will continue the business under the style of the Petoskey Block & Manufacturing Co.

Muskegon—The Shaw-Walker Co., which has absorbed the Muskegon Cabinet Co., is building a three-story addition 60x120 feet in size. When it shall be completed the working force will be increased to 250.

Big Rapids—The Hanchett Swage Works, manufacturer of the Hanchett adjustable saw swage, has made arrangements to open up a foreign trade. It has already sold a number of its saw swages in South Africa, Australia and various parts of Europe.

Big Rapids—W. A. Stillwell has retired from the Big Rapids Door & Sash Co. and the business will be continued under the same style by the remaining partners, S. J. and R. M. Reynolds. Mr. Stillwell will hereafter devote his entire attention to his bazaar business.

Detroit—The Peerless Heater Valve Co. has been organized with a capital stock of \$25,000. The members of the new company and the number of shares held by each are as follows: C. H. Booth, 1,000 shares; E. C. Coleman, 125 shares, and Clara B. Booth, 125 shares.

Ann Arbor—W. E. Stevenson, a garment manufacturer of Guelph, Ont., has purchased the interest of Andrew Hunter in the Ideal Garment Manufacturing Co. The business will now be under the management

of J. H. Stevenson, who has been with the company since its organization.

Menominee—The Safe Credit Record Co. have organized to engage in the manufacture of cases, tables and name plates. The authorized capital stock is \$25,000 and is owned by the following persons: F. J. Cota, 915 shares; A. E. Bliss, 865 shares; W. J. Ryan, 200 shares; L. D. Eastman, 100 shares, and P. W. Cota, 20 shares.

Ontonagon—The Ontonagon Lumber & Cedar Co., recently organized with a capital stock of \$200,000, has purchased the sawmill of the Oshkosh Log & Lumber Co., at Choate, and will remove it to Ontonagon. The mill, which was built six years ago, is one of the most complete in the Upper Peninsula and has a capacity of 250,000 feet of lumber every twenty-four hours. It is expected to be ready to go into commission at its new site within ninety days.

Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids
Detroit Opera House Block, Detroit

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

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 of early apples is medium in size and fine in quality. Prevailing prices are as follows: Sweet Boughs, \$2.50@2.75 per bbl.; Astrachans, \$2; Early Harvest, \$2.25; Duchess, \$2.50.

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

Beets—60c per bu.

Blackberries—\$1.25 per 16 qt crate.

Butter—Creamery is without notable change, dealers still holding to 10c for choice and 20c for fancy. Receipts of dairy grades are very heavy and the quality is holding up well.

Cabbage—50@60c per doz.

Carrots—60c per bu.

Cauliflower—\$1 per doz.

Celery—16c per bunch.

Cucumbers—15c per doz.

Eggs—Receipts are liberal and the proportion of poor eggs has decreased during the past week, in consequence of which local dealers have advanced their paying prices 1/2c. Local dealers find no difficulty in obtaining 13@14c for case count and 15@16c for candled.

Egg Plant—Home grown fetches \$1.50 per doz.

Grapes—The only variety now in market is Delawares from Delaware, which command \$3 per 8 basket crate.

Green Corn—12c per doz.

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

Green Peas—80@90c per bu.

Green Peppers—\$1.25 per bu.

Honey—Local dealers hold dark at 9@10c and white clover at 11@12c.

Lemons—Californias, \$3.50; Messinas, \$4.25; Verdillias, \$4.75. The decline is attributed to the cool weather.

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, 50c per basket.

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

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

Parsley—25c per doz. bunches.

Peaches—Hale's Early, 75c per bu.; Yellow Triumphs, \$1; Early Michigan, \$1@1.25; Crane's Early—the first good variety of the season—\$1.25@1.50.

Pears—The crop is light. Early varieties fetch \$1.25@1.50 per bu.

Pieplant—\$1 per 50 lb. box.

Pineapples—Late Floridas in 16, 18 and 20 sizes command \$4 per case.

Plums—Abundance, \$1.25 per bu.; Burbanks, \$1.25@1.50; Guyes, \$1.40@1.50; Bradshaws, \$1.50@1.75.

Potatoes—50c per bu. for home grown.

Poultry—Spring chickens are a little easier and receipts are more liberal than they have been for several months. 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 1/2 bu. basket.

Tomatoes—Home grown in 1/2 bu. baskets fetch \$1.25. The advance is due to the cool weather.

Turnips—60c per bu.

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

Wax Beans—75c per bu.

Whortleberries—\$2@2.25 per bu.

Hides, Pelts, Tallow and Wool.

The country hide market is lifeless. The prices being offered and asked are too far apart to create trade. The supply is limited, with a good demand at lower values. Dealers are cleaning out previous orders, leaving new purchases until they can see a margin. Light stock shows better value from light supply.

Pelts are in good demand at full value. The supply is limited.

Tallow is weak and sales are light, with stocks accumulating. Greases for pressers and soapers are in large supply and only by concession of price can sales be effected.

Wools are firm both East and West with no weak spots. Stocks are not large for this time of the year. Prices have advanced to that extent that manufacturers prefer to have dealers carry them, especially as they have stocks for present use and await sales commensurate to the advances they must pay for raw material. Michigan has fairly sold out, with remaining bunches held above Eastern ideas. Wm. T. Hess.

European cotton manufacturers are disturbed not only by the increased cost of cotton, the vast bulk of which must be bought in the United States, but by the prospect that the mills in this country will in the near future consume all the cotton produced here. Unless new sources of supply are discovered and developed, it is feared that Americans will completely dominate the cotton trade eventually. Investigations are being made in Africa, India and elsewhere to find areas where cotton can be successfully grown, but there is little confidence that anything equaling conditions in our Southern States will be discovered.

It is interesting to know that the climate of Greenland is improving, but the possibility that it is improving at our expense makes the information unpleasant.

Lester J. Rindge is spending the month of August at Sparkhawk Hall, Ogunquit, Maine. He is accompanied by his daughter.

Kern & Bushaw, dealers in general merchandise, Reese: We can not keep house without the Tradesman.

W. Kirkpatrick, grocer, Kentland, Ind.: I like the Michigan Tradesman very much.

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

The Grocery Market.

Sugar—The market in the refined continues firm. New business, in increasing volume, is reported by the refineries and the companies are oversold from a week to ten days. It is said that the American Sugar Refining Co. is losing considerable of its prestige in the East owing to its attitude towards the wholesale grocers' organizations. This has served to increase the trade of the National Co. and the Arbuckles materially.

Teas—While the stocks are well assorted the demand is good and there is no indication of any cut in prices. Samples of second pickings have been received in the market. They are of a cheaper grade and will fill the demand for a lower-priced tea.

Coffee—The market at Rio and Santos has shown increasing weakness, offers being received from both points at figures about on a parity with spot prices. The market for mild coffees remains without change from last week's quotations.

Syrups and Molasses—Sugar syrup is in excellent demand at unchanged prices. Molasses is dull and unchanged. It is too early to forecast the new season, prices for which will not be forthcoming until October. The crop, however, is expected to be a little short of last year.

Canned Goods—This being a late season in California much of the fruit has ripened at the same time and causes a congestion at the canneries. In tomatoes and corn there is little new. Quotations hold about stationary and business is normal. Advices from Maryland say that the buying is confined to Westerners. The South is taking no tomatoes at this time. Vines are growing rank, but there is no sign of an unusual number of tomatoes on them. The packing season is not far away now and a few weeks will tell the story of the crop. Corn is doing well in most sections. There was only a quarter of a full crop of blueberries in Maine. Packers are now refusing to take orders at any price. From these indications it looks as if the price of blues might go kiting before next year.

Dried Fruits—Prunes are selling in a small way, and trade is fully up to usual for the season. Prices are unchanged. Seeded raisins are selling in the usual way. The situation is rather healthy. Jobbers are getting out of fall purchases. Prices are unchanged. Loose raisins are unchanged from last week, except that the demand has fallen off. Peaches are unchanged and slow. Some new apricots are coming in, and are selling at a price 1 1/2@1 3/4c above the lowest price that prevailed on spot during the Spring, and 1/2@3/4c above present quotations. Currants are in fair demand at unchanged prices. There is considerable activity in futures, which are selling 1/8@1/4c above spot.

Fish—The mackerel market has strengthened about 50c per barrel during the week and the price in a

large way, f. o. b. Gloucester, must be \$10, on the basis of to-day's first hands quotations. The catch is still unsatisfactory. The market shows practically no other changes. Future cod is still ruling high, with no large demand. The demand for spot cod, hake and haddock is dull. New sardines are coming forward in small lots; demand fair. No prices on new salmon are forthcoming as yet.

Provisions—The provision market remains about unchanged. Lard is dull at unchanged prices, and compound is in the same condition. There is an active demand for all grades of hams at unchanged prices. Beef is also active, but unchanged. Barrel pork is dull and the price very low for the season.

Cheese—The cheese market has advanced 1/2c since the last report, due to a large demand both for consumption and speculation. The market will likely stay where it is for a couple of weeks or so, and will probably then show an advance, possibly of 1/2c. The quality of the cheese now making is very fine, and the make is about the usual size.

The trolley strike at Waterbury, Conn., has ended, after a desperate struggle extending over seven months. Things at one time became so alarming that the militia was called out. The boycott was invoked against merchants and others who patronized the cars. The company refused to surrender, and the men have finally been forced to return to their places at the old rate of wages. There were only eighty of them altogether, and it was ridiculous that so small a number should terrorize a whole city as they did, with the aid of their sympathizers for so many months. Only sixteen of them will be reinstated. The others, who were instigators of violent acts, will be denied any recognition.

The British government watches with zealous eye every movement that menaces British power on the seas. It has just made an agreement with the Cunard company to make it a loan of \$13,000,000 and to pay it heavy subsidies for carrying mails in return for guarantees that the company shall never become subject to foreign influences and shall always serve British interests. The British government has at the same time increased its hold upon the British lines which lately joined the Atlantic steamship combine. The British positively will not be beaten on the seas. They will go to the utmost limit in maintaining the biggest navy and the biggest mercantile fleet.

The Grand Rapids Stave Co. reports a full demand for apple barrels and is crowded to its full capacity. Barrels are selling at 40 cents apiece, 2 cents advance over last year.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

BIGGER THAN EVER.

The Annual Outing of the Muskegon Merchants.

Muskegon, Aug. 11.—The Business Men's picnic of 1903 in Muskegon came to a final end last night, when the members of the Executive Committee, the officials of the Muskegon Traction & Lighting Co. and representatives of the local press and the Michigan Tradesman gathered at McGowan's Cafe at Lake Michigan park and enjoyed a pleasant banquet, at which the success of the merchants' picnic was reviewed. There were addresses by toastmaster Wm. A. Towner, President of the Business Men's Picnic Association, Secretary August Reidel and Treasurer Chas. Schoenberg, of the same Association, various members of the Executive Committee, the Tradesman representative, Superintendent W. G. Whilden and General Manager Samuel A. Freshney, of the Muskegon Traction & Lighting Co., and others. The following was the menu:

Cream of Celery Soup.

Sliced Tomatoes.

Baked Pike.

Baranais Sauce.

New Potatoes in Cream, Green Peas.

Victoria Potatoes.

Coffee.

Salmon Salad, Mayonnaise Dressing.

Trocans.

Cigars.

Imported Wines.

The Muskegon Business Men's picnic of 1903 was held last Thursday at Lake Michigan park and it eclipsed in every way any previous attempt of the kind in Muskegon. In this city it is believed that it also surpassed any such previous effort in Michigan. During the day 18,000 people participated in the events which the committee had provided and this number is considered a conservative estimate. The mercantile center of the city was deserted, stores were closed and factories shut down and professional men deserted their offices to join with the business men in their great annual holiday.

As early as 7 a. m. Muskegon people began traveling to Lake Michigan park on the cars of the local traction company, which supplied the best street railway service ever seen in Muskegon. Every car was heavily loaded with picnickers and every picnicker was loaded with baskets. Muskegon was a deserted city and the only animation to be found up town by the time afternoon had rolled around was that afforded by fluttering flags and a few lonesome and unfortunate people who were unable to get away to participate in the festivities.

Chas. Schoenberg was the official Weather Committee and he performed his work well. The Government prognosticator had dolefully predicted a cloudy day, with occasional thunder showers, but when the sun rose it shone through a clear sky without a semblance of a cloud and as blue as the famed roof of sunny Italy. To Mr. Schoenberg a large amount of praise is due for the excellent weather provided. The tem-

perature was 69 degrees, which was cool enough so that crowds were not uncomfortable.

Lake Michigan park never looked better. There was booth after booth tastefully decorated and attended by Muskegon's fairest daughters. Stalls had been erected about the grounds. From these a score of beautiful American flags waved. Every arrangement as to decoration, reception and features was as near perfection as possible. Hundreds of tables had been provided for picnickers and a thousand seats and chairs for the weary.

The Executive Committee had headquarters by itself in a convenient tent. Directly in front of this were the guessing booths, where various free guessing contests were carried on. The lady visitors were permitted to estimate the number of fares which would be collected by the Muskegon Traction Co. during the day. The prizes were a dozen in number and were supplied by the Fleischmann Yeast Co. The Red Star Yeast Co. had a similar contest on the grounds. People were also permitted to guess on the number of seeds in a watermelon which was on exhibition and thousands of guesses were recorded.

About the grounds there were a dozen attractions to amuse and interest the people and keep the crowds moving. The committee found this an excellent idea, as it distributed the crowds and prevented a crush at any particular point. The Muskegon City Band, under the direction of L. O. Beerman, gave an all day concert, furnishing musical accompaniments for the various events of the day. On platforms in various locations Kinzo, the Japanese juggler, the Mobile Four, Southern ballad singers, a Punch and Judy show and other performers gave their entertainments free in the open air. There were all day concerts by the Arion Musical Quartette and the Wolverine Mandolin Club of fifteen pieces, in addition to Reno, a high wire performer, who gave a sensational performance upon the beach. This host of continuous performances proved an excellent idea.

The great big feature of the day was the free distribution of watermelons, coffee, celery and advertising souvenirs. A total of between 2,100 and 2,200 Alabama melons were carved and handed out to the waiting thousands free of charge, 17,000 pieces of melon being thus distributed. It is significant of the good work of those who had this in charge to know that the 17,000 pieces were passed out in just forty-one minutes. At the celery booth 3,780 stalks were like wise distributed, each accompanied by a paper plate and a shaker of Diamond Crystal salt. Over 200 pounds of coffee were brewed and given in pailfuls to the waiting thousands.

One of the most pleasing features of the day was the absolute order which prevailed. There was not a semblance of disorder anywhere on the grounds. The distribution of souvenirs was a big feature, 9,000

packages being handed out in forty-five minutes, besides about 70,000 other pieces, fans, folders, etc. In spite of the fact that 18,000 people attended the picnic there was not an accident. A few women were overcome, but were quickly cared for at the emergency hospital which had been provided on the grounds.

The guessing contests created a great deal of interest. The total number of fares collected by the Traction Co. was 23,944, and Miss Flossie Phillips and Mrs. Chas. Osborne, of this city, came within seven of it, guessing 24,000. There were 882 seeds in the watermelon and Richard DeJong, of this city, received a silver tea service for guessing 880.

The success of the entire picnic is due to the good work of all the committees and the untiring labors of Secretary August Reidel.

Where to Apply First.

Suitor—I want to marry your daughter, sir.

Father—Well, what are you coming to me for?

Suitor—I wished to ask your consent, sir.

Father—Have you got the girl's? Suitor—Oh, no, sir; I thought I would get yours before saying anything to her.

Father—Oh, did you? That shows where you are short. The chap who got her asked her first. Then he came to me, and I hadn't a word to say against it. See?

Handicap

The merchant who is selling a line of Crackers not advertised by the maker is seriously handicapped. There is a decided advantage in selling Crackers for which a demand has been created.

Are you selling an advertised line? If not you are on an equal footing with your competitor.

Standard D Crackers are of superior quality and are extensively advertised. There are none better made. We will send samples and price list on application.

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

Not in the Trust



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.

BUSINESS LAW

Carefully Compiled From the Latest Decisions.

Mere age does not incapacitate a person from making a valid contract.

A mere voluntary association can not sue in the name of the association.

The place of acceptance of a proposal is generally the place of contract.

A debtor must seek his creditor to pay him unless the creditor be out of the State.

The intention in attaching and not the mere physical attachment is the test of a fixture.

A deed of trust on a stock of goods to be thereafter bought creates no lien as to third parties.

A partner has no individual assignable interest in the firm assets until the firm debts are paid.

An agreement to modify another agreement must be established by clear and satisfying evidence.

A quotation of prices of goods by letter, not covering any particular time, may be withdrawn at any time.

A deed of trust in favor of creditors vests ownership in the trustee, although only part of the creditors accept.

A written contract may be modified by oral agreement unless it is of the class required by law to be in writing.

A deposit of a contract in the postoffice, addressed to the party to whom it is to be delivered, is a final delivery.

Persons dealing with an assumed agent are bound at their peril to ascertain the fact of agency and the extent of his authority.

Creditors for whose benefit an assignment has been made may nevertheless prosecute their claims to judgment and levy execution.

An auctioneer has the right to refuse a bid which is a trifling advance, where the sum offered is incommensurate with the actual known value of the property.

Where no time is stipulated for the duration of a partnership either partner may terminate it at his election without being liable for a breach of contract to partner.

The proprietor of a hotel is not an insurer of a guest against injury, but is merely bound to exercise reasonable care to see that he is not injured through his carelessness.

In order that a binding contract may result from an offer and acceptance, the minds of the parties must meet at every point and nothing be left open for future completion or arrangement.

A transfer of the assets of a firm made by two insolvent members to the other partner, although for a sufficient legal consideration, is fraudulent as to the creditors of the partnership.

The mere fact that a note is payable at a certain place does not of itself confer any agency on the owner or occupant of such place to receive payment of the note in behalf of the payee.

The measure of damages for

breach of contract for the sale of goods is the difference between the contract price and the market value of the articles at the time when they should have been delivered.

A bill of lading exempting a carrier from liability to the owner of goods for their destruction by fire relieves it from its common-law liability, but imposes upon it the burden of showing that it used due care and diligence to prevent the accident which caused such loss.

A stipulation in a contract by an initial carrier for through shipment over connecting lines that the initial carrier shall not be liable for loss or damage occurring on the connecting lines is void as against public policy, as the initial carrier can not exempt itself from liability for the acts of its agent.

A Grotesque Fan.

At this season of the year there are usually some new productions in the way of fans. The fan is universally made use of, and for that reason the inventor seizes upon it to devise all kinds of novelties somewhat with the idea of making it attractive as a means of advertising. The newest novelty in this line at present is the fanmask. It consists of a fan of much the usual shape with the lower part of the face printed thereon and a place cut away for the accommodation of the nose, and by placing this in position covering the lower part of the face, a transformation is made in the appearance of a person holding it, which is truly startling to one not familiar with the trick.

The features shown on the fan may be either that of a human of normal appearance or may be made grotesque and on some of the fans a portion of the head of some hideous animal is imprinted, and this, in combination with the face of a pretty girl, has a somewhat startling effect.

Laughter as a Moral Power.

Is laughter immoral? That is a very important objection urged against comedy from generation to generation. It is not only not immoral, but it is the preservation of morals to cultivate by use a faculty for all sorts of laughter. It is the hallucination of prevalent evil which drives men to despair. Now, evil always seems to be prevalent when you scrutinize it, for scrutiny involves confined attention to what lies immediately under the lens in the focused light. Being wherever we see, we surmise, nay affirm, it to be everywhere. But were it really everywhere you and I could not be here to express such an opinion. Clearly the thing to do then is to belittle the evil by fair means and foul, to undignify it and rob it of its horrors that we shall not lose wits or heart. By laughing at the evil we get rid of the false impression of its omnipotence, we get a little courage and our despair turns a somersault up into glory from the swinging trapeze of faith.

Advertising is not a "do-it-all." It is simply a link between the merchant and the public.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

CAN RUBBERS

SCHAEFER'S HANDY BOX

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

MOORE & WYKES

Merchandise Brokers

GRAND RAPIDS,

MICHIGAN

Write us for sample.

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.

HOME INDUSTRY

\$12 TO \$20 WEEKLY

EASILY EARNED KNITTING SEAMLESS HOSIERY, Etc., for us to sell the New York market. Machines furnished to trustworthy families on trial; easy payments. Simple to operate; knits pair socks in 30 minutes. Greater and faster than a sewing machine. Write today and start making money; our circular explains all; distance no hindrance. Address

HOME INDUSTRIAL KNITTING MACHINE CO.,

HOME OFFICE, WHITNEY BLDG.,

DETROIT, MICH.

Operating throughout the United States and Canada.

Granulated Meal

We are having a big run on our Granulated Meal, and the quality of the meal is responsible for it, because we have done very little advertising. In fact, until we put our new mill in last winter we could not fill orders promptly and so did not feel like reaching out for more business along that line. But now—well NOW, we make more meal and better meal than ever and we'd like to have you include a few barrels in your next order.

Our meal is a beautiful golden yellow, free from specks and is certainly nice to look at. We put it up in 5, 10, 12½ and 25 lb. paper sacks, and they make quite attractive packages. These different sized packages make it convenient to handle because you can give a customer just as much or as little as he will be likely to want.

You can do quite a little extra business with this meal just by calling people's attention to it, and you know there are lots of people who appreciate such things. They go into a store hoping they may come across something to vary the monotony of their diet and when you suggest some good "mush and milk" or "johnnycake" you get a response that is truly gratifying. Try it once.

Valley City Milling Co.

Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

Published weekly by the
TRADESMAN COMPANY
Grand Rapids

Subscription Price

One dollar per year, payable in advance.
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Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice

E. A. STOWE, EDITOR.

WEDNESDAY - - - AUGUST 12, 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 29, 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 first day of August, 1903.

Henry B. Fairchild,

Notary Public in and for Kent county, Mich.

THE HERTZIAN RAY.

A Paris dispatch reports that a French electrician has accidentally discovered some new and peculiar properties in the Hertzian ray or wave, namely, that it may be reflected with the aid of metallic mirrors. He assumes that the discovery may become serviceable in time of war by the deflection of these invisible electric rays in the direction of an enemy and the ignition of shells, gunpowder and rifle cartridges and other explosives, which can be touched off by electricity several miles away from the point of the ray's generation and deflection.

The Hertzian ray or wave was first discovered and explained by Dr. Heinrich Hertz, a professor of physics in Bonn University, who died in 1894. His investigations were particularly directed to electrical phenomena. In 1887-88 he investigated the connection between light and electricity and the generation of ethereal waves of great wave length. In 1890 he roused the attention of scientists by a paper on the relations between light and electricity, and showed at the electric exhibition held in Frankfurt an apparatus for detecting invisible waves of electricity. It is the Hertzian wave or ray which is employed in wireless telegraphy. One of the peculiar properties it is alleged to possess is that it travels indefinitely through the atmosphere on the same plane as the one in which it is discharged. Like all waves of light and motion, it is, of course, weakened by dispersion and distance. The interception of the wave depends upon the delicacy and efficiency of the instruments employed for the purpose. Hence, Marconi was compelled to employ in the

transmission of transatlantic messages electrical apparatus of enormous power at the point of discharge to drive the Hertzian wave across the ocean in sufficient volume and strength to be sensibly felt by the delicate receivers installed on the opposite shore. That these Hertzian waves possess practically all of the elements and energy of the electrical discharge producing them is presumed, from the brief account given in the Paris dispatch, to be the discovery which the French electrician accidentally made in his laboratory while experimenting with them, as he is said "to have been suddenly surrounded by what he describes as a rain of fire reflected from all the metallic objects in the room." Whether there is really anything of value or of scientific interest in the alleged discovery will doubtless soon be determined, for physicists everywhere are sure to give the subject immediate attention.

UNDULY DISTURBED.

A great many reports which go abroad are very exasperating to the foreigners. Not long since it was published that an American had invented a scheme whereby the excellent and nourishing qualities of pork and beans could be extracted and put in the form of pellets or tablets, so that a pint of them would sustain a man for a week. It is true that the subject of concentrated food has been discussed a good deal humorously and otherwise in the American newspapers, but it remained for Health, a London periodical, to get mad about it. The sober minded journal declares that the tabloid idea "is the result of the abominable quick lunch system" which prevails in the United States. It goes on to say that "the tabloid is the juiceless and tasteless fruit of a hurry up age" and it earnestly deplores the approach of the time when we will not stop to "eat anything or do anything as the All-wise Maker intended us to do."

Every Englishman has an inherited and inborn dread of doing anything quickly. The average American does as much business in a day as the average Englishman does in two. The Briton wants to spend two hours at dinner where an American would think thirty minutes more than enough. What guaranty is there that the "All-wise Maker" intended a man to take two hours to do what can be as well done in a quarter of that time? Have the English any direct dispensation or revelation on this subject? A tabloid dinner would not be a very great social success, to be sure. There would be small opportunity for the display of china, cut glass or silver. It would be a great time saver but a flat failure as an entertainment.

London Health is getting excited before it is time. The tabloid dinner may come, perhaps is on the way, but yet has not arrived.

People who are on vacations are sure to have a good rest anyway. The weather will not permit them to overdo in the pursuit of pleasure.

THE GREATEST MENACE.

When Mr. Frank Sargent, the Commissioner General of Immigration, stated that the chief sources of danger from the admission of so many immigrants into this country comes from their "illiteracy, ignorance and indifference to government," and that, therefore, the safety of the country is threatened by them, there was truth in his saying. Danger always lies in these sources of evil. They are breeding places of anarchy and the ruin that comes from it; but while the country may be threatened by these immigrants, as these columns stated not long ago, the change of location and environment and, what is much more to the purpose, the desire to get away from the hateful old and to come in touch with the hopeful new will go far towards averting from this source the impending evil.

It must not be forgotten, however, that these immigrants do not bring into this country all the "illiteracy, ignorance and indifference to government" that exist to-day within our borders. While the illiteracy and ignorance have a fair showing comparatively, there are spots which the invasion has nothing to do with and the "indifference to government," where the greatest mischief lies, is the most threatening menace to the republic that has so far appeared. So long as the illiterate and the ignorant show the indifference there is danger, but not much. When, however, the great mass of honest, intelligent, native-born American citizens the country over acknowledge it and are inclined to make a jest of it, the condition passes from the threatening to the alarming. New York and Philadelphia and St. Louis and Minneapolis may serve to "point a moral and adorn a tale," but it is the why back of these that needs looking after. Cities no more than men wake up some morning and find themselves rascals. "Between the acting of a dreadful thing and the first motion, all the interim is like a phantasma, or a hideous dream," but the far-off beginning is there and if the evil complained of is to be averted permanently right there at the fountain-head must the reform begin.

Look at it as we may, deplore it as we will, the rascals in public office are representative men and stand fairly for the men who elected them. Grant that the election is the work of the ward heelers and the machine. It may still be doubted that there is a community anywhere considered respectable where the majority is made up of scamps; so that the deplorable result of the election is due to the indifference of the respectable citizen who did not vote, and it is the unit of the community not the mass that must be held accountable for the public officer who holds his office and runs it for his own particular benefit. The unit of society is the family and it is the American family then that must remedy the existing evil.

What, then, it may be asked, is the family doing to counteract the re-

sults of over-immigration? Nothing. The head—it can be written in the plural in states where there is woman suffrage—of the family ignores the poles and election day; but is this all? Is the family government of a character to insure early a respect for authority; and is the American child considered the world over as a model of filial respect and obedience? The fact is not one American child in ten is made to mind. In the majority of cases he is a law unto himself and his will is that which prevails at home. Outside of the home pale the same condition would exist if the parent could have his way. Home influence has done its best to remove all discipline from the school room and most of the trouble existing there comes from the parents upholding the misconduct of the children. Waywardness, perverseness, I'm going to do what I've a mind-to-ness are the inevitable result and society gets the benefit of it. The boy as a consequence spends his evenings on the street. The girl keeps out of the kitchen and shuns what pertains to homemaking and homekeeping as the main things in life to be shirked and shunned, and both after a faithful copying for years of father and mother set up in time a home of their own to perpetuate what is getting to be considered the American idea of "bringing up" and "respect for government" and "American citizenship" and all that sort of thing—a training and a respect that make mobs and delight in lynching with the modern improvements. It is no wonder that the corrupt city official has made his appearance. The wonder is that the number is so small; but in face of this corruption and the home manufacture of it it does seem a trifle inconsistent to talk about the immigrant as "the most threatening menace to the republic" and wonder with wringing hands what can be done about it.

There is but one thing to be done, the doing can not begin a minute too soon and the beginning should be on the native-born American's doorstep. Let that be taken care of first. Let the American home be reinstated. Let the American wife and mother give up her hotel life and her apartment life and again insist on having a home of her own. Let housekeeping be again her business as it was her grandmother's and as breadwinning is that of her husband. Then if there are children, as there ought to be, let father and mother together—mind that—bring the children up in the way they should be brought up, obedient, respectful, dutiful, mindful of others, "submitting themselves to every ordinance of man for the Lord's sake; fearing God, honoring the king," or what he stands for, in this land of the free and the home of the brave. Let that be done for two or three generations and we shall say little and care less for "the menace to the republic" in the hosts of immigrants that are thronging to our shores, be they many times the number that they are to-day.

ENCOURAGING OUTLOOK.

To the pessimist the future of this country is dark indeed. With differing sections quarreling over "the nigger in the woodpile," with the Government's proneness to "butt in" into international affairs and with the senseless and suicidal immigration laws the time is coming, if it be not near at hand, when we are going to have our hands full. No nation is going to live if the light that is on the lamppost be darkness. The Chinese and the Jews and the open door and trade invasion will come to something when wrangling ceases to be a virtue and whoever can see anything but anarchy in the yearly inpour from the slums of Europe is blinded by prejudice or approaching his dotage. The fact of the case is this country has bitten off a good deal more than she can chew and the quicker she understands this and governs herself accordingly the better it will be for all concerned.

Pausing just long enough to remark that the biting off and the chewing is a figure of speech hardly in harmony with the habits of the Goddess of Liberty which this country is supposed to stand for, it may be said in all earnestness that the problems of the times calling for solution have for the most part passed beyond the perplexing period and require only a careful and thoughtful working out. It is appalling to read of the nightly tragedy at the street corners; but dreadful as it is it is a joy to remember that these are taking place on this side of the bombardment of Fort Sumter and the battle of Gettysburg and the surrender of Appomattox. Centuries of prejudice are not overcome in a day and these acts of violence, awful as they are, are only the jetsam that is thrown up by the wreck-producing storm. With the force of the tempest spent fair weather will come in time. Tuskegee and Hampton are cheering breaks in the clouds, and an increasing wholesome public sentiment forecasts the hoped for settled weather.

The international "butting in" is an essential part of the leadership of "the foremost nation in all the world." The United States is cosmopolitan not provincial and the country that has earned at the expense of its blood and treasure in behalf of humanity the right to declare and, if need be, assert its opinions is remiss in its duty if it fails to do exactly that when the welfare of nations is the subject of discussion at the international council board. It is meet and proper that the hand that unshackled Cuba should fearlessly stretch out a protecting hand over the long-suffering Jew and with a petition or without it say in terms not to be misunderstood that the twentieth century is not the period to re-enact the inhumanity of the Dark Ages. This country has reached that position where its opinion is heard and heeded and there is no rift in the clouds more cheering or more promising than that this modern Attila on his way

southward has, before reaching his plain of Chalon, met in his march a Western Theodoric, staunch of heart and strong of limb, calling a halt upon the advancing Hun and proclaiming thus early that life, liberty and the pursuit of happiness is the watchword of nations and the foundation principle controlling hereafter the destinies of the world—an outlook not wholly discouraging to the peoples and the nations that now are and are yet to be.

If the past furnishes at all sufficient data for judging the future there is little in the yearly immigration of the Old World millions to occasion alarm. Here fable and fact are only repeating themselves. The European comes to us as he is. Into the caldron of American civilization the enchantress dumps him, where he stews and simmers and dissolves and, crystallizing, cools and lo! an American! The caldron is immense, the fire hot, the dissolution complete and the crystallization unmistakable. Old things have passed away, all has become new and the European slum with an American heart and an American body and an American mind stands ready with rolled-up sleeves to fight his new fight and so win and wear the laurels that rightfully come to him.

This realization of the fable is only a bit of Anglo-Saxon modernized with modifications. How William and his Normans did pour into England! How they seized the lands and made serfs of the Saxons and how for years they lorded it over the sons of that sea-girt isle; and yet it is the Anglo-Saxon that lives and rules in that same England to-day. Into the caldron of the race-enchanters went the Conqueror and his followers. They seethed and simmered and dissolved and recrystallized, every angle proclaiming but one fact: that rejuvenation was wholly and only Anglo-Saxon!

This country, then, has nothing to fear from these seemingly threatening evils. The worst of the "black plague" is over and already the breaking clouds are giving glimpses of the traditional silver lining. The questions involving international jurisprudence are by no means such as to foreshadow an appeal to the iron-clad. The open door in Manchuria did swing to, but it is to be noticed that it is open again; the Turk and his shaggy defender still show that the beast predominates where something akin to kindness ought to show itself, but it means much when the beast, although growling, gives way; and we in this country with the big caldron and the fire of liberty under it know from experience what to expect from the recrystallized, down-trodden European. It is not a discouraging outlook that lies before America. Time and perseverance and patience are all that are needed, and of these the Republican enchantress has an abundant store.

The chief end of an advertisement is to sell goods. Remember that nobody wants to buy from a smart Aleck. Talk close to business.

UNION TRADING STAMP

10

ALLIED PRINTING
TRADES UNION
COUNCIL
DETROIT, MICH.

A Manager Wanted

An Exceptional Opportunity

We want a responsible business man to take the management and represent us in your district. This work can be conducted in connection with any office work, and will pay more handsome returns than insurance or any other business. We have local representatives in principal towns and cities now making handsome incomes. Why not you? We propose to establish branches of our company all over the United States. Write today for particulars. No outlay nor expense other than good, sound common sense required. We will furnish offices and supply everything necessary for the work. Write us today and we will tell you all about our plan, and you can start to work at once. Now is the time, so do not delay. Our business will pay from \$500 to \$2,000 per year. Others are making it, why not you? If you are independent and do not need the position, draw a friend's attention to this offer. Retail merchants will learn of something interesting by writing us for particulars.



Retail merchants 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 by the merchants themselves in merchandise from whom we redeem them for cash. Write for full particulars.

The Union Trading Stamp Co.

Head Office, 35 Whitney Building, Detroit, Michigan

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—Conversation with the heads of departments in various houses seems to show that they do not expect the course of the market to run anything like it has in past seasons. Naturally the buyers are showing whatever bearish arguments they can, but the sellers meet these with suggestions of advances, and are so sure of their ground that they do not consider any possibility of smaller prices in any way.

Fancy Worsteds—This end of the market has been marked by considerable development in the showing of lines, and it is said some very fair orders have been garnered in several directions. It is evident that the fancy worsted manufacturer realizes that strong price inducements are necessary as well as attractive fabrics to face the strong competitive tide that has been indicated for some time past. How large a part the fancy worsted is to play in the spring trade is not yet apparent, but it is evident that the worsted manufacturer is making what he considers a strong play for business.

Dress Goods—The attention of initial factors in the dress goods trade is deep in considerations relating to the spring season. Leading staple goods factors who are usually among the first in the field seeking business are already soliciting new business more or less openly and for some little time past there has been a quiet campaign under way by a number of leading concerns looking to the testing of the position and attitude of buyers and the gathering of such early business as is available. The spring lines, even in the case of staple fabrics, are not yet wide open. In fact sellers of some important lines say they have made no play whatever for spring business as yet, and only comparatively few lines are officially admitted to have been opened. During the past ten days or so some of the leading jobbers have given indications that their interest in spring goods has been awakened, and have announced their readiness to inspect the new collections. Already some good bills of staple and semi-staple fabrics have been sold. Certain houses are inclined to withhold the showing of their staples until they put out their fancies, their idea being to have the plain goods help carry the fancies through.

Underwear—The market for underwear is gradually settling down to a steady recognized basis, and it is high time that it did so. The season is late and if matters were delayed much longer, there would be great difficulty in getting orders out at anywhere near the time wanted. One of the greatest difficulties was with prices; in fact, that has been the hitch from the beginning. Buyers were unable to gauge the market with anything like accuracy, for in one place they would find last year's prices and in another place sharp advances, while elsewhere prices seemed to run all the way between.

Furthermore goods had undergone such a variety of manipulation in many cases that it was almost impossible to make comparisons and decide what they wanted to buy and what they did not want to buy. Now the market is steady and sellers and manufacturers can see about where the proper level should lie, and prices have been readjusted accordingly. In some cases they have retreated from their high position, while in other cases prices have been advanced and to-day one can judge with something like accuracy of what certain goods are really worth as compared with others.

Hosiery—The initial business in the hosiery line has been so far considerably less than last year. There are many buyers in the market, however, and before the end of the initial season the trade may equal that of a year ago. There are a good many more buyers who have come to the market and bought direct, rather than from salesmen on the road, which will, to a large extent, account for the small initial business at the beginning. The buyers are exercising caution and are very conservative in making purchases, so the agents' work has been rather harder than usual even while only a small advance over last year's prices has been asked. During the next week or ten days it is likely that the buyers will have placed orders to an amount that will be near last year's initial business, but the trading is dragging because of the great care that buyers are exercising in making their selections.

Carpets—The carpet mills which are not involved in labor difficulties are enjoying an excellent business, although most of the season's initial orders are in their hands. It will take them some time, however, to fill these orders. In the large Eastern three-quarter goods mills especially, practically all the business that can be attended to this season has been placed, including a considerable amount of duplicate orders, which were taken at the advanced rates posted July 1. This leaves most of the smaller mills in the field for the balance of the season's business, but these mills are pretty heavily supplied with orders. It is up to the jobbers now to make a start towards marketing the goods turned out thus far this season to the retailers and the department stores. Preparations with these purposes in view have been going on for some time, but it is a trifle early to expect substantial results along these lines. Retailers are beginning to make enquiries concerning the fall carpetings, but actual purchases have not amounted to much as yet. In the Western retail field everything is full of promise. Stocks in hand are unusually light and retailers intimate that their initial purchases will be made earlier than usual. From what is gleaned from the jobbers and others it appears that the supplies of ingrain and cheap jute and cotton 4-4 and three-quarter carpets that retailers will find in the jobbers' hands this month will be much smaller

SPECIAL

RATES TO GRAND RAPIDS
on August 24, 25, 26, 27, 28 and 29,
with the privilege of returning up
to and inclusive of September 8. To
secure this rate of one and one-third
for round trip purchase a ticket to this
city, asking for a buyers' certificate
and present the same to us for further
instructions.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



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

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

Lowell Manufacturing Co.

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

Over Shirts

"Boss of Michigan"
(Our Brand)

Means just what it says. Can't be beat in quality of
material, make-up of garment, and price. We carry a
complete line from \$2.25 to \$15.00 the dozen.

Duck Shirts

Negligee Shirts

Bull Kersey Shirts

Laundered Shirts

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Write for sample line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan



than in previous years. When it is taken into consideration that fully 80 per cent. of the ingrain production has been stopped for over two months, through the tie-up in Philadelphia, it is not to be wondered at that these lines are in light supply. With the continuance of the present shutdown for the next few weeks, it is believed that the mills affected will find that the season in progress now will be a dead loss to them, as they have only been able to fill contracts up to and including the month of June. Much of the business that they would otherwise have had has gone to other sections of the country and much of it has necessarily been refused. In other words a good many demands the past few months have not been catered to because the mills in operation have found it impossible to take orders, other than what they had on hand at the time. This means that this season's production will find its way into retailers' hands in rapid order with every indication of their being little or no left-over goods on hand when the spring goods are shown in November.

Rugs—The rug weavers are experiencing a very heavy business in rugs of all descriptions. In the finer rugs particularly the Wiltons and Brussels, productions are sold up for some months to come. Smyrna rugs are also in fairly good demand particularly the smaller sizes. Art squares are in light demand.

High Prices for Clam Shells.

Clam shells are at a higher price to-day than ever before. Many of the button factories are giving as high as \$20 per ton. This is largely due to a prevailing fashion among the women, who are now wearing large pearl buttons on their dress. The demand for large buttons is very strong and many button manufacturers are cutting nothing but the big buttons, leaving the other parts of the shell to be bored into buttons at a leisure time, especially winter, when the men are driven from the water to the button factory. Up and down the river at all the important points such as Lansing, Prairie du Chien, McGregor, Cassville and Guttenberg, where button factories are located, difficulty is experienced to get men to operate the machines because the river offers so much more inviting chances for liberal reward.

Pearl fishing is now a recognized vocation, pursued by all classes, dipped in by the aristocracy occasionally, as a diversion, followed strenuously by thousands as a bread winner. This business is bringing activity to all the towns along the river, and of course is more noticeable in such towns as Lansing, where, perhaps as high as 800 people are supplied with their daily needs.

The life of the clam fisher is not the most pleasant in the world, but he seems satisfied and content with his lot. Of course he works through sun or rain, nothing makes him quit but cold weather, or a rough river. Early in the morning he casts his drag and soon he has a collection of clams which have been foolish

enough to shut their mouths over a piece of the rope drag which has crossed their mouths. They hang on quite fiercely until the clam fisher draws up the whole drag of ropes and perhaps has as high as twenty-five clams hanging fast. This operation is repeated until enough are gathered for a boiling, then they are boiled until their mouths open and the fleshy muscle cleaves from the stony shell. This is the most interesting portion of the work for the fisherman, for each succeeding clam may contain a pearl that would make him rich. There is a fascination about the work that keeps him steadily at work for perhaps a whole season before he finds a valuable pearl.

There is, however, something more than mere chance in this work and although a man may find a steel blue peary worth \$1,000 in a day's fishing, yet his daily average of salable shells at \$18 per ton and the slugs and same imperfect pearls which he is sure to find will always bring from \$3 to \$5 per day. Considering what this man has invested, he is sure of a very liberal return. His boat and necessary equipment will not cost over \$15 and his returns begin at the end of his first day's work.

Novelties in Buttons.

The ingenuity of the button manufacturers has been working pretty busily of late, to judge from the number of novelties which are appearing in this line. The larger portion of these run as usual to faddish extremes, but a few of them are altogether dainty and desirable.

The vogue of pearl has resulted in a most attractive innovation. This is the shirt waist or blouse button, in mother-of-pearl, mounted upon a safety pin instead of the ordinary shank. Not only does this permit one to utilize a handsome set of buttons for several blouses, but, with these pin attachments, they can be removed when the frock goes to the laundry.

Another new button noted in fashionable shops would be very odd and smart with one's most unusual gown, although unsuited for every-day use. This is formed of a Brazilian bug of the beetle order, petrified and mounted in a narrow rim of gold. The insect is in rich tones of green, brown, etc., and suggests the Egyptian scarab in shape. The buttons are small—less than an inch in length, but unusual and artistic.

No branch of industry being without female workers, the recent report of Chief Pidgin of the Massachusetts Labor Bureau, on sex and industry, is of special interest. According to his conclusions there has been a steady decline in marriages, and the birth rate since the gentle sex entered the field as wage earners. There is also an increase in the number of divorces. Eastern papers, however, are not alarmed over the report. They declare that a reaction will come in the nature of things and that the evil will cure itself. It is assumed that nature in the long run doesn't get winded.

This is the Season to Buy Flower Pots



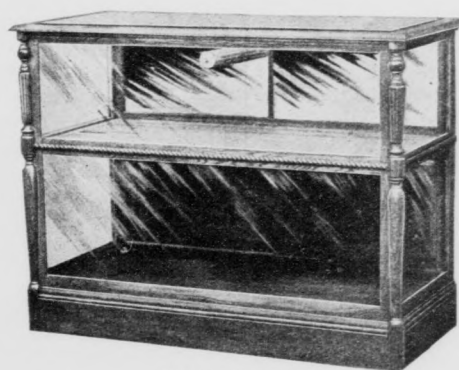
We wish to remind the Michigan Trade that they can buy the best pot made right here at home. The cuts show the three main styles we manufacture. We shall be pleased to send price list to any who will inquire. We have a large stock of all sized pots, saucers, hanging baskets, chains and lawn vases, and solicit your patronage. Give us a trial order.

THE IONIA POTTERY CO., Ionia, Michigan

Grand Rapids Fixtures Co.

One of our
Leaders
in
Cigar
Cases

Write us
for
Catalogue
and
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No. 52 Cigar Case

Corner Bartlett and South Ionia Streets, Grand Rapids, Michigan

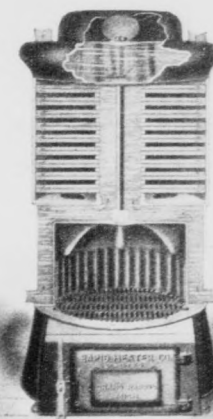
Shipped
Knocked
Down

Takes
First Class
Freight
Rate

Rapid
HEATERS

Hot Water or Steam

"Made to heat
and do it."



(Showing water circulation.)

The fire pot has its waterways completely surrounding the fire; these waterways are connected with a large center pipe and into this are screwed horizontally 90 to 135 water tubes, each divided with a diaphragm, which provides for a thorough circulation without a dead end and divides the water into thin sheets, exposing the greatest amount of heating surface possible to the direct action of the fire and producing the most rapid circulation of water, consequently the most rapid and efficient results. These results mean warm homes and small fuel bills.

If interested better write us for booklet fully describing these heaters. Next week we will show you our Steam Heater.

Rapid Heater Co., Limited,
Home Office and Factory Grand Rapids, Michigan

Produce

How Shall Hay Be Bought of the Producer?*

How shall the shipper purchase hay of the farmer? is a question which has puzzled nearly every dealer. Different systems and ways have been adopted by dealers, but when put in effect have not, for various reasons, given satisfactory results. The first and most popular system was to buy hay on grade. This method, however, was not maintained by many of the dealers, and hence the ones who had put it in practice could not continue and compete with their competitors.

Perhaps the first method, which the new dealer has put in practice, would be of interest to many of our members. The new dealer has an idea that there is a fortune in the hay business, and concludes to enter the deal. He corresponds with some of the receivers he has been referred to and he finds by reading a market letter quoting prices that he can make perhaps \$3 per ton. He thereupon goes into the country and purchases from the farmer, almost regardless of grade and ships in a like manner, and invoices it all as No. 1. On receiving his returns, he finds he has received from \$3 to \$4 less than he expected at the time he consigned, and perhaps he does not receive any returns at all, if he was unlucky enough to ship to an irresponsible receiver, which many of our receiving points have been infested with, but which on account of organization have been forced out of business. Of course, his first conclusion is that all receivers are of this dishonest type and he refuses to ship any more in this way. He next finds a buyer who will buy at a stipulated price for the different grades on track his loading point. He fills an order for this party of perhaps ten cars and continues by using his old method of grading and has trouble with his new customer, and finally realizes that this disagreeable and unprofitable business is caused by his inexperience, and he thinks that all there is to the hay business is to buy and load and get his pay for it.

Finally, he gets onto the idea of what a grade is expected to be and uses a little more precaution and invoices his hay as his best judgment tells him, but as he grows older in the hay business and he branches out and increases his business more and more every year, he finds that his competitors, however, are growing, and the receivers are getting more strict as to grade and the farmer is getting more independent every year and demands that he come and buy his hay in the barn, either before baling or after, when it is all piled up in such a manner that he is unable to arrive at the amount of each grade. This is the true situation with nearly every shipper in our State.

What are we to do? The only way that I can think of is for the Michi-

gan Hay Shippers' Association to adopt some outline by which its members can buy hay on a more sound basis and let the local dealers co-operate and agree on some local system to meet the conditions in their locality. It would be advisable in locations where each farmer may have two or three grades of hay to arrange with balers to inspect and cause to be kept separate each grade of hay, that the buyer may have an opportunity of seeing each grade and know the amount in this and that particular pile. This would enable him to arrive at the straight value, as he may have nearly the true percentage of each grade.

The average farmer nowadays demands of the buyer a straight price, in order that he may be able to arrive at the gross value of his crop that he has for sale. How can the buyer arrive at a straight price and know that he is not paying more than the lot worth and yet know that he is offering as much as any reliable dealer can offer? This is a question which should be well considered, and at this meeting we should arrive at some definite understanding and make a general outline that our members may be able to arrange locally and yet be in accord with the general idea that the Association may adopt.

The next thing the dealer has to contend with is shortage and how it can be overcome. This question deserves a lot of sound thought. Many suggest that we should buy from the farmer by weight over wagon-scales. This, in fact, is the correct way, but supposing the farmer has two or more grades of hay on his wagon, how shall we determine the amount of each grade without considerable trouble? These are questions which have come before me while trying to prepare this paper and the only system which I could figure out would be to weigh each load the farmer hauls and compare it with the tag weight and, should the load fall short, charge him with a percentage to each grade he may have had on. This, perhaps, is not in accord with the ideas of other members, but is the best one I could think of, as we have never bought hay in any locality in which we have operated other than by bale weights. I think if the shippers would test the bale weight in some such manner as I have stated and guarantee their weights to their customers within 2 per cent. of the tallied weights that we would dispense with many of the shortage claims we now have to contend with. These suggestions are of no value unless this Association adopts some measure and the local dealers abide by it, according to the conditions existing in their locality.

Why can't we do this? The farmer confides in his neighbor and informs him of any grievance he may have against the dealer. Why not make the dealer the independent party, instead of the farmer? Why protect the farmer's bank account and not our own? We do no more business by practicing in this wildcat

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.

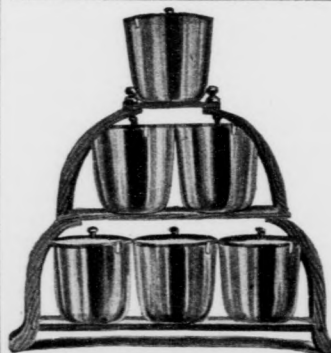
and be sure of getting the Highest Market Price.

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.



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.

*Paper read at annual convention of the Michigan Hay Shippers' Association by T. H. Battle, of Mt. Pleasant.

manner. Let us adopt rules whereby the dealers of this State can buy hay of the producer in the country in a more satisfactory manner.

One Method of Cutting Up a Beef Carcass.

I do not want to infer that this is the only way in which butchers can cut up a carcass so as to get the most money out of it. Starting at the fore quarter, the first thing we do is to raise the cross-rib. Now, if a butcher has a large demand for cross-rib roast, it will be well for him to cut them out as large as possible without destroying the looks of the chuck, as he gets more for his first cut rib-roast than he gets for his chuck roast or steak, or if he is ahead on ribs, which is very seldom the case, he can cut them out a little smaller. In raising the rib always take a quantity of fat with it, as it brings more on the rib than it does in fat, and it adds a great deal to the appearance. Some butchers cut about two or three pounds of brisket on their rib; that is well enough, but it destroys the whole shape of the brisket, and if they are to be sold to a dealer, they would not bring the price that they would otherwise bring. Next comes the separating of the plate and brisket from the chuck and rib. If a steer is very fat, it would be well to cut the rib a little shorter than if it is lean, as it is harder to sell to customers who come into the store to pick out their meat, but if lean, and the ribs are plump, they can be cut at least one and one-half to two inches longer, as there is no fat to show, and it brings more on the rib than on the plate. Next comes the separating of the ribs from the chuck. Nearly all butchers find it hard to get rid of the blade roasts, and if so, why leave five ribs on the chuck, especially if it is a fat piece of beef? Better get chuck steak price than to let it get dark and sell it for almost nothing. This makes the face of the chuck look quite long, but to remedy this, cut off a three-cornered piece, which can easily bring a good price for soup meat. The first few steaks of the chuck, if it be a five-rib chuck, should be cut a little thin, as they are easily sold, and in cutting the balance of the steaks of the chuck cut the top end always a little thicker, even if it does make the neck a few pounds heavier, as the tail end is always the toughest, and when fried is easier masticated than when thick, and is more quickly sold. A good chuck can be cut down past the top chuck bone, but before getting that far, say till you are close upon the second rib of the chuck, cut out a piece of the tail, and about two pounds or so, as it almost always brings as much in soup meat and makes the neck cut of steak more easily sold. After as many steaks have been cut off as it is wise to cut off, you have nothing but the neck left with the top chuck on, which can be cut out and sold for soup meat or pot roast. Then cut off the chuck cover, cutting the flab on the neck with it, or if you are ahead on soup meat it can be left on and sold for

corned beef, and if you are ahead on corned beef, leave the neck bone in before boning, as it keeps the meat a few days longer, which means a good deal when ahead on corned beef.

Butter For Renovating.

Manufacturers of renovated butter and other buyers of packing stock for renovating purposes in the East have, according to reports, failed in their effort through an "agreement" to fix the price that they would pay for the quality of butter they use this season. Some time in May a meeting was held in Chicago by the renovated butter interests and an agreement was entered into to keep the price of stock below 12c. At the same time others, and even some of those in the agreement, were paying 14 and 15c, and despite efforts to get them into line to stay by the price fixed in the agreement, the "combine's" attempt to get the poor butter (for the making of which good milk is wasted) has failed.

The renovated butter interests have and are still maintaining that their industry is one of great benefit to the dairy industry of the country. If any dairyman could make butter and sell it to a country store, which afterwards passes through a number of hands, all taking out some measure of profit, and finally gets into a renovating factory at the price renovated butter manufacturers would like to pay, and make money on it, he would have an interesting story for the columns of a dairy journal.—Dairy and Produce Review.

The Kaiser's Language.

A few years ago the energetic German Emperor besought his subjects to oust the unfriendly French language from their bills of fare, and to call the dishes of their midday dinner by native German names. He went even farther, and advised the giving of distinctly Teutonic titles to implements and devices taken from other countries, discarding telephone in favor of Fernsprecher. And here, perhaps, the royal and imperial ruler may have gone too far. So long as telephone is the word used by most other peoples, the Germans would be under some slight disadvantage in having a word of their own, instead of taking over the broadly cosmopolitan word. But the desire of the German Emperor to have his people speak their own language, with no interlarding of undigested foreign words, is one that every student of English must sympathize with. The question he put to his subjects resolved itself into this: Since you are Germans, why not speak German? Brander Matthews.

Modern advertising sets the pace for the commercial growth of the world. It is a recognized factor in business—a trade necessity of unprecedented importance.

So many people fear to have their advertising considered undignified that they forever pursue the same narrow path, which, unknown to them, runs in a circle.

Next to knowing your own business it's a mighty good thing to

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 same 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.

Butter

I always
want it.

E. F. Dudley
Owosso, Mich.

LEMONS AND PEACHES

SEND US YOUR ORDERS FOR THEM. This may look like a strange combination, because our Lemons were grown in Sunny Italy, and the Peaches are now growing on the hill-sides of Kent, Allegan and Ottawa Counties, Michigan.

But send us your orders for whatever you can use of them and see if we don't give you the best fruit for the lowest market price.

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.

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

Printing for Produce Dealers

ATTRACTING ATTENTION.

The Sole Province of the Retailer's Advertisement.

The man of push and enterprise is always on the outlook for some new idea in advertising methods. The late Lord Beaconsfield, novelist and Prime Minister of England, predicted that the time would come when books would consist of illustrations as the sole medium for the communication of thought. His theory was based upon the office of the printed sentence as the collocation of ideas intended to picture in the mind of the reader a transcript of the picture that the author previously had in his mind. If now, the picture embodied in the words could be penciled in pictorial relief, leading up to the picture of the sentence as a whole, the mind would more readily grasp the author's conception than it would were it left to reconstruct the picture for itself from the printed sentence.

Dore, in his illustrations of Dante's *Inferno*, following this principle, produced pictures embodying the thoughts in detail, involved in whole cantos, by a few dextrous movements of the pencil. While the time is not yet come for the substitution of pictorial language for the printed matter as a whole, the force of pictorial representations as a means of vivid interpretation of thought is recognized by all thoughtful people. The advertiser who uses illustrations as aids to vivify his productions is following along the lines of the same principle. An appropriate illustration is often necessary to round out the form of an advertisement as well as to present in bold relief the principal thought of the production.

Picture language is as old as the history of humanity. The dawn of ideas brought with it a desire to perpetuate them, and nature suggested the simplest method suitable to primitive conditions. The picture, though rude in art, became the symbol of ideas and conceptions. While it has retained this function it has undergone many improvements on its general composition. At first crude in its outlines, in harmony with the crudeness of primitive ideas, it rose with the march of mental improvement to occupy a place of high order among the fine arts. At first it reflected simple and incoherent ideas, but now the picture may reflect the choicest conceptions of poetic art.

The picture is always attractive, and impresses the mind more forcibly than the strongest form of written language. Its use as a means of advertising is not as old as its use in the communications of thought, but from the very importance the picture gives to an idea, it made rapid strides in the advertising world, and now one rarely finds an advertisement without some sort of illustration. Some advertisers seem to have an idea that a picture in an advertisement is nothing more than a little embellishment added to it, and by reason of that fact catches the eye of the reader. The "eye catcher" theory has been previously discussed in these columns, and hence no fur-

ther attention needs to be given to a theory having so little value among the strong points of an advertisement.

If a picture cannot be made to bring into one united conception the prominent features of an advertisement, it should be omitted. Every word in every sentence should mean something. All unnecessary epithets should be omitted, for everything in a sentence requires attention to understand it, and the more the attention is diluted, so to speak, the less will remain for that part of the forth its strong points. All unless sentence which is supposed to put epithets, and all unrelated pictures, are sure to weaken the effectiveness of an advertisement, and therefore should be avoided. Use language to present what you have to sell in its strongest light. Use pictures to impress at a glance the prominent features of your product upon the mind of the reader.

The advertisement might contain many features, but only one or two can be brought out prominently in small advertisements. The attempt to give all the items in an advertisement equal prominence makes nothing prominent, hence it is better to make one thing emphatic than nothing emphasized. Select with care some special feature from your stock, and study what can be said about it, and how to say what can be said in the strongest way.

The picture with a few prominent lines to give character to the whole is stronger than the delicately shaded product; so with language, a few appropriate words, properly placed, make a stronger sentence than one with more words added to give tone to a shade of elegance in construction. The smaller you make your advertisement, the more study is required to bring your matter within the space desired.

The merchant who can undersell his competitor and make a fair profit for himself will get the bulk of trade in his community. He cannot pose upon having the best and cheapest goods, thinking that fact of itself will bring him trade, but he must let the people know what he has, and the advantages they will gain by trading with him. To do this he must advertise, and as he holds the advantage over his competitor in the quality and price of his goods, he must show that advantage to the people's satisfaction through his method of advertising. It must not be done, however, by instituting comparisons between himself and his competitor, for that tends to advertise the competitor—one thing one must studiously avoid. Keep to your line, describe your goods in the clearest language possible, and show that for the quality you offer your prices are low.

Tell your story in an interesting way, put life into it, and show your confidence in your goods. You must show some enthusiasm if you would enthruse others. Dry bones must take on flesh and spirit to become interesting. A catalogue of goods and prices only is a dry bone adver-

tisement; it may interest the scientist, but it rarely instructs the common people. Your advertisement must be better in its details than your competitor's, and when we say better we have reference to choice language, clear thoughts and truthfulness. Big words, hard to pronounce, is a fault to be avoided. Exaggerated and bombastic language that appeals only to the lowest emotions should never find a place in a production designed to solicit trade. Choice quotations appropriate to your theme may often be used with great advantage. They attract attention and will be read.

The printer, too, can do you a favor by making a good display of your matter. The kind of type used, and the proper placing of emphatic parts, are essential in a strong and attractive advertisement. Many well-constructed advertisements are spoiled for effectiveness by the blacksmith methods of a compositor that used large black-faced types indiscriminately, thinking them necessary elements of beauty and attraction. If competition were not playing its part in methods of advertising as well as in the style of its production, it would matter but little how the advertisement was made up, but as this imposing influence is not subject to the will of the retailer, he must meet its demands if he would successfully compete with others in the same line of business. If his store has a superiority over his competitor's, his advertisements must be reflections of that superiority. To fall below the standard of his competitor's advertisements is to yield to him the superiority in trade.—Clothier and Furnisher.

Business Women and Church.

A great many people are exercised in these days over male non-attendance at church, but it has not occurred to any clergyman to attack the business woman regarding this special sin of omission, or to devise ways of luring her into the sanctuary on the day of rest. Yet the fact is that the average business woman is no more inclined to go to church than the average business man. Perhaps she is even less so, for she generally gets more tired than he, and she has ways of spending her time on Sunday from which he fortunately is excluded.

"So far as I can judge from experience and observation," said one business woman, "business women do not go to church. This is not from any lack of love and reverence for the church, but only because they want the day to themselves. It requires too much nervous energy and strength to dress and then sit through a two or three hours' service, and the woman who works hard all the week wants one day in seven upon which the thoughts of rising will not hang heavily on her heart when she awakens; when she can have her breakfast in bed, provided she is willing to squander the quarter, look leisurely over the newspapers, dawdle over her dressing and attend to the hundred and one odd things for which she can find no time

during the week. She wants a day when she can wash her hair, sew on a button or two, put a stitch here and there, arrange boxes and drawers, wash a few handkerchiefs, write a friendly note or two, fall asleep in the afternoon over a book or magazine, and get a little strength for the toil and money getting of the coming week.

"If it is a fine day the business woman may feel obliged to fill some social obligations, and she is generally rejoiced on this account when she can waken to the sound of falling rain. It is not that she likes her friends less, but that she loves her one day of freedom more, and grudges every hour that she has to subtract from its peace and quietness.

"I have found and have also been told that the business woman receives more invitations than calls. People who have homes—or money—seem averse to calling on a woman who lives in a boarding-house, and think they have done all that courtesy demands when they ask her to come and see them. And boarding-houses, truly enough, are dismal places to receive friends in. So the woman who has a home says—'little thinking what it means—'You come and see me,' and if the other woman wants to see her she must go. And if she goes, it will probably have to be on Sunday."

Stray Suggestions for Wives.

A writer gives the following idea of the qualities a man likes in a wife, presumably his own wife.

However, do not make an attempt to follow the rules too closely. There seems to be an undercurrent of satire in the words.

"A man likes his wife to be cheerful. He does not always concern himself very particularly about the means to make and keep her so, but he disapproves utterly of a sad or pensive face.

"He may have cut her to the quick with some bitter word before he leaves home in the morning, but he is extremely annoyed if he perceives on returning any signs of the wound he has inflicted.

"A man hits hard, but he never expects to see a bruise. He has forgiven himself for administering the blow. Why should not the recipient be equally quick about forgetting it?"

"A man likes his wife to be intelligent, quite sufficiently so to be able to conduct the concerns of life and to appreciate his own intellectual parts and enjoy stray ebullitions of his wit and humor.

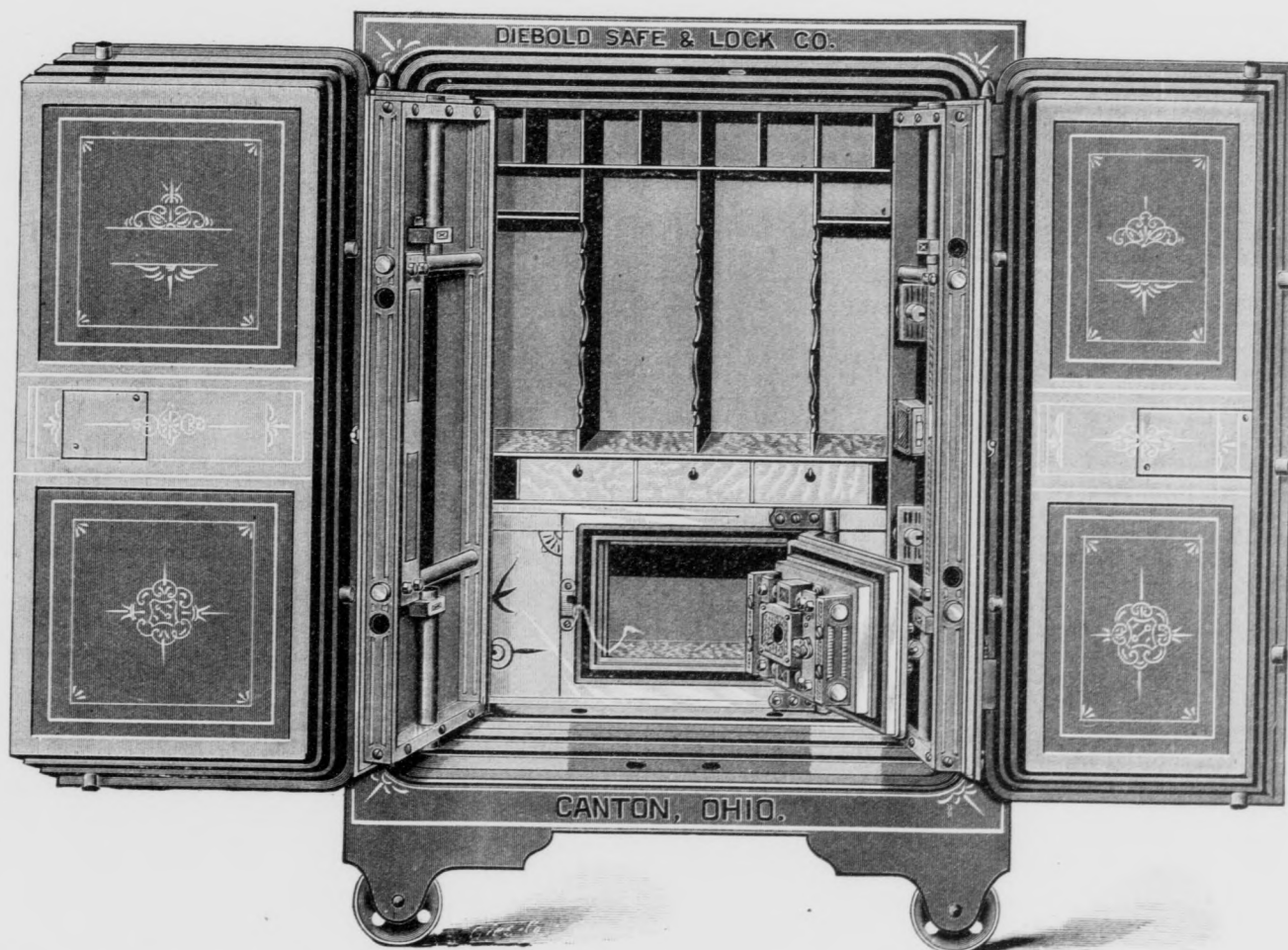
"She must applaud these with discrimination and in that delicate manner which infers no surprise at his possessing brilliancy.

"But he is exasperated should she be too intelligent. His depths are to be inviolate, but he likes to sound her shallows, and so well does she know this that she often assumes a shallowness when she has it not."

When a headache prompts a suicide and a wife's demand for money from her husband leads to murder, it can truly be said that causes of crime are multiplying in this country.

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.

Clothing

Status of the New York Hat and Cap Market.

Although the season is now far beyond its height, the last two weeks have witnessed the sale of a large number of straw hats, and the stocks of retailers, with few exceptions, begin now to assume pretty healthy proportions of smallness.

Such hats as will be carried over will be mostly in the cheaper grades.

The sudden downpour of rain on days that were generally fair soiled the straw hats of wearers, and has helped to bring about the sales of many second hats, for, with the marked down prices that now prevail, most men, sooner than pay twenty-five cents to have an old hat cleaned, would buy a handsome new one, which can be had at a dollar or less.

The makers of straw goods will all be out this month with samples for 1904, those who cater to the retail trade as well as those who make for the case trade only. This applies to Panamas as well. On the streets the proportion of straw hats worn is probably as great as we have ever before witnessed, notwithstanding the fact that the season will wind up with sales aggregating less than normal, for reasons which have been very clearly pointed out in previous issues of this paper.

Manufacturers of soft hats for this city and elsewhere have been displaying samples for next spring since July 27 to the jobbing trade in Chicago. On fall goods the factories are all busy. The aggregate of orders taken to date is a good one, and as one manufacturer states, "There is every indication of a prosperous fall business if the workmen will let us make the hats and if other workmen will stay at work so they have the money to buy the hats."

The labor situation is indeed the only cloud on the horizon at this moment. In Philadelphia the signing of new price schedules with the principal houses has been under discussion for a whole month, although the factories are working at the old prices. At South Norwalk the factories were completely shut down for several days, but now have resumed, the employers having signed a new bill of prices.

The employers in that district feel that they are discriminated against and have signed the new bills simply because they have orders on hand and do not feel that they want a strike at this juncture. It is claimed by a manufacturer, not a citizen of South Norwalk, but who is nevertheless thoroughly well posted on affairs there, that the \$18 hats made in that city are produced at an actual loss, and yet it seems that some buyers of hats do not, or at least profess that they do not, realize that the cost of producing hats is greater than it used to be.

Recently one manufacturer of good hats, whose frankness makes it a real pleasure to interview him, received a complaint as to the quality of goods he was delivering to one of his reg-

ular customers. The manufacturer did not dispute the claim of the purchaser that the hats were not as good as those he had received in previous seasons, and said plainly that with the prices of materials and labor at their present high basis he did not claim to deliver as good an article as heretofore, but was giving the best he could for the money. The purchaser saw the reasonableness of the argument and continues to do business with the house. This manufacturer says that if every house would adopt this open, common-sense line of argument it would make hat selling easier.

Reverting to the question of labor, it does not appear that an increase of wages is always the factor most irksome to the manufacturer. What seems to be a thorn in the side of the makers is the stint law, which restricts the makers' output and in accordance with which no journeyman can turn out more than a certain amount of work per day.

It is claimed by those in a position to know that in addition to the manufacturer suffering, the good mechanic does also. Let us cite a specific instance. Before the stint law was operative and before the hours of labor were arbitrarily fixed, a certain factory, during the very busy season, would open at 6 or 6:30 in the morning and by the time the real heat of the day, at 3 or 4 o'clock, came some of the good mechanics in certain departments had earned as much as \$8 or \$10 a day, and would then quit. Now this same factory opens at 7:30 in the morning and closes at 5:30 no matter how busy nor how dull, and the Saturday half holiday is in force, no matter how busy the factory may be.

Under the old regime the good mechanic was not sorry if the dull season arrived and felt that he could afford to take a vacation, having saved up money during the busy time; but now when the dull time comes he is worried and his enforced idleness is an unpleasant time and one which he can scarcely cope with, because of his meager earnings due to the stint law and fixed hours of labor. The restriction of output is a sore point with the manufacturer. With the same sized plant and the same fixed charges the manufacturer, under the present law of the union, can not turn out nearly as many goods as he could in the old way, and it is stated by the same manufacturer referred to above that he could sell many more hats than he can take orders for now, simply because of the restriction of the workers' capacity.—Apparel Gazette.

Cost and Worth.

Every merchant knows that some goods cost more than others. Every storekeeper knows it is value that fixes the price, usually. The cost of advertising is very much like the cost of any other article. Some costs more than others because it is worth more.

Dignity is all right in advertisements, but don't be so precise that you chill the public.

Fall Underwear and Hosiery to Cost More.

Chicago.

Flat and ribbed fabrics are in demand for fall and winter underwear. The natural colors are preferred, such as grays, etc., but red is said to sell largely still. Pink, blue and, in fact, all the fancy colors will, it appears, not be in so good demand as they have been during some previous seasons. While a fair demand is looked for in fleece-lined garments, it is expected that it will by no means break the record. Such garments, if they are good, will cost more money, owing to the advance in cotton and in cost of manufacture. If the consumer wishes the same grade of garment to which he has been accustomed he certainly will have to pay more for it. The fall trade, it is said, is opening in an encouraging manner.

Retailers are busy now hurrying out their summer stocks in order to carry over as little as possible and realize on their investment. The summer has been more favorable than last summer for the sale of lightweight underwear, so that stocks are, probably, in better condition than last year at this time. Lisles, bal-briggans and some net goods sell, with a sprinkling of linen mesh garments and union suits in the better qualities.

New York.

Another advance of a quarter of a dollar has been made on some fleece, mercerized and fine wool underwear.

This advance, added to that previously reported in these columns as having been made at the opening of fall lines, brings up the numbers affected to half a dollar higher than they were a year ago.

Most of the initial fall business has been placed by retailers, and on staple lines the season with the wholesalers is about over. Fancy grades are yet to receive more attention before a satisfactory volume of business will have been secured.

According to wholesalers most of the mills have their season's product sold up. It has now become a question of deliveries, and some selling agents are apprehensive of their mills' ability to "deliver the goods" as ordered. Those who lacked the foresight to cover themselves for the season with raw material are patiently waiting a favorable turn in the raw cotton market, while the wool people are still dickering with the yarn men for supplies, but are being firmly turned away, the spinners refusing to accept their offers.

It is said by the sellers that some mercerized stock and wool stock, as well, is unobtainable, and the mills that formerly made the goods have stopped making, turning their attention to grades which were safer to market at a profit.

We are informed by jobbers that retail buyers have not, as yet, given much attention to fancies, and consequently look for a larger staple season.

In the hosiery division the bulk of

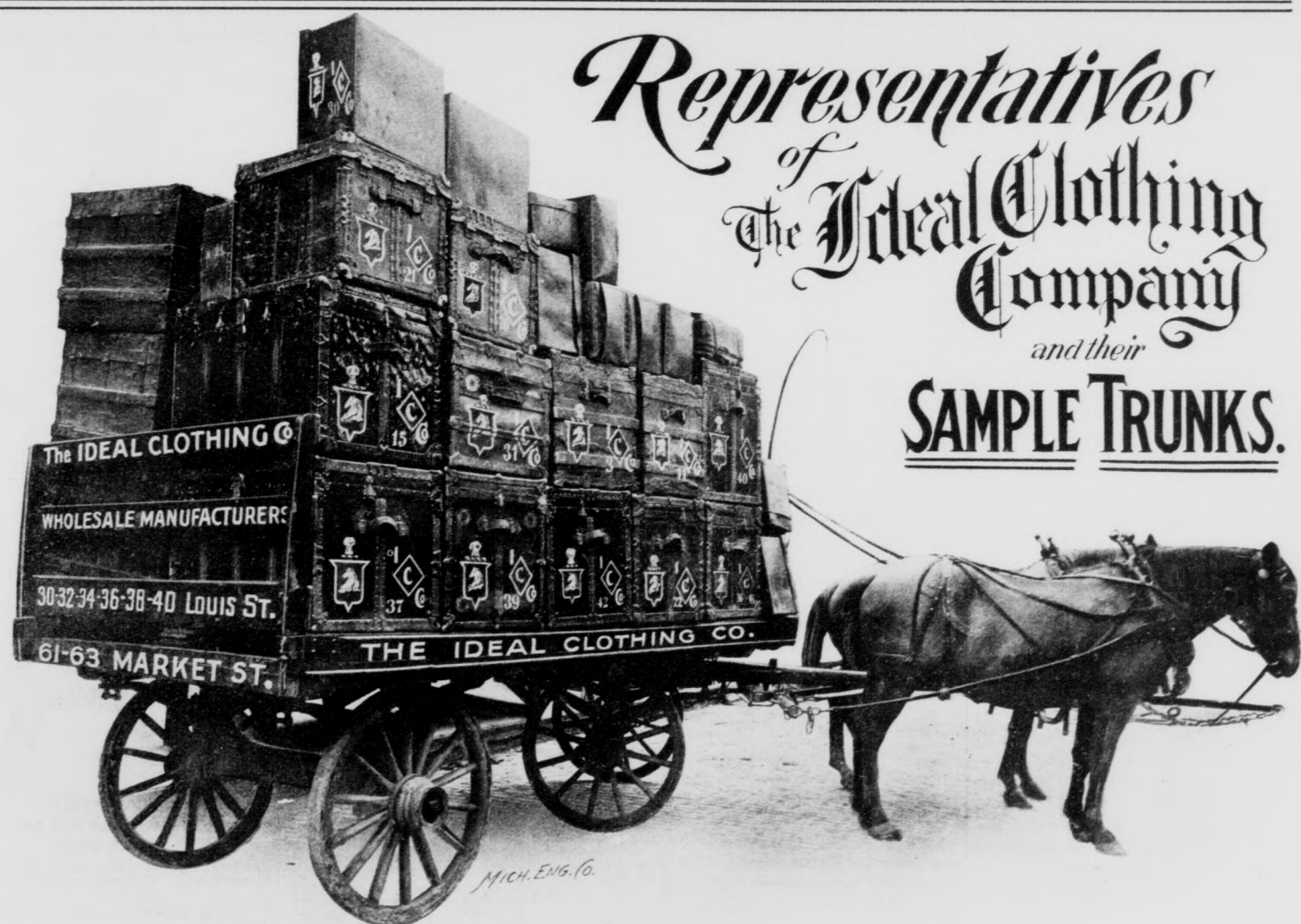
the business placed for fall has been on black, gun metal shades, maroon, chocolate and grain mixtures in two color effects, plain, self-colored and in fancy embroidered units on fronts, clocks and vertical stripes, with some horizontal effects. Plaids and checks are receiving some attention, but are considered too ultra for the popular trade. Among the latest novelties to arrive from Chemnitz are band effects at the top of the stocking boot. These consist of plaid, woven verticals and embroidered figures. The real novelty end of the season has not yet been opened, as importers have been delayed by the tardy arrival of sample lines. It is said that the foreign mills are so busy with home trade that deliveries to this country will be backward.

The absence of a continuous spell of hot weather has left retailers with larger stocks of strictly summer underwear on hand than they expected to carry up to the first of August. Those who were conservative in their purchases, and it has, of late, become a general habit with New York furnishers to buy cautiously, have been in a position to take advantage of the many opportunities that this market has presented during July to buy good underwear and hosiery at extremely low prices. Foreign mill representatives, in particular, carried a large stock of fancy underwear this season, and the domestic manufacturers of novelties were also left with larger stocks than they cared to carry, so that July was a bargain month for the local and nearby retailers who were in position to take up the offerings of the wholesalers.

Among the astonishing sacrifices made were fine grades of foreign and domestic mesh goods, silk underwear and French gauze lisle. These high grades of underwear have been displayed by retailers during the past fortnight at unusually low prices. That silk underwear sales at wholesale were considerably affected by the increasing popularity of mercerized stock became evident from the large quantities of silk goods sacrificed. Merchandise, which in season sold for from \$6 to \$12 a suit, was offered at retail at \$1.50 the garment. Equally good bargains were presented in imported French lisle.

Retailers also report that the sale of fine grades of mesh underwear, stock wholesaling at \$16, were sacrificed to retailers at \$3.50. It is now offered at retail at \$1.50 the garment, and what remains of the stock in retail hands will be cut, about the middle of August, to 75 cents the garment and still leave the buyer a big profit.

New Orleans is beginning to peer into the future and sees that the great cotton port at some future day will outrank New York as a business center. Meanwhile New York, with its weekly bank clearings amounting to \$1,295,818,317, is not concerning itself much, evidently, because it thinks that a city with only \$11,338,595 of clearings to its credit is too far in the rear to catch up with the procession.



Representatives of The Ideal Clothing Company and their SAMPLE TRUNKS.



Style Forecasts in Shirts, Collars and Cuffs.

Chicago.

Fall shirt trade is opening up well. Styles probably will remain somewhat as they are, for present modes seem to have the merit of modesty and beauty. Small figures on white grounds, small stripes and like patterns are the styles which are demanded, the better fabrics growing in popular favor. Consumers seem to favor firm, well made garments and are willing to pay more if they can get the kind of goods that give satisfaction. Manufacturers seem to feel that they will do a better business this fall on shirts retailing at more than a dollar than they have ever done before. Tans and the darker grounds will probably retain their popularity. The pleated bosom is still a good seller. Woven goods seem to be preferred to prints. White pleated bosom shirts are in some demand.

In collars the lock band turnover style is still the leader, although it is said that with the fine trade the wing collar will be popular. Dealers seem to be preparing for a good season on wing collars, which better accommodate the neckwear which is said to be due for fall.

Among the retailers the clean-up sales are on. Most of the stocks seem to be in good condition and buyers are getting in fall lines. Small figures on light grounds, vertical small stripes and pleated bosom shirts in white, tan or so-called gun metal colors are good sellers. Woven fabrics are preferred in negligee shirts whether in white or colors. Some very attractive offerings at a dollar and a dollar fifteen are now advertised.

The high band turnover collar, mostly of medium height, is the principal seller. Some wing collars are being worn, but the high stand-up collar is poor stock and sells very little.

New York.

Wholesalers are rounding out the first half of the fall season. Business has been of fair proportion, but does not compare in volume with the amount of trade done for the same period last year, buyers having been rather more conservative. Initial deliveries are now being made. The styles show few departures from last season, except in the combination shirt, which is not new. Grays and black and white effects have sold best. Following these are the tans and corn shades. They are so near alike as to be classed generally as tans. The one feature about fall shirts is that there has been a greater variety of woven fabrics introduced in bosoms. Some are shown in combination with woven grounds in colors, and some with printed grounds simulating the effects in the bosom. Flower patterns are plentiful. They are shown in self and contrasting colors upon both dark and light grounds. According to the orders placed it is predicted that the season will be a dark one, with business running heaviest on color grounds in gray or pepper and salt

mixtures, chambrays in gray, blue and tan. In all the fancy shirts the cuffs match the bosom fabric.

The pattern combinations for fall are figures, stripes and combinations of figures and vertical stripes, checks of the shepherd variety and hairline checks in colors on light grounds and in light cords on dark grounds.

It is difficult at this early date to say whether woven or printed goods will lead. Orders appear to be about equally divided. Both fabrics are much more attractive than those brought out last season. The tendency toward colors is not so pronounced as it was at first thought it would be. The fall is not usually a good color season. Colors have, therefore, been reserved for next spring.

Manufacturers are now planning for the spring, 1904, campaign. A few months ago we predicted in these reports that colors were coming in. Buyers for the retail stores advocated them. They declared that the black and whites were becoming too monotonous and left little choice to the consumer, the choice being largely confined to the variety of patterns shown. Retail buyers consequently insisted that the time was opportune for the reviving of colors for next spring. We noted previously that reds, pinks, heliotropes, greens and yellows were being shown and sold this season by the fine custom shirtmakers. This lead appears to have impressed the ready-made shirt trade favorably and they will bring these colors out for next spring. They will not be introduced in solid colors, but in figures and stripes on light and dark grounds, principally upon chambray grounds in madras and cheviot fabrics.

There are so few complexions suited to the wearing of much pink or heliotrope that too much of these shades in shirts might interfere materially with their sale. Retail furnishers in New York have still, in their carried-over stocks, pinks galore, which they are making an effort to close out, but with no gratifying success. Pinks in solid color and in broad stripes in shirts have never sold well here in New York. They will be revived, however, for next spring, together with reds and heliotropes in both woven and printed effects. Shirt manufacturers will have their spring lines ready some time in September.

White stiff fronts and pleated bosoms are going well for fall. That they have been ordered quite largely is not due to any confidence in a revived interest in white goods, but because retailers have permitted their stocks to run down and are replenishing them quite liberally for the new season.

There is considerable speculation in the collar trade regarding the trend of fall demand. Retailers have manifested considerable confidence in the popularity of the wing collars, as indicated by the larger orders placed, but at the same time they say that the turnovers are not losing any of their hold. With the fine trade the wing collar will un-

doubtedly lead, but the popular trade still clings to the double-fold as the best collar. Some of the fall styles in this form have been designed with a view to accommodating larger sizes in neckwear than were worn last season. The outer fold has a decided outward spring with more of a cut-out in front, so that if desired a large four-in-hand or once-over can be adjusted and worn with comfort.

The feature of retail trade, at present, is the large number of bargain sales on in furnishing and department stores. According to reports from retailers percales have not been a success in negligee shirts, either soft or pleated fronts, this season.—Apparel Gazette.

Modern Precaution.

"Adam would have never eaten that apple in these days."

"Why not?"

"Well, his physician would have told him to remove the skin to avoid indigestion and to remove the seeds to avoid appendicitis. By this time he did all this he would have thought better of the matter and not eaten the apple at all."

As Explained.

Bess—I wasn't aware that Miss Shopley had such a loud voice until I encountered her in a downtown store this morning.

Nell—How did you happen to notice it?

Bess—She was asking for a pair of No. 2 shoes.

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

CARRY IN YOUR STOCK SOME OF OUR WELL
MADE, UP-TO DATE, GOOD-FITTING SUITS AND
OVERCOATS AND INCREASE YOUR CLOTHING
BUSINESS. GOOD QUALITIES AND LOW PRICES

Samples Sent on application. Express prepaid

M. I. SCHLOSS

Manufacturer of Men's and Boys' Suits and Overcoats

143 Jefferson Ave., Detroit, Mich.

"Just as Handy as
a Pocket in a Shirt"

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



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

ONE MAN'S SUCCESS.

Experience of a Merchant Who Was Handicapped.

At twelve years of age, through an unfortunate chain of circumstances, I was thrown upon the world, uneducated and without a cent. Up to that age, I had lived on a farm in the interior, schools were few and far apart, and my parents were extremely poor, and although I am sorry to say it, were with scarcely any education.

The time came for all of us to part and hustle for ourselves. I went to the nearest large city, gradually working and begging my way and was hungry many a time before getting there. Upon my arrival, I was bewildered and did not know what to do or where to go. I met a boy selling papers and begged him to help me in some way. He was a little older and agreed to take me to his home if I would work and help his mother. This I gladly agreed to do and I entered upon my duties at once.

In two days I began to sell newspapers, too, and gave all my earnings to his mother, besides doing such work as scrubbing, sweeping, carrying coal, making fires, carrying out the ashes, washing dishes, etc.

This boy became my chum and his mother my friend. She was sickly and very poor, but we managed to get along nicely for I appreciated my home, such as it was.

At fourteen, I obtained a position as cash boy in a large department store. I was glad to get some inside work. At seventeen I was put in the stock department upstairs as a keeper. At twenty, I was made assistant and earning ten dollars a week. At twenty-three became salesman in gents' furnishing goods department, salary \$15 per week.

When twenty-six became partner in small store owned by son of one of the partners. Two years later, son sold out to me and I was to pay him \$50 per month for his interest. When this debt was cancelled I felt that I had a bright future before me.

I still boarded with my chum and his mother and we were able to live better than ever before. I sold this store a year later and went to another city, opened up a small department or rather general store. At thirty I married a lady who was in every way calculated to make a struggling man a good wife and I have never regretted my selection.

Am thirty-seven years old now and I think I am worth at least twenty thousand dollars, have a good comfortable house, a good business and good credit at home and in the wholesale trade. Everything is paid for and every bill promptly paid. Always take advantage of the discount for cash.

How did I do all this?

1. I was attentive and cheerfully did my duty and my work.
2. I was anxious to obtain the good opinion and friendship of everyone.
3. I worked hard, early and late.
4. I kept good hours.
5. I selected good company.

6. I saved every cent I could, and practiced rigid economy.

7. I made the Golden Rule the foundation of my life's work and practiced it in every way.

8. I bought for cash, in such amounts as I could and sold that way as nearly as possible.

9. When I went into business I studied the wants of my customers, and tried to make friends of them all.

10. I advertised in some way all I could. First by window shows, with prices attached to the goods, by show cards, then in the newspapers, with circulars, bargain days, etc.

My schooling began when a newsboy, attending a night school near our home, and all told I do not think it would amount to more than two years' continuous attendance.

When I had to shift for myself, I soon learned that money had a value and a very great one. My first and only employer began life poor and I had an every-day example before me and I soon learned that to make a success in life, much depended upon myself.

I needed education. I studied when I could in my bedroom. I used my efforts to improve my mind, to understand business problems in theory as well as in practice. I wanted to learn to be cautious, to be sure I was right, then go ahead.

My daughter, aged five, and boy, aged two, are good, bright, healthy children, are a great blessing. My home is complete and it is always a pleasure to be there.

There is just as good a chance today for any young man to make his mark, to become a successful and prosperous merchant, as there was for me. Perhaps his chances may be better, with fewer hard knocks and less privation, but his conduct, his principles, his habits, his determination, his associates, his mind, must be right.

When I made a promise, I was careful to be sure I would not fail to keep it. If I could not speak a good word about anyone, I would

not speak ill of him. I cultivated a cheerful disposition. I gained the confidence and respect of my clerks. Was considerate of them but expected them to do their duty and their work. Not a clerk has ever left my employ.

This article of mine may not prove as interesting to your readers as they or you might wish. It fails to advance much in the way of advice or suggestions, but I earnestly hope it will prove of some advantage to some struggling merchant, pointing out a way for him to improve his condition, and, I hope, his ultimate success.

Few merchants have had the trials and privations which were mine, but perhaps it was all for the best. I

have no regrets for the past. I have much to be thankful for now.

Novelist's Puzzler.

One of the modern novelists, referring to his hero, says:

His countenance fell.
His voice broke.
His heart sank.
His hair rose.
His eyes blazed.
His words burned.
His blood froze.

After reading this one is puzzled to know whether the hero was a plumber, a bankrupt or a human thermometer.

Readers want facts presented plainly and want to read them quickly.

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.

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."

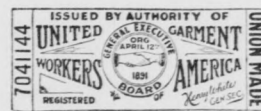
REGISTERED BY Solomon Bros. & Lempert, 1900.

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



PAN-AMERICAN GUARANTEED CLOTHING

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



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

WILE BROS & WEILL
BUFFALO, N. Y.

Shoes and Rubbers

The Colored Sister Does a Little Trading.

The little clerk was all alone in the store. That was a bit strange, too, for it was already well along in the morning, say about 10:30.

In the store of which we speak, which was quite a distance south of many shoe stores which are farther north, the window was twelve paned and stuck out into the street something like two feet, after the manner of a railroad telegraph office at a country station.

The "trim" consisted of wonderful footwear, viewed through Northern eyes. There were congress gaiters for men, with bright russet vamps, with strange scrolls of patent leather adorning the uppers and with tips so pinked and scalloped that they looked like fancy bon bon papers at a children's party. There were also women's foot coverings, made of shining kid with fancy stitching in white, and fair, white First Communion slippers which were getting so fly-specked that they would soon need a thick coat of black dressing to fit them to act as mourning slippers for that self-same child.

Two or three steps led up to the doorway of the store itself which may have indicated that at times the river overflowed its bank a trifle. On each side of the doorway there hung a pole full of half driven tacks from which depended an assortment of shoes and slippers in pairs, as if the proprietor had been fishing in the footwear pond and was proudly exhibiting his phenomenally various catch.

Inside the realization of what was promised from the outside was not quite up to the expectations which might have been aroused. Green boxes on the shelves with single dejected looking shoes, hanging on the outside, a few single pair cartons with many broken covers and wooden boxes of bulk goods here and there on the floor held the stock, with one shelf of broken dozens of blacking in boxes in little piles, of liquid dressing in the 10, the 15 and the 25c size, the aristocratic, cartoned abundance of the latter accounting for the bright rug with the advertisement on it which occupied the place of honor in front of the settee reserved for ladies.

It was into this palace of shoery that there came the first customer of the morning. In the language of the song, she was not colored, "she was born that way." She was undoubtedly a mammy, but she did not have a bright red kerchief bound artistically around her head, but violated the traditions with a bright red straw hat, with ribbons, flowers and fruits of yellow and blue and scarlet mixed with vivid green. The little clerk lounged forward with the in-born languor of the latitude. "Mawnin', Auntie Jackson," he said.

"Why, mawnin', honey chile, how you has growed."

"Yas?"

"Why, yas, you jes' spindlin' up jes' like yo' daddy."

"I s'pose I am growin', Auntie."

"Yo' sho' is, chile. Yo' gotter stop bimeby else yo' be so tall yo' won't dar' try gettin' in yo' ol' Auntie Jackson's cabin do'."

"Never you fear that, Auntie. I'll never get too big for that ol' cabin door of yours."

"Gor bless yo', honey, I don't b'lieve yo' will."

"Do you want some shoes this mawnin', Auntie?"

"How many eggs I done gone brung in here?"

The clerk went back and consulted a record. "Fourteen dozen," he said, returning.

"Fore goodness! How much does that make?"

"Well, Auntie, some of them were at 16c, some at 15c and some at 13c, and those 'Melia brought in yesterday we could only allow you 10c a dozen for, so many are coming in."

"Yas, 'course, them hains o' mine is jes' low down, triffin', no 'count pore white trash, can' lay nothin' but cheap aigs."

"The hens are all laying now, Auntie. It isn't the fault of your hens, particularly."

"Jes' lis'n to dat sweet boy, can' even ba'r to have fault found with the hains. How much it all come to?"

"Well, it don't come quite to \$1.80, but we'll call it that, Auntie."

"Go long, you teasin', pesterin' boy. W'y I done gone fig'r'd 'em up comin' down hair an' 'thout no pencil an' paper tall jes' fig'n' in ma' haid I made it a dol'r nalf, an' no knowin' wha' I might a made it 'th a slate an' pencil."

"I'd like to see your figures, Auntie. You're sur you didn't have little 'Melia figuring it up?"

"No, I sure didn't. I done figur' it up myself."

"Don't you want some shoes today, Auntie?"

"Co'se I do. What you think I ben pilin' up aigs down har fo'? I want some fo' 'Melia, an' some fo' me, an' some fo'—"

"For goodness sake, Auntie, how many pairs of shoes do you think you can get for \$1.80? Have you got any more money?"

"Co'se I's got money, honey, co'se I is. But who said anythin' about gittin' shoes? I on'y tellin' yo' what I want, not what I 'spec' to git."

"There's just enough to buy a pair of shoes for you, and a little more than enough to buy a pretty good pair for 'Melia."

"Can't you fit us all out?"

"Can hardly do it, Auntie."

"We all needs 'em."

"Any the other children?"

"Lo'd, yes. Ab'm Linkum needs 'em, an' Thedo' Rozenvel' needs 'em, an' Viktory needs 'em, an—"

"Hold on, Auntie, what's the matter with all those kids going barefooted this nice warm weather?"

"Why, co'se, chile, 'cep'in' of co'se when they go to Sunday school."

"Then, why don't you let their shoes go, Auntie, and buy some for yourself, and maybe get some for 'Melia later?"

"Oh, honey, yo' don't know what dem chillun 'spects of ol' mammy."

The Lacy Shoe Co.

Laro, Mich.

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

Advertised Shoes

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

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

Announcement

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

Yours very truly,

Waldron, Alderton & Melze,
Saginaw, Mich.

Necessity, the Mother of Changes

We found it necessary to make more shoes—had to do it to keep up with the demand—therefore had to make changes in our factory, which we did. We enlarged the same; put in more up-to-date machinery; brightened up the old; engaged more proficient help, and are now in a fair way to supply our customers with our own make of shoes on short notice.

Yours for more business,

Herold-Bertsch Shoe Co., Grand Rapids, Mich.
Makers of Shoes

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.

We extend a cordial invitation to all our customers and friends to take advantage of the Buyers' Excursion, August 24 to 29, one and one third fare from all points in the Lower Peninsula. Make our store your headquarters while here.

"'Twould'n' nev' do to go home 'th new shoes fo' my own feet and lef all them chillun go barefoot for Sunday school."

"Did you say you had money with you besides your credit on eggs?"

"Ce't'nly, honey, co'se I has."

"How much have you?"

"Oh, I jess grabbed up what lose change they was layin' 'round. Free dollars, 'bout, I guess. I didn't bother to count it."

"Why, that will be nice. We can fit you all out, nearly, I think. Let me see how much you have."

"Well, there 'tis, tied right in th' corner o' that 'kerchief whar it's all safe an' nice. Jess count it yo'self, chile."

After infinite pains, the clerk succeeds in untying the knotted corner of the handkerchief and pours out on the corner of the counter a nickel, an old-fashioned 3c piece and seven large coppers.

"Why, Auntie," he said, "here are only 15 cents in all."

"Nev' min', honey, nev' min'. I done tol' yo' I didn' count it. More'n I tho't, isn't they?"

"Why, no, mammy. Only \$1.95 in all."

"That won't buy 'em all?"

"Well, scarcely."

"Nev' min'. Pick out some fo' me, and some fo'—"

"Hold on, Auntie, hold on. There's only enough for a pair for you and a pair for the baby, or else for two of the other children."

"Sure, honey? Won't you count that all over again?"

The clerk figured it all over again. "Just \$1.95, Auntie," he said. "Call it \$2."

"Now, that'll buy one par fo' one the gals an' one par fo' one the boys?"

"Yes, I guess so."

"All right, honey. Do 'em up."

"What sizes, Auntie?"

"Nev' yo' min' the sizes, chile. Yo' gi' me jess the bigges' ones yo' got fo' gals an' the bigges' ones yo' got fo' boys, an' I jess bet yo' I got lil niggers home that'll jess fit 'em, on'y be suah an' get 'em big as yo' kin fo' the money."

And the little clerk picked out a pair of number 1½ misses' shoes built on a good broad last, and a number 13½ boys' shoe, coarse, but good, which 'Melia and George Washington were probably just able to squeeze into and which they are undoubtedly wearing for two hours each Sunday now and which they will outgrow, after but little wear, about the last of next month, when they will descend to Victoria and Theodore Roosevelt.—Ike N. Fitem in Boot and Shoe Recorder.

The Union Stamp a Farce as a Trade Puller.

Z. D. Taylor, buyer for Stoutenburgh & Co., said: "While we carry several lines, especially in the medium price, that are marked with the union stamp, I can not say that it in any way creates any new business. If we didn't in any way indicate that we were friendly to the unions or did not carry union-made shoes, it might prevent some from

coming here. These union men, as a rule, especially those that attend the meetings, do not dare to buy non-union shoes, hats, or clothing, for if they did and it was brought to the union officials' attention, they are liable to a fine anywheres from three to ten dollars. If any of them buy a non-union pair of shoes or hat and the walking delegate comes across them he not only fines them but destroys the shoes or hat as well, therefore they are obliged to be careful."

L. P. Gemhouse, of Goerke Company's department store: "It was only six months ago that I put in union shoes and made a bid for that trade, and so far I have failed to note any gain. But to say that a union-made shoe does not cost more is not so. I will prove to anyone that I can buy a boy's or youth's shoe for 80 cents without the stamp, when for the same shoe with the stamp I am obliged to pay 85 cents." To prove his assertion Mr. Gemhouse showed several pairs with apparently the same quality and get-up, but the one with the stamp costing him five cents more per pair. If there was a difference it was not apparent.

"There was a time," said D. Hirschberg, buyer for L. Bamberger & Co., "when there was something to be gained by displaying and advertising the union stamp, but now that everybody is carrying it the novelty has worn off. There is hardly a factory in Brockton at the present time making men's shoes that does not carry it, and it is just as cheap now to buy with the stamp as without it. As a trade puller it long ago took a back seat; still, as it costs no more to have it I invariably buy with the stamp in order to meet any possible demand for it. We do not give the women's stamped lines as much consideration as we do our men's."

Another department store manager says: "Talk about trusts, why one of the largest trusts in the country exists in the shoe trade in the shape of unions, and while I don't care to have you use my name because we are not allowed to say anything that isn't altogether favorable to the organization unless we want a boycott, I will say that we have union shoes in our stock, but not because they bear the union stamp, but because we could buy those particular lines to better advantage. The shoe bearing this stamp offers no particular inducements, so far as values go, to the working or union man, and from my observation I find that the fellow that offers the largest inducements in the way of values is the fellow that the union man is looking for. I have time and again offered several lots of shoes at special prices. One of these lots would have the union stamp which I would mark, say at \$1.89, and another which did not have the stamp on it, but quality about the same only a different style, perhaps not so desirable, I would mark five or ten cents cheaper. Which sold the better? Why, the cheaper one, of course, the one without the stamp, and that is so in every case. Put a union-made shoe

beside a non-union and if the latter is cheaper they will buy it every time. Unions are a farce and always will be."

Another reliable Broad street manager states that it will only be a matter of a short time when all union stamp goods in the shoe trade will be defunct. "When I was in Brockton a short time ago," he said, "I went into this matter thoroughly, and while every factory with the exception of three are at present using the Boot and Shoe Workers' Union stamp, they all, with one exception, want to give it up. I was also told by several manufacturers that over half of their employees are not members of this organization through sympathy with it, but because of the fact that they are obliged to be in it in order to get work. In almost every case manufacturers tell me that they believe it will be but a matter of a short time when the union stamp will be thrown out by them all. While we carry some union shoes I'll venture to say we don't

have one call in a month for them. We instruct our salespeople to never lead a person to believe they are buying a union stamped shoe, for in case one did get out with a shoe and was under the impression that it was union made and it was not, they would take the matter before their meeting and make a big howl and boycott our store. My experience is that the majority of these labor people who howl the loudest are the ones who seldom show any discrimination in their buying and will buy where their money will go the farthest, regardless of the union stamp.—Shoe Retailer.

H. E. Sladden, grocer, Clayton: Please find check for \$3 for the Michigan Tradesman. Keep on sending the paper. I can not keep store without it.

Don't tug and strain at your thought cables. Write the plain facts without burying them under verbiage.



Take Advantage of the Second Annual Trade Excursion to Grand Rapids August 24 to 29 and Come and See Us.

You will be interested in seeing how shoes are made. We will take great pleasure in explaining the various processes of their manufacture.

Our shoes fit better and wear longer than the ordinary kind. A tour through our plant will convince you of this and show you why it pays to sell our make

**Rindge, Kalmbach, Logie & Co., Limited
Grand Rapids, Mich.**

Great Concession to Merchants

One and one-third fare from any part of the lower Peninsula to Grand Rapids and return August 24 to 29, both inclusive. We extend a cordial invitation to all merchants to visit us at 31 North Ionia Street. It will enable you to see, not only our celebrated 104 and 215 ladies' \$1.50 shoes, but our entire line. Look up your wants and we will do the rest.

WALDEN SHOE CO., Grand Rapids, Michigan

HIDDEN DEFECTS.

Small Details That Count in the Quality.

There are vast numbers of shoes, of all kinds and sizes, made of good material—all except some small item, perhaps, and that small item often serves to condemn them. Very few manufacturers pay the same careful attention to the selection of all the material that is put into their goods. Sometimes the upper stock and sole leather may be of superior quality, the workmanship may be fine, and to all outward appearances the shoes may be considered high class, but there may be poor counters in them, or perhaps the boxes are of such poor material that they will break down in a day or two. The thread used in the make of another lot may be so poor that the shoes will rip after a few days' wear.

Even among the high priced shoes many manufacturers appear to use very poor judgment in selecting soles of a quality such as should be used with the upper stock that they are cut from. The grading of weight in soles should be in accordance with the thickness, strength and wearing quality of the uppers they are to be fastened to in all cases. This is apparently forgotten by some otherwise good shoe men. A poor pair of soles on good uppers causes the wearer to condemn the shoes as poor because the soles wear out while the uppers are still in good order.

If the whole of a pair of shoes, uppers, soles and heels give out at once it does not make much difference how short a time they may be worn, the shoes are considered good and no fault is found. But if a poor upper is used and good soles are attached, so that the uppers give out, crack, or give way while the soles are still in good condition the shoes are known to be poor. In such instances the uppers may not be poor in fact, but the soles are too good for them.

The writer has seen, during the last few days, men's patent oxfords, that have remarkably poor outer soles, the uppers are still poorer in quality, yet the counters are evidently of the most expensive character and are as hard as if they were made from metal. When the shoes are worn out the wearer is liable to remark that they had good counters in them, but the rest of the material was poor. Cheaper counters should have been used. Another pair of men's shoes were seen as they arrived in a retail store direct from one of the high class factories, and the drill linings in them were of a very cheap kind. One-half a cent more expense in high class linings would have put the shoes beyond criticism.

Examination of many pairs of a special named women's shoe showed the poorest kind of an apology for boxes. It so happens that the writer has seen many pairs of this same specialty shoe—made to retail at \$3.50—after they have been worn a time, and there was not a pair out of the whole lot that did not show the toes all broken up, tips and boxes,

so that their appearance was destroyed. Cut off vamps, with poor soft pieces stitched on, and poor boxes are the vilest kind of an excuse for box toes. If box toes are to be made the fraction of a cent extra is well expended in good boxes that will retain their original shape as given them in moulding, either previous to, or in the lasting of the shoes.

It is safe to assert that not 50 per cent. of women's shoes made have boxes in them that stand up and hold their shape in fair wearing. They are a hidden factor and for that reason poor qualities are used by those who know full well that they are not reliable.—Boot and Shoe Recorder.

In the Days of Old.

The shoe travelers of the earlier days did not always do things exactly as they do them now. The retail shoeman in those days had not got onto the custom of stuffing orders. Styles did not change every fifteen minutes, and less time was devoted to making selections than is the case now. Some amusing stories are told of methods and schemes of getting orders, but a gentleman now living in Brockton had them all beaten by the way he landed a big order in Ohio.

He had been selling the firm in question a good many years, and always secured a good order until one season when for some unexplainable reason it was cut about one-half. This worried him a good deal, and he made up his mind that the thing would not happen again—not if he could help it. So it happened that when he went up into Ohio in the corresponding season a year later he had a scheme.

This dealer sometimes—when he was very busy—would look over the salesman's order book and duplicate the order given for the last corresponding season; and knowing this, the salesman took along the order book of two seasons previous, which contained a fat order. Then he selected an opportune moment, and, sure enough, the dealer said, "Let's see your last order." He looked the order over and cut out a couple of lines, but at that the salesman got twice as large an order as if he had shown the other order book. This scheme would not work in this year of our Lord 1903.—Shoe Retailer.

Pa Among the Hogs.

Up in one of the country villages of this State, not so very far from the sound of the busy, bustling trolley car, lives a man at whose expense some of his friends are having considerable quiet fun just now. It all developed through the innocent remark of his youngest boy, when an acquaintance of the old man appeared at the house the other day and asked to see the head of the family.

"Johnny, where's your father?" was the salutation.

"He ain't here just now," replied Johnny. "I'll tell you where he is, though," he added. "Pa's down to the old place a-feedin' the hogs, an' you can tell him, 'cause he's got his hat on."

Pay us a Visit

You can get a rate of one and one-third for the round trip, from Aug. 24 to Aug. 29 inclusive.

We shall be pleased to show you the town including our stock in trade. We extend you a cordial greeting whether you buy or not.

Hirth, Krause & Co.

Grand Rapids, Mich.



Mayer's Shoes

Mayer's Shoes for the

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

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

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

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.

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.

MOTH BALLS.

They Are a Capital Crime Against Human Forbearance.

Moth balls constitute one of the crowning products of cracked-brain contrivances. Round, smooth, white, candy-looking balls, about as big as the brain of the one who conceived them. Warranted to saturate a trunk full of clothes so thoroughly with stench that a person of any sensibility would much rather go and buy a new suit of clothes than to undertake ever to renovate the old ones.

There is a tradition that moth balls will protect woolen clothing from the ravages of moths. This tradition has no foundation whatever, except the lunacy that a stench drives away parasites of all kinds.

Only the other day we saw an old trunk, in the bottom of which lay a dozen moth balls, a few small woolen rags and a good-sized handful of moth worms. The moth worms were actually reveling in the luxury of moth balls as a side dish from their favorite menu of rag chewing.

It seems too bad, however, to say anything against the moth balls. They are such nice little things to sell. They make such attractive show-window ornaments for drug stores. Eight or ten of the pesky little things can be bought for a cent. The foolish housewife thinks she is doing something when she buys the odoriferous nuisance. She carries them home triumphantly. She creeps up into the attic with them and inserts them in every box and trunk and cranny where the winter's bedding is packed and woolen clothes are laid away. With a smile of sweet faith she deposits the nasty things with one hand while she holds her nose with the other. She is willing to bear the olfactory ordeal under the delusion that she is saving her precious woolen fabrics. Next fall when she opens her trunk and finds her woolen goods intact she will say to herself: "Ah, the moth balls protected them." She forgets that the windows of her home have been carefully screened, that the attic door has been kept shut, that the trunks and boxes are air-tight, all of which has protected the clothing against moths. She forgets this and gives the credit to moth balls.

In the meantime, she remembers, when she was a girl, that moths used to eat holes into woolen fabrics. They did not leave moth balls in those days, but they did have screenless windows, open doors, trunks unhinged, loose-jointed boxes with holes big enough for humming birds to enter. This furnished the moth miller free access to deposit the eggs in carpets or coats or counterpanes.

But in the modern home the little white moth-mother finds no open window to enter, no crevices to crawl through; hence, she stays out. The woman thinks the reason the musty miller stays out is because of her measly moth balls. The moth-miller stands ready to demonstrate the fallacy of the moth ball at any time if she were allowed to do so. But the silly goose of a woman goes right on shutting out the moth-mil-

ler, buying moth balls to scare it away after she has shut it out, and giving the moth balls all the praise.

If any woman wants to demonstrate the fallacy of moth balls let her take some of the sweet-smelling spheres, put them with some woolen rags and leave them in some out-house or chamber, into which the moth can enter. Wait a month or two, then visit the place to observe the nice litter of moth worms which has collected. It is, perhaps, too much to say that moth balls attract the miller. There is no creature on earth that does like them. There is but one creature on earth that will tolerate them, and that creature is a woman. She would not do so were she not actuated by the delusion that she is protecting the contents of her home by so doing.

Where did the notion originate? In what mind did it first germinate? By whom is the notion promulgated? It is easy to understand what keeps alive the tradition that moth balls are of use when once a large body of people are made to believe it. The manufacturer likes to make them. They do not cost anything. They are easy to make, so they pass them along to the retailer, who stands ready to sell anything the people want.

The totem-poles of the Esquimaux Indians are founded on no greater superstition than the moth balls. A person might just exactly as well carry a rabbit's foot in his pocket to keep off bad luck as to put moth balls in the attic to keep away the moth-miller.

It is said there was once established in New England a factory for the purpose of making wooden nutmegs. Thousands of bushels were manufactured every year and mixed with genuine nutmegs and sold to the people. A wooden nutmeg is certainly a flimsy fraud, but at least it does not stink and does no greater damage than to fool the cook. But the moth ball is a capital crime against human forbearance.

Every innocent looking little white moth ball carries with it wherever it goes an aura of stench bigger than a cathedral, more pervasive than cigarette smoke, and lingers on everything it touches with the tenacity of chronic malaria. The man who first contrived them was a fool. The man who is selling them is fooling. The woman who buys them is fooled.

Advertising Extraordinary.

A splendid monument of Pierre Cabochard, grocer, stands in a conspicuous position in the cemetery of Pere la Chaise. It bears a pathetic inscription, ending:

"His inconsolable widow dedicates this monument to his memory, and continues the same business at the old place, 167, rue Mouffetard."

A gentleman had the curiosity to call at the address given.

"I came to see the widow Cabochard," said the caller.

"Well, sir, here she is," replied the man.

"I beg pardon," said the gentleman, "but I wish to see the lady herself."

"Sir," was the answer, "I am the widow Cabochard."

"I don't exactly understand," quoth the visitor. "I allude to the relict of the late Pierre Cabochard, whose monument I saw yesterday at Pere la Chaise."

"I see, I see," was the smiling rejoinder. "Allow me to inform you that Pierre Cabochard is a myth, and, therefore, never had a wife. The tomb you admired cost me a good deal of money; and, although no one was buried there, it proves a first-rate advertisement, and I have had no cause to regret the expense. What can I sell you in the way of groceries?"

Mistakes are the mile posts along the highway to success.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

Rubber Fruit Jar Rings

BULK AND CARTONS

Write for Prices.

Goodyear Rubber Co.

Milwaukee, Wis.

Walter W. Wallis, Manager.

A BUSINESS SYSTEM ESPECIALLY FOR YOU SENT FREE

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

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

Wall Papers

Newest Designs

Picture Frame Mouldings

Newest Patterns

High Grade Paints and Oils

C. L. Harvey & Co.

Exclusively Retail

59 Monroe St., Grand Rapids, Mich.

GOODS MUST BE SOLD

In Order to Realize a Profit From Them.

Written for the Tradesman.

It would seem to be a waste of time for a man of my acknowledged ability and acumen, whatever that is, a person with such a reputation as I possess for handing out large chunks of advice running \$987.65 to the ton pure wisdom, to venture the commonplace remark that a merchant, in order to make a profit on his goods, must sell them. I realize that a distinct shiver of disappointment at my commonplace statement will run through the 7,000 subscribers of the Tradesman, and the 28,000 persons who borrow it every week, when they read this. I can almost feel the ground tremble now as great waves of disappointment go surging up and down the State of Michigan, threatening to carry Sturgis over into Indiana with the undertow. In fact, I doubt whether the gentle reader would pursue the subject further if I was around in a place sufficiently near and handy to be pursued instead.

As I am not, I feel reasonably sure that the reader will read clear through to the end—that is, if he can pronounce all the words. There are some in here that I can't. There is just enough curiosity in every man's makeup, and more than enough in every woman's, to induce him to read an article like this clear through whether there is anything in it or not. This curiosity is a great boon to the writer. It keeps lots of us going long after we are gone. It is what keeps me writing for the Tradesman week after week, and keeps the Tradesman printing my stuff week after week, while there is still lots of coal in the world to be shoveled and wood to be split.

When the reader seizes the Tradesman, the best yellow journal in the United States, this week he—or she, if it is a woman, or it, if it is a person who smokes cigarettes—he will have this spasm of disappointment to which I have referred. The public gets so used to hearing wisdom dropping from a great man's lips that it expects to hear me and the other heavyweight thinkers scattering wisdom over the pavement every time the car stops.

A young lady once upon a time was invited to attend a dinner at which Alfred Lord Tennyson was to be a guest. For a week she read, dreamed and discussed Tennyson so as to be thoroughly armed to meet the great man. Strange, isn't it, how these young things tremble when they are to actually meet us face to face? Imagine her terror when she found herself seated at the table beside the poet laureate of England, Fifth avenue and Britain's other possessions. Could she keep up the semblance of a conversation with so great a being without boring him? She waited tremblingly for the great man to speak, wondering what his first words would be. At last his lips parted and this gem of poesy, wit and wisdom fell therefrom:

"I like my mutton well done—don't you?"

Personally I do not like mutton; but this is the only matter in which Tennyson and I differ materially—except that he is also dead.

However, I have taken nearly a column of introduction to state that, while the remark that a merchant, to make a profit on goods, must sell them appears commonplace coming from the think tank of a man who is supposed to combine with the beauty of an Apollo the wisdom of a Plato or a Socrates or some other great person now deceased, it is much weightier than it appears at first sight and contains enough wisdom for a lay sermon of some length. There is an old saying that one can not eat his cake and keep it. But it is a poor rule that won't work both ways, as the boy remarked when he experimented with his father's pocket rule. If one can not eat his cake and keep it neither—pronounced "nyther"—neither can he keep it and eat it also.

A stock of goods somewhat resembles farm land—to get any good crops out of it you must keep turning it over. The principle of a rotation of crops will also apply to a mercantile business. By this I do not mean that you should rotate from one town to another, for the business man who carroms around from one burg to another and then to the next never acquires anything but a reputation with the wholesale houses. As the old saying goes, a meandering stone accumulates no lichen. A rotation of crops in a dry goods store or a grocery means that certain stock must be made to yield a profit to-day and certain other stock must do the same to-morrow.

This essay is aimed particularly at the merchant who gets in a bill of goods, prices them and then holds them at that figure until the cows come home. This merchant has not learned that commodities do not, like wine, improve with age. Goods that are unpacked to-day may meet with ready sale at an advance of 30 per cent. on cost. This does not mean that ten years from now, if some of them are left in stock, they will yield the same profit. They have deteriorated and they are bound to keep on deteriorating in the minds of everybody but the tax assessor. That is where the active advertiser has the bulge on the man who does not blow his own horn or, if he does, does not attune it to present day progressive methods of doing business. The advertiser stands a much better show of selling goods at a 30 per cent. profit than the man who waits for ordinary demand to relieve him of them. The advertiser creates a demand for his goods. The unprogressive man sits on a cracker barrel and waits for demand to come in at the door and help him to derive a profit from his business. Demand, however, is as skittish as a bay colt or a Highland Park summer girl. You must go out into the field of commerce with a pan of salt or you will never be able to slip a hal-

ter on the timid animal called Success.

In the theatrical business, when an actor is not popular with the audience, the manager does something to keep him moving. The manager is not always particular as to what method he pursues to keep the actor moving—generally the method is a No. 9 and bears the bright imprint of Rindge-Kalmbach or Waldron or Lacy or Walden or Herold-Bertsch or Reeder or someone else. You must exercise some similarly heroic method with your goods if they act sluggish, otherwise you are going to wake up some morning with an antiquated stock on your hands. The theatrical manager does not allow his personal feelings to interfere with separating himself from the actor who fails to make good, even although the actor may be a prince of good fellows, a personal friend of his and may be owing him money. In justice, however, I should sidestep the subject sufficiently long to say that in a long and intimate acquaintance with the theatrical profession I have found many more cases of the manager owing the actor money than the actor owing the manager something—unless the manager was a new man in the business.

The whole text and substance of this learned article is this—Keep your stock moving, keep it fresh, keep it up to date, even if you have to do it at some sacrifice. Put the advertising and bargain prod into goods that are lazy.

I never knew but one man who

made a success of the opposite method. He kept a store forty years under the other system and then changed it to a museum of antiquities.

Douglas Malloch.

Dialect and Slang.

Dialect tempered with slang is an admirable medium of communication between persons who have nothing to say and persons who would not care for anything properly said.



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.

Grocers

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

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

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

The Purest of Pure Foods
The Healthiest of Health Foods

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

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

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

Plymouth Food Co., Limited

Detroit, Michigan

Effort Directed by Intelligence Will Ensure Success.

Written for the Tradesman.

Work must be directed by intelligence. A boy sitting on a rocking horse may put out more effort than one riding a bicycle, but he does not get anywhere with it.

"Neighbors," in the language of Abraham Lincoln, "give your boys a chance. These are days when moral courage and brain power count, days wherein there can be only a survival of the men who are mentally and physically the fittest. Fathers, qualify your boys for the battle they must wage in the world's great arena, whether their lot be cast in the profession or in the no less honorable field of artisanship and honest toil. Contempt for a study is sure to keep a person in absolute ignorance of that subject, a risk, perhaps, which you would never think of incurring in your lucid intervals. No man has a right to ask himself whether he is a genius or not. It is his duty to act well his part and, with an education, an honorable ambition and patient industry, his chances for success are very much increased."

Ex-Mayor Hewitt, of New York, says: "I do not admit that mere wealth is success. I have given my children the best possible educational advantages. I am not trying to leave them wealth, nor do I care whether their education has aided or injured their ability to make money. If I were offered a fortune without education or an education without fortune, I should unhesitatingly accept the education."

"Suppose," said Huxley, "that it were perfectly certain that the life of every one of us would one day or other depend on his winning or losing a game of chess. Would it not be considered a primary duty to learn the names and moves of the pieces? Not less patent is it that life, fortune and happiness depend upon knowing something of the rules of a game infinitely more difficult and complicated than chess. It is a game that has been played for untold ages. The chess-board is the world, the pieces are the phenomena of the universe, the rules of the game are what we call the laws of nature. The player on the other side is hidden from us, but never overlooks a mistake or makes the smallest allowance for ignorance. To the man who plays well the highest stakes are paid, but one who plays ill is checkmated by Father Time without haste, without remorse."

Andrew Carnegie says: "Young educated men have one important advantage over the apprenticed mechanic—they are open-minded and unprejudiced. The scientific attitude of mind, that of the searcher after truth, renders them receptive of new ideas. The scientifically trained boy goes in for the latest invention or newest method, no matter who has discovered it. He adopts the plan that will beat the record and is willing to discard his own devices or ideas, which the working mechanic can rarely be induced to do. Let no one, therefore, underrate the ad-

vantage of education, only it must be education adapted to the end in view, i. e., instruction bearing on a man's career. Thus the manufacturer is naturally a careful and thorough student of the sciences bearing on his own pursuit, some branches of manufacture requiring extensive scientific knowledge."

J. E. Simmons, of New York, says: "Young men should always fortify themselves with a good education backed up with a good character, keep informed on the history of their country as made from day to day and make up their minds to work long and hard."

It used to be a popular theory that men who had won great places in the business world would have been ruined if they had been educated. The more probable theory is that on account of genius and special capacity they succeeded in spite of their disadvantages. Too often is the fact forgotten that for each profession is required a man of culture, large acquaintance with men and things, a high character and superlative devotion to the work in which he is engaged. Work seeks the best hands as naturally as water runs down hill. To the prepared the doors of success open of themselves at last.

It is conceded that the object of education is the development of character. By self-examination we should know positively to what an extent this object has been attained. While in general contentment is the foundation of happiness, there may sometimes be a noble discontent which leads to greater efforts and better lives. If character has not been established this discontent should beset you to repair points in your education.

"All are architects of fate
Working on these walls of Time;
Some with massive deeds and great,
Some with ornaments of rhyme.

"For the structure that we raise
Time is with materials filled—
Our to-days and yesterday
Are the blocks with which we build.

"In the world's broad field of battle
In the bivouac of Life,
Be not like dumb driven cattle,
Be a hero in the strife!

"Not enjoyment and not sorrow
Is our destined end or way,
But to act that each to-morrow
Finds us farther than to-day.

"Build to-day, then, strong and sure,
With a firm and ample base
And ascending and secure
Shall to-morrow find its place.

"Let us do our work as well,
Both the unseen and the seen;
Make the house where gods may dwell
Beautiful, entire and clean.

"Let us, then, be up and doing
With a heart for any fate;
Still achieving, still pursuing,
Learn to labor and to wait."

T. A. Major.

In Case of Fire.

On retiring to rest place a handkerchief under the pillow. On being awakened by smoke or cry of "Fire!" thrust it in water, tie it around the head, over the mouth and nostrils, and you can walk erect through the densest smoke you meet. The nightly practice of placing the article will make you less nervous in the hour of danger.

"Time is money"—and I have known people to pay their debts with it.

USE OUR BRILLIANT GAS LAMPS



Halo 500 Candle Power.

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

Less than one-half a cent a day.

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

BRILLIANT GAS LAMP CO.

42 State St., CHICAGO.



100 Candle Power.

"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.

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill

Manufacturers' Agents for all kinds of Manifold or Duplicating Sales Books
105 Ottawa St., Grand Rapids, Mich.
Both Phones 87.

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



"Search"

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

McCollom Manufacturing Co.

Chamber of Commerce, Detroit, Mich.

WAY OF THE WORLD.

Speculation on the Advertising of the Future.

Written for the Tradesman.

A writer on advertising recently contributed an article to a leading trade journal, in which was set forth a new argument relative to what the conditions surrounding the retail trade will be fifty years from now. This writer goes on to say that by the time half a century has come and gone the only establishments left in the business will be those that advertise. According to his way of thinking the stores that do the most advertising are slowly but surely driving the others to the wall, which will result in clearing the field of the fellows who do not realize that money expended in the buying of space in legitimate publications is money well invested. He also claims that the days of the country store are numbered.

This may or may not be true. What population will Chicago have fifty years from now? At the present time it is estimated that the Windy City contains more than two millions of souls. Fifty years ago the town was scarcely out of its creeping clothes, and where tall office buildings now stand, as if trying to reach the clouds, the frog and mosquito held full sway. Fifty years has brought about a change at that location on the big lake that has astonished the world. From almost nothing a city of millions has sprung into existence, and yet the future seems to hold something even greater in store for this seething Western metropolis.

Now, it seems to me that a man who makes such a broad assertion as the one referred to must have a most remarkable imagination. If all the stores in Chicago advertise fifty years from now, how large will the newspapers be? True, according to his argument, there will be fewer stores in proportion than there are now, but for all that it will be a hard proposition to find space for the announcements of everybody. And when everybody advertises the store with the page advertisement will be about the only one that will be seen. Probably, also, they will all want to get into the Sunday editions, so it will be seen that a paper of 500 pages will be none too large to hold the advertisements which will pour into the business office.

There is not the slightest doubt that the advertising of the future will be greater than that of to-day. It will also be better and will bring better results. It is but natural to suppose that progress will be made in this as in other things. But it is doubtful if the time will ever come when everybody will believe in advertising. For instance, how many business men in the country believe in advertising? Mighty few, as compared to the number of people in business. You can tell just exactly how many business houses believe in advertising by what they do. Every house that is run by a believer in advertising follows out this belief by using the newspapers to promote

trade. The fellows who do not believe in advertising stay out. Nine out of ten of them will say they believe it pays to advertise, but a majority of them make false statements in saying so. We all know that the number of stores that advertise liberally are few in comparison with the number that either stay out altogether or advertise just enough to get rid of the newspaper solicitor. This is a truth that we all know. It is demonstrated every day in the year.

If in fifty years from now the only stores in existence are the ones that advertise, it will naturally follow that every store will be run by a hustler. I do not believe the time will ever come when the mercantile field will be without its supply of drones, the same as other lines of business. There is a lot of talk about the hustle of the city. One would sometimes imagine that our cities are composed of nothing but wild eyed men and women, who are so strenuous that they scarcely sleep—if we are to believe all we read. And yet, when we come down to the facts in the case we find that hustlers in the big towns are not more numerous in proportion to population than they are in the country villages throughout the land. The city has its lazy class of people as well as the country. And there are merchants in the big towns that are just as mossy as the fellows who make their living by selling goods to the people of the rural districts. We talk about the keen competition of the city, and yet it is not more keen than that of many a country town.

If city people are so strenuous, so full of ginger that they sweep everything before them, why is it that they look to the country for the men to do things? One of Chicago's greatest merchants started in a country store. He grew as big as he could in that place and then "moved to town" to do more business. What did he know about city life? He came from a place where the newspapers are wont to make their readers believe moss grows on the backs of the people and mosquitoes make life miserable. And yet he got to the front and now owns one of the greatest establishments there.

Every reader of the Tradesman knows the story of the green boy who peddled horseradish around a Pennsylvania town in a wheelbarrow and built on that small foundation one of the greatest commercial enterprises in the world. He butted in, as they say in the language of the street, went up against the city people of means and experience and won out over all of them.

The man most abused and hated in the whole United States, he who tells the world what it must pay for its oil and who owns mines, railroads and banks galore, he, when a boy, lived on a farm, where everybody is supposed to be green and uncouth. One day he confided his innermost thoughts to a boy friend. He said he wished he owned all the land in the neighborhood as far as he could see. He wanted to make his pile,

and so, like others who have been heard of from time to time on this side of the Atlantic, he "went to town" to go up against the city crowd that knew so much about hustling. He was too fast for them. Even the old timers were out-generated by his rural ways, and he climbed to the top in spite of all that could be done to keep him down.

A few years ago a youth of sixteen years sat proudly at the top of a Pennsylvania stage coach and guided his team over the hills, carrying passengers and mail. He did not know much about the swift life of the city, but was of the opinion that he would like to try some of it and see what he could do. So he, like the others, made a change of base. Green although he was, he proved himself too swift for the old timers who had never breathed air that was not filled with coal smoke and cinders. What was the result? It is written on the pages of history now. Everybody is familiar with it. Even the smallest child knows that to-day he is a millionaire at the head of one of the greatest trusts the world has ever seen—and he is still a young man.

Not so long ago a young newspaper man, a fellow who was not considered anything great; in fact, who had never been heard of outside of his own little town in one of the Southern States, purchased a newspaper in one of the Southern cities. It had always been a losing venture and as he ran in debt for the greater part of it, the older heads of the



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.

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

Beware of Imitations

The wrappers on lots of Caramels are just as good as the S. B. & A., but the proof of the pudding is in the eating. Insist on getting the original and only

Genuine Full Cream Caramel

on the market. Made only by

Straub Bros. & Amiotte

Traverse City, Mich.

S. B. & A. on every wrapper.

profession looked wise and said he would not last long. What was the result? His paper leaped into a new position almost with the issue with which he took control. It made money and he paid off his debts. But he did not stop there. He went on to New York, the city that is supposed to possess the greatest journalistic minds of the age. He bought another paper and shoved it up to the top notch, as he had done in the previous case. Then he went to Philadelphia, consolidated a couple of the biggest papers of the city and scored another triumph. And now the newspapers announce that he will soon erect in New York the biggest newspaper building in the world.

And thus we might go on and on, giving instances of a like nature. Writers on all kinds of subjects keep telling us that the people of the big cities are a class that push and shove and crowd each other in a wild attempt to make money, that the innocent should keep away and that the greatest people on earth are those of the metropolitan communities. But still the boys from the country keep coming to town. Every train brings some youth from the back districts who has left the atmosphere of new mown hay to try his ability among a people who are used to the wild and pugnacious ways of the city. Why is it that when he throws himself into this so-called seething, swirling whirlpool of commercial activity, with bucolic experiences as his only stock in trade, he leaps ahead of those who have known the city for years and wrests from them that which they supposed they were able to keep?

Now, really, I think this talk of the swiftness of the city is overdone to a great extent. Of course there is lots of noise in a great city. The streets are paved, so that wagons and carts rattle along, giving one the impression that all is hustle. The street cars and the crowds of people all add to the excitement, but this is not hustle in the business sense. It is nothing but noise. Go into the stores and we find clerks that seem to know little beyond making themselves disagreeable. There is not a bit more hustle than there is when a couple of country stores get to bucking each other and covering the surrounding country with advertising matter. And the city store does not get any larger crowds at its special sales than do the country stores, considering the difference in population. And there are just as many "dead ones" in the city as there are in the country. Both places have their hustlers.

It would seem that the city people have been to a certain extent over-estimated as a class. The next fifty years will see great changes, but I doubt if every merchant will be an advertiser in that length of time. The country merchant will be driven out of business by the mail order houses, according to the claim of the writer who has been referred to above, but I think it will be found that the country store will keep pace with the city establishment. The country

furnishes the hustlers and it ought to be able to keep even. It will be a long time before everybody advertises, or before the drones become extinct. And there will never come a time when the mail order man can drive his rural friends out of business, although he may get some of the trade belonging to the slower class of merchants. At the present time there are very few advertisers in the country compared to the people in business. It will take more than fifty years to make the other fellows quit. As fast as one drone is starved to death another fills up the gap. It is the way of the world. It will always be so.

Raymond H. Merrill.

Recent Business Changes Among Indiana Merchants.

Anderson—James J. Cavanaugh is succeeded by Masters & Schackelford in the grocery business.

Bedford—Richardson & Meglmore, dealers in groceries, have sold out to F. F. Richardson.

Brownstown—H. W. Wacker & Co., engaged in the general store business, have sold out to John D. Durment.

Burns City—W. M. Bowman has bought out the grocery business of Jas. T. Osborne.

Edwardsport—S. T. DeMoss succeeds Wm. H. Hollingsworth & Co. in the general store business.

Elnora—John K. Hickey, dealer in boots and shoes, has been succeeded by Hickey & Myers.

Fairmount—C. L. Pemberton has sold his grocery stock to N. A. Wilson.

Frankfort—J. H. Fear & Co., dealers in poultry and produce, are succeeded by the Fear-Campbell Co.

Hazleton—C. J. Snyder succeeds Christ Weitzel in the saddlery business.

Indianapolis—Mendenhall & Williams, proprietors of the Hoosier Sweat Collar Co., have dissolved partnership. J. C. Mendenhall continues the business.

Indianapolis—The Indianapolis Galvanized Wash Board Manufacturing Co. has been incorporated.

Marion—Dr. J. B. Shipley, engaged in the drug business, has sold to John Paullis & Bros.

Middleton—Thomas Mowrey is succeeded in the stationery business by Crittenberger & Stuchler.

Mishawaka—Kelly & Allen, dealers in boots and shoes, have sold their stock to Frank H. Allen.

Mitchell—Harry E. Hutson, dealer in clothing and men's furnishings, has failed.

Muncie—A. J. Wiley has sold his grocery stock to Stipp Bros.

Newcastle—Parker & McFarland are succeeded by Elisha McFarland, dealer in men's furnishings.

Pendleton—Collis & Thomas have bought the jewelry stock of Geo. S. Drake.

Richmond—Pu'hoff & Gibbs have sold their grocery stock to O. P. Gibbs.

Sheridan—Briggs, Nelson & Co., dealers in clothing and men's furnishings, have sold out to Briggs & Co.

Shideles—W. D. Moss has purchased the stock of W. H. Mitchell, engaged in the retail drug business.

South Bend—Gilman & Weinberg succeed Gottwaldt & Berk in the grocery business.

It Is Really Very Foolish

To fret.

Silly to cry over spilt milk.

Disgusting to trail skirts in the dust.

Wrong not to take some sort of a rest in summer.

Unwise to ask people to loan their books. Wait until they offer, and then think twice.

Desirable to do one's marketing and shopping early in the day.

Exceedingly disconcerting to find everybody yawning.

Quicker to do most things yourself than to tell other people how.

Seldom the person who has the most trouble who talks most about his woes.

Extremely annoying to be compelled to change one's plans at the last moment.

Annoying to have a shop door shut in one's face when one needs just one more article.

Not wise to be too sensitive. A person may be disagreeable and still bear us no ill will.

Not advisable to spend so much on a vacation trip that one must be a shut-in the rest of the year.

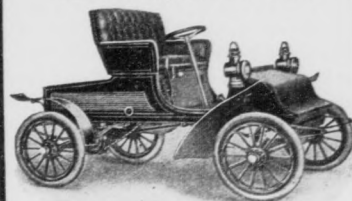
Better to go slow than to become a victim of heat prostration.

The reward of persistent, judicious advertising is success.

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.

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.

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

Woman's World

Congenial Occupation an Infallible Cure for Being Bored.

Ennui is essentially a feminine complaint. It was doubtless because Eve was bored that she experimented with the apple, and from her day down to the present time it has been popularly charged that idle and discontented women have stirred up most of the trouble in the world. A recent French journal, discussing this subject from a pessimistic point of view, says:

"Woman is bored by reason of the indigence of her nature and the inferiority of her social condition. Her boredom is innate and organic, and is due to the essential poverty of her sensations and the lack of continuity of her impulses. Few roads are open to her; she has access to few crafts or professions. By birth she is relegated to mediocre employments and posts without applause; she lives under the surveillance of opinion; she can never call herself free; she can not go where she chooses, nor appear alone where she pleases; she is condemned to the management of a house and the guardianship of a home. It is a hard fate. To bear it without impatience one must be endowed with a talent for mechanical activities and habitual sleepiness. The domestic affair to be reorganized daily is a veritable web of Penelope; wearisome to an unspeakable degree."

There is much in the French state-

ment of the case. Woman's lack of opportunity and her environment have heretofore made her the predestined victim of ennui, for while the role of the household angel may be woman's highest and holiest sphere, nobody will contend that there is much excitement in it. If man has been bored, it was his own fault, for the world was before him where to choose, and every interest was his for the taking. If he had adventurous blood and longed far countries to see, he might become a soldier of fortune and live and die in the midst of a turmoil that kept the blood stirred and the pulses leaping. If he was ambitious, every career opened its doors to him. Did he love, he might woo where he willed. If he craved gayety, he might seek it; but woman, cursed by her sex, was shut within the narrow walls of convention and might do nothing but rage for the things she wanted and could not get.

She might not travel unless some man of her family could be dragged along to protect her. No matter what ambitions stirred within her soul, or what strength and ability she felt to realize them, she must stay at home hemming unending ruffles, and baking and preserving and stewing from one year's end to another. No matter how much she longed for theaters or operas or how able she was to gratify her tastes for amusements, all was forbidden unless something in trousers hovered in the background to give her the respectability her own blameless conduct did not

afford, while as for love, all she could do was to sit around and look willing until some man happened along and noticed her.

Is it any wonder, under such conditions, that women, as a sex, have been bored? Life offered the average woman but one brief, fleeting period of genuine excitement and real throbbing interest—the short span of girlhood, when she had beaux, and was wooed and married. After that she could confidently look forward to thirty or forty or fifty years of the dead level of monotony, during which there would be nothing doing but the daily grind of thrills domestic duties. The real reason that so many women cling with deathless tenacity to the memory of their girlhood days is because it was the only time during their lives when anything really interesting happened to them.

Now, discontent is not a comfortable quality to live with, but it is the parent of progress, and out of being bored, women have shaped the new and better order of to-day. It was the women who got so dead tired making miles of meaningless and useless crochet trimming, that they felt that they must, in sheer desperation, commit suicide with their own knitting needles, who finally broke away, and started out to do something worth while for themselves and humanity. It was the women who, bored almost to extinction by petty personal gossip about what the Joneses had for breakfast and the number of petticoats in the Robinson

wash, first started women's study clubs, and threw into great reforms the energy they had devoted to scandalizing their neighbors. Everywhere it is the interested women—alert, vital, forceful, happy—who are a power for good, while a bored woman, the world over, is a firebrand that is liable to start a conflagration at any minute.

As a plain matter of fact, ennui is a blight under which women wither mentally, morally and physically. Not only are the insane asylums full of women who have been driven crazy by the dead monotony of their lives, but the largest proportion of these women come from the country where the monotony is greatest.

There seems to be something in woman's finely organized nervous temperament that makes a live interest absolutely necessary to her, for not only can she be bored into the madhouse, but she ages and breaks down under mechanical work, while the labor that brings into play all the resources of her being—that absorbs her soul and mind, as well as body—seems to afford her a fountain of perpetual youth and unending vitality, on which she can draw unceasingly. This is abundantly proven by contrasting the average domestic woman with her sister who follows any business or career. The woman who is engaged in a profession works far harder than a woman who is merely a housekeeper, yet ninety-nine times out of a hundred it is the domestic woman who is



"One-tenth of a cent saved on every ton of freight hauled a mile would mean full dividends on all our capital."—Railway President.

A merchant may attain a certain measure of success in spite of a continual waste in his business—in spite of the forgotten credit sales, the price-cutting, the mistakes in change and the many other little errors which must occur daily in every retail business not protected by a National Cash Register.

This handicap may not prevent him from making *some* money, but the point is that with this handicap removed—the losses stopped by a "National"—he could make much more money.

The sale of 330,000 "Nationals" proves that our proposition is worth considering.

Use a "National" and keep *all* the money you earn. Fill out the corner coupon and return it today.

NATIONAL CASH REGISTER CO., DAYTON, OHIO

It Saves Money

NATIONAL CASH REGISTER CO.

GENTLEMEN: The register has been the means of saving us money in many ways, correcting errors that would never have been discovered without it, and saving us good customers.

St. Petersburg, Fla.

P. B. STONER & SON.



THIS NATIONAL TOTAL-ADDER Only \$75

Improved construction, metal cabinet. Fully guaranteed second-hand registers for sale.

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

A
Fine
Booklet
Posted
Free

NATIONAL CASH
REGISTER CO.
DAYTON, OHIO.

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

Name _____

Mail address _____

worn, and old, and lifeless, while the other woman keeps the bloom of youth and the joy and enthusiasm of living. No other women in the world have such calls made upon their strength and health and nerves as actresses, yet it is a truism that they keep their youth far beyond any other class of women, and this is because they are never bored. They are always thrilling to some new experience or emotion.

Mentally the effect of ennui on a woman is no less disastrous. It is the women who have nothing to think about who have always been the gossip mongers and the mischief-makers in every community. Of one thing we may be sure, and that is that the woman who has no worthy subject of interest is going to find an unworthy one. This was what gave rise to the tradition, unhappily once true, that old maids, and women with no home or families of their own, were vituperative old cats that went about from house to house making trouble, and putting a meddling finger in everybody's pie. To-day that kind of a woman, the woman who has no particular interests of her own, instead of devoting herself to interfering with her neighbors, finds active employment in organizing the great reforms of the world, and doing the work that the busy housemother has no time to do. Being no longer bored, she does not feel that life is cinders between her teeth, and she has been converted, by the simple process of finding an interest, from a menace to society to its greatest protector and benefactor.

The moral effects of boredom on a woman are simply those of dope, under which she loses all perception of right and wrong, and goes utterly to pieces. Who can doubt for a moment that the appalling scandals that are so frequent in fashionable society are the direct result of idleness and self-weariness? Nor do we have to look as far as the smart set of New York or the palaces of Newport to see illustrations of this. In every boarding-house in the land where a lot of lazy, unemployed women are gathered together, the same crimes are being enacted, the same deterioration of character is going on. First, the bodily health suffers from nothing to do; then the mental disintegration begins in the unemployed mind, busying itself with other people's affairs; then comes the moral laxness—the little flirtations entered into just for fun and excitement—just anything to break the dead level of monotonous and idle days, and the final end in estrangement of husband and wife, even when it does not reach the catastrophe of an open rupture in the divorce court.

What is the remedy for this? There is only one infallible cure for being bored, and that is congenial occupation, and every woman should seek that, as she values her happiness here and hereafter. To a degree, the opening of new avenues of employment to women settles this question and gives a vent for the uneasy talents and ambitions that suppressed

have made so many women sources of misery to themselves and others. I have known more than one restless, dissatisfied, sharp-tongued woman turned into a broad-minded, calm, and reasonable philosopher, just by getting into doing the thing she could do and wanted to do.

Talleyrand advised everybody to learn to play whist in their youth in order that they might not pass a miserable old age, and to the well-to-do, unemployed women, no better counsel could be given than to interest themselves in some of the great movements of the day—literary, philanthropic, artistic, whatever it is that appeals to them. There is no better antidote for that bored feeling than a genuine partisan interest in a real live cause.

This advice also applies to the domestic woman, for while there are few more interesting occupations than looking after a house, and no more exciting sport than trying to keep a cook, still domesticity is bound at times to pall from its very inevitable necessity of going over and over the same round of duties, and an outside interest will do much to keep one from getting bored with darning stockings and ordering dinners.

Men have been in the way of inveighing at women's rights and women's clubs and women's reform movements, but they make the mistake of their lives in doing so. Aside from their practical results, these movements are all safety valves in which women work off their boredom, and that prevent many a home from being blown up. A wise husband encourages his wife to have all the interests in life she can, and thus keeps her sweet, sane and reasonable. Dorothy Dix.

German Surveillance.

Least pleasing of all duties is looking after fugitives from justice or birds of prey evidently seeking new victims. On this latter point I recall an experience which may throw some light on the German mode of watching doubtful persons. A young American had appeared in various public places wearing a naval uniform to which he was not entitled, declaring himself a son of the President of the United States, and apparently making ready for a career of scoundrelism. Consulting the Minister of Foreign Affairs one day, I mentioned this case, asking him to give me such information as came to him. He answered: "Remind me at your next visit, and perhaps I can show you something."

On my calling some days later, the minister handed me a paper on which was inscribed apparently not only every place the young man had visited during the last week, but everything he had done and said, his conversations in the restaurants being noted with especial care, and while the man was evidently worthless, he was clearly rather a fool than a scoundrel. On my expressing surprise at the fulness of this information the minister seemed quite as much surprised at my supposing it possible for any good government to exist without such complete surveillance of suspected persons.

Andrew D. White.

A customer in the store is worth a crowd on the street.



Ready to Serve

Nutro-Crisp

The Ready Cooked Granular Wheat Food

A Delightful Cereal Surprise

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

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

You have had calls for HAND SAPOLIO

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

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

THE ATOMIC THEORY.

It Is Discredited by the Discovery of Radium.

The discovery of radium and its extraordinary properties has upset one of the pet theories concerning the structure of matter which philosophers and scientists have cherished for at least 2,500 years. Leucippus, a Greek philosopher who flourished about 500 B. C., was the author of the atomic theory, which seems to have been brought to such a sudden and ignominious end by the discoveries of Professor Curie and his talented wife. When reduced to its simplest form of expression, the atomic theory assumes that all matter is composed of indivisible particles. Dr. John Dalton, the distinguished English chemist who lived in the beginning of the nineteenth century, was the first to formulate an atomic theory based upon experimental evidence obtained in the laboratory through the chemical disintegration of gases to their elementary constituents and forms. Avogadro, an Italian chemist who died in 1856, distinguished between these elementary atoms, or the smallest indivisible parts of an element as known at that time, and molecules, or the smallest portion of a substance possessing all the properties of the substance of which it formed a part.

The atomic theory which Leucippus taught was opposed by Anaxagoras, another Greek philosopher who flourished between 500 B. C. and 428 B. C. Anaxagoras asserted that however far a body may be divided, the parts are still similar to the whole, and, therefore, capable of still further division. The Curies have sustained that theory to a large extent, while totally demolishing the atomic theory of Leucippus. Through the agency of radium they have demonstrated that what has hitherto been accepted as an indivisible atom is divisible indefinitely into electrical ions. In other words, that mysterious element, electricity, is the source of all matter and of all forms into which matter is resolved.

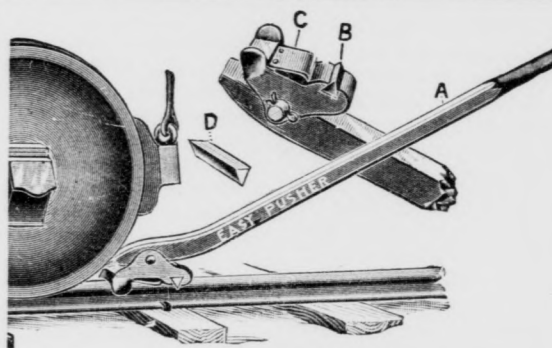
This opens up an entirely new field for scientific investigation in the search for the origin of matter. When Dalton made his atomic discoveries through the chemical analysis of gases in his laboratory, and Avogadro subsequently evolved and proved by a similar process the molecular differentiation, the scientific world settled down to the belief that the origin of all matter in creation was practically run down to the primary unit. But with the Curie discovery that the atom is divisible indefinitely into the ions of an element concerning which nothing is known save through some of the phenomena of light, heat and power producible from it, science finds that it is no nearer reaching the origin of things than it was before birth was given to the atomic theory. All that it knows now is that the teachings of Leucippus 2,500 years ago were faulty and that a scientific fallacy has been fostered as a settled fact.

The old orthodox idea that man

was the crowning production of creation and that all things were created for his benefit has been exploded by the revelations of the microscope, the telescope and the laboratory. Through these agencies innumerable systems of worlds, creatures and materials have been revealed, the purpose of which is unknown to man and from which it is impossible for him to derive any benefit or enjoyment. Of the character and condition of the numberless worlds existing in space he has only a conception based upon the imperfect knowledge and appreciation of the one in which he lives and which is an almost infinitesimal speck in the creation of which it is a member. The most powerful instrument ever made has not been able to follow microscopic life to that point where man can say this is the beginning of life. The closest analysis made in the laboratory always leaves something in the result which escapes human detection. But another orthodox idea—that there is no beginning and can be no end, that there is no limit to the universe—is strongly sustained by the results obtained in these fields of scientific investigation and is confirmed by the demolition of the atomic theory of matter. Whenever we put a limitation on anything in creation the question will not down: What is there beyond the boundary line? Science will now doubtless follow the new line of investigation which the Curies have opened up through their discovery that the atom is divisible into electrical ions, and will search for the origin of matter in that element. It will doubtless lead, if the line of investigation can be followed, to another point where possibly another new element will enter into the problem, which will in turn lead indefinitely to corresponding results.

In his search for the origin of species and the processes of evolution Darwin narrowly escaped making a discovery similar to that of the Curies, which, had he made and followed up, would possibly have enabled him to anticipate their disruption of the atomic theory. He found that a particle of musk of determinable weight and measurable strength of perfume lost nothing of either quality after months of exposure, although tested by the most delicate instruments. Strange to say, he never asked himself the question: Why has this grain of musk discharged a steady and inexhaustible volume of perfume into the atmosphere, in which there has been a tremendous expenditure of energy and apparent waste of matter, and not lost any of its weight or capacity? Instead of seeking an answer he let the matter drop, attaching apparently no more importance to it than that of being one of the curiosities of nature. The Curies were, however, more on the alert than the great naturalist. The fact that radium threw out light and energy uninterruptedly without losing in weight or weakening in power attracted their attention. They sought the cause of it. They found it in the disintegra-

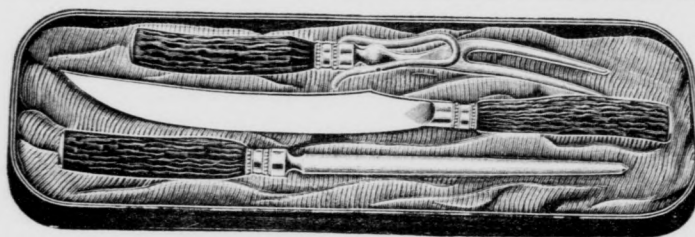
The Easy Car Pusher



Everybody who loads or unloads cars NEEDS one.

Price, \$5.00 Each.

Foster, Stevens & Co. Grand Rapids, MICHIGAN



Our prices on Carvers will interest shrewd buyers. We carry a large variety of High Grade Sets and Pairs

We are distributors for

**The Fletcher Knife Co.'s
Celebrated Hand Forged Pocket Knives**

Every Knife Warranted.

QUALITY PRICE FINISH

See our salesmen for samples and prices.

Fletcher Hardware Co.
Detroit, Michigan

Buckeye Paint & Varnish Co.
Paint, Color and Varnish Makers

Mixed Paint, White Lead, Shingle Stains, Wood Fillers

Sole Manufacturers CRYSTAL-ROCK FINISH for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo Ohio

CLARK-RUTKA-WEAVER CO., Wholesale Agents for Western Michigan

tion of the atom of radium and its evolution into another element. The emanations which the mineral gave off were found to be similar to itself in constant and even violent streams or radiations. In other words, each atom of radium was disintegrated or divided into 120,000 electrical ions, rotating so violently that they flew apart into original units. This discovery was fatal, of course, to the atomic theory and transferred the field of investigation for the origin of all created things into another element. Who knows but what Darwin might have reached the same result and added immensely to his undying fame if he had followed the hint which he received from the peculiar properties displayed by the grain of musk and which are manifested in an almost equal degree of inexhaustion in the attar of roses?

Frank Stowell.

She Sells Cigarettes.

The latest peddler to invade the downtown offices is not likely to be put out by force. She is too gentle, feminine and attractive for that.

She is transparent in the shirt-waisty fashion of the day, and pink ribbons show through the gossamer linen of her costume. She is pretty in the blue-eyed, golden-haired way, and sells cigarettes.

She carries a dainty box of samples in a reticule which hangs from her belt. She is businesslike but amiable, and is not above making herself coquettish in order to sell her goods.

But she is firm on one point. Nothing can persuade her to smoke one of her cigarettes. That is naturally the thing that the humorous clerks and youthful employes in the business offices expect her to do. But she declines firmly.

Her cigarettes are a good quality and she manages to sell enough every day to make a livelihood. One gets from her visit an impression of energy and vivacity, and, to her credit it must be added, of self-respect and ability to look after herself, even in the rather trying way of making a living that she has adopted.—New York Sun.

Kissing in a Tunnel.

A distinguished French novelist, whose works are extremely popular with the fair sex, recently found himself traveling in a railway carriage with two very talkative women. Having recognized him from his published portraits they both opened fire upon him in regard to his novels, which they praised in a manner that was unendurable to the sensitive author.

Fortunately the train entered a tunnel, and in the darkness the novelist, who understood women, lifted the back of his hand to his lips and kissed it soundly. When light returned he found the two women regarding each other in icy silence, and, addressing them with great suavity, he said: "Ah! madames, the regret of my life will hereafter be that I shall never know which one of you it was that kissed me."

Reciprocal Relations of Merchant and Business.

Recently a prominent merchant was told that an acquaintance of his had failed. Quick came the question from the merchant: "Did he overstock?" "Yes," was the reply, when the merchant said: "I have been pretty close to the same place myself. I recall vividly one Sunday when I was estimating my liabilities that I found them so large it would require at least four months of sales to satisfy my creditors. Every dollar was due, too! I tell you, I was scared. When I told my wife the news made her sick. But I pulled out of that hole safely." To-day the merchant has one of the best stores in a town of 50,000 inhabitants and gives promise of having the largest department store in his town.

Another well-known merchant told the reporter that he had awakened mornings with his beard and hair matted from sleet that blew through the cracks in his room. Such men are built on the bulldog order. When they get their teeth in they—well, how does a bulldog do? Just think of one ahold of the seat of your pants. This is the kind of animals these successful merchants are. They expend the last ounce of energy. The pre-eminent characteristic most common to these successful merchants who have been interviewed is their extraordinary application and expenditure of energy. They mastered their business more thoroughly than their competitors and they mastered it by a greater expenditure of energy.

They say that they would not care to go through the same experience again, intimating that they have traveled a rough and rugged road. And although they applied themselves in an extraordinary degree beyond what their associates did, yet their present mental and physical condition is noteworthy. Mentally they are plainly brighter and stronger than when they started in business. That is self-evident. Physically they may have more gray hairs, but their nerves are steady, their appetites first-class and their sleep sweet. The probability is that they will live longer because of their extraordinary expenditure of energy. Nature seems to be ready and eager to give a fresh and increased supply of energy and endurance for what is burned up. Just there is a secret of success with these merchants. They developed a business, but the business also developed the merchants.

Two Sides To It.

"Miss Sharpe," said Mr. Staylaight, "I don't think Miss Shellus is a very good friend of yours."

"Indeed?" she enquired, stifling a yawn.

"No. She told me if I called to see you I'd only be wasting my time."

"Ah, I see. She doesn't consider my time worth anything."

Advertising is the electric spark that starts the business machine going and keeps it going.



White Seal Lead and Warren Mixed Paints

Full Line at Factory Prices

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

Agency Columbus Varnish Co.

Miles Hardware Co.

113-115 Monroe Street, Grand Rapids, Mich.

Patent Steel Wire Bale Ties



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

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

Smith Young & Co.

1019 Michigan Avenue, Lansing, Mich.

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



BAKERS' OVENS

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

**Hubbard Portable
Oven Co.**

182 BELDEN AVENUE, CHICAGO

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



Send for Illustrated Catalogue

CHAS. A. COYE, Grand Rapids, Michigan

11 and 9 Pearl Street

Peculiar Things From Which Bread Is Made.

Bread made of pure oats with the addition of one-fifth of its weight of wheat has all the appearance of the best qualities, but its color is gray and its taste and odor are not especially agreeable.

Maize flour can be made into bread, but it must be mingled in equal parts with that of another cereal. Half maize and half wheat makes a very agreeable and nutritious bread, easy of digestion and keeping fresh a long time. Bread of good quality can also be made by mixing maize-flour and mashed potatoes.

To make bread of rice, several handfuls must first be taken and boiled to a thick glutinous soup. When this has partly cooled it is poured on the rice flour, and salt and yeast added. During fermentation this dough, which is at first firm, becomes so soft and liquid that it would be impossible to make bread of it unless the hot oven were ready. The baked bread has a fine yellow tint and is agreeable to sight and taste.

The potato, mixed with wheat or maize, gives a very palatable bread, but it attracts humidity and easily becomes soggy.

In Corsica bread is made from chestnuts, without admixture of any other substance. It has not the firmness of ordinary bread, but is healthful, sweet in flavor, agreeable to eat, and easily digestible. It keeps more than fifteen days, and constitutes the chief food of the Corsican mountaineers.

At different epochs attempts have been made to make bread of the seeds of divers leguminous plants.

From the hygienic point of view the mixture of these farinaceous elements with cereals must be recommended, for by their richness in albumen and in nitrogenous matter these legumes furnish a bread as nutritious as that of wheat—but it may be foreseen that it will have the inconveniences of being heavy and difficult of digestion, and that it will become quickly hard, dry, and brittle.

To obviate this, we may take a hint from the experiments of Lehmann on bread made with sprouted grain, which he prevented from becoming heavy and soggy by adding cooking-salt.

Using this same principle, experiments made on various proportions of cereals and legumes have shown that the best bread of this combination is made when 2 per cent. of salt is added to a mixture of two-thirds rye flour and one-third flour of some leguminous vegetable (beans, peas, etc.).

Bread composed of this mixture, without the addition of salt, becomes hard and brittle at the end of a few days, while the salted bread remains succulent and tender for a much longer time, and is as porous and light as pure rye bread. The addition of 2 per cent. of salt does not injure the taste. A larger quantity

does not hurt the bread but makes it less palatable.

It has been said that beans, ground in a mortar, dried in the oven and then reduced to flour and mixed with only one-fifth of wheat, are capable of producing a very healthful and good bread. Experiment shows, however, that beans, as well as peas, lentils, etc., give, with this proportion of wheat, a heavy dough, indigestible and grateful neither to the taste nor to the smell.

Bread is made of acorns in some places, and in 1709 people were reduced to this extremity in various parts of France.

In like manner all sorts of substances of vegetable origin have been used as substitutes for cereals in making bread. Among other substances we may mention mosses, dried and powdered. These really furnish good and tasteful nourishment and are still liked by the Norwegians.

We may also cite, as having been used in breadmaking, the roots of bryonia, colchicum, iris, serpentaria, mandragora, and hellebore, the leaves of aconite, etc.

All these, with two or three exceptions, give only a very imperfect nourishment, and they can be of use only in cases of extreme necessity. Even then they must be mixed with a certain quantity of cereal flour.

Will Send Fruit East Without Refrigeration.

California packers have a new preserving process by which oranges and lemons can be shipped East without ice. This reduces the cost and the time in transit. The ingredients of these preparations to preserve fruit without refrigeration are secrets, known only to the company, the process having been patented; but to an ordinary observer 25 pounds of what looks as much like damp salt as anything are emptied into six low pans. These pans are nailed on the tops of the packed lemon boxes at equal distances in the car. Then about two dozen sheets of what is apparently blotting paper, which had been saturated in some white glistening preparation, are burned piece by piece in a tin receptacle, the door of the car being closed after each separate piece of burning paper had been thrust in, so that the smoky fumes from the paper permeated the entire space of the car. This fumigating kills all bacteria, while the contents of the pans absorb all moisture likely to be given off from the fruit. The vents of cars are closed for a while, then they are opened and remain so during the rest of the journey. Aside from saving ice charges in refrigeration, this method of preservation also requires no wrapping of the fruit, all of which can be packed unwrapped, and it also preserves the fruit so that it will hold up well on the fruit stands after the boxes have been taken from the car.

To make advertising answer only the dictates of your personal tastes is an error and a reflection on the discerning abilities of the public.



Why Put a Guard over your Cash Drawer? And Not Over Your Bulk Goods?

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

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

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

The Computing Scale Co.,
Dayton, Ohio
Makers

The Moneyweight Scale Co.,
Chicago, Illinois
Distributors



Present and Future Policy of the National Hay Association.*

The subject which has been assigned to me is a broad one, and in the hands of a more able person could be enlarged upon indefinitely, but unfortunately, owing to an unusual amount of official business during the past few weeks, which has kept my time fully occupied, I shall have to confine myself to a few brief statements.

When I was honored at Chicago, last month, by being elected to the Presidency of the National Hay Association, I said, that with the harmony that had prevailed during the past year, under the able management and guidance of its very efficient officers, I had no radical changes to suggest, but, gentlemen, the National Hay Association is a progressive organization and the future opens before us with glowing possibilities. Many of the members of the Michigan Hay Association before me are also members of the parent body and you have watched the growth of the National Hay Association since that first meeting ten years ago when a few earnest men gathered at Cleveland, strong in the belief that by organization many of the abuses to which the hay dealer is subjected could be eliminated. At that time was laid the corner stone of the magnificent structure we have to-day, the National Hay Association.

The work that we have accomplished is a matter of record, but there is much yet to do and it will be the policy of the officers of the Association to push forward, taking advantage of the reforms already instituted and being ever mindful of the future welfare and interests of our organization.

At the close of our convention in Chicago, in June of this year, we had a total membership of over 700. At that time our friends from the West and Southwest promised that if we would hold our next convention in St. Louis, they would bring at least 200 new members into our ranks, and it is not unreasonable to predict that, when we convene in 1904, we will have 1,000 active business men enrolled under the banner of the National Association. With this splendid representation working in unison, the future of our Association, rich in benefits to the shipper and receiver alike, is assured.

In the report of the Board of Directors of last year, many reforms were suggested, and I can assure our members that so far as lies in our power, the present officers will endeavor to carry out their suggestions. National legislation, standard bales, increased terminal facilities, closer fraternal relations between buyer and seller, the uses and abuses of market quotations, and other matters of importance as they come to us from time to time, will have careful consideration.

I want to take this opportunity to state that I am heartily in favor of State organizations. In Michigan

*Paper read at annual convention of the Michigan Hay Shippers' Association by John L. Dexter, of Detroit.

much good has been done by creating a closer bond of fellowship among the shippers. I should be glad to see every large hay-producing state form a similar body and I can assure you of the hearty support of the President and officers of the National Association.

Twice Cooked Bread.

The custom of twice baking bread is growing in many households; true, this is most frequently done at first by the advice of the physician, but, when the taste for zwiebach is once acquired, ordinary bread is soon regarded as insipid. Bread twice baked is a standard remedy for indigestion and is beneficial in some kinds of kidney troubles, but the greatest good to be derived from its use is to the teeth. It is said that the habit of eating so much soft food is the reason so few now have perfectly sound teeth. The teeth, like every other portion of the human frame, have their allotted work to perform to keep them in a healthy condition. If work is not given them the result is very much the same as in the case of unworked muscles or faculties. They need food that requires plenty of mastication to keep them up to their proper standard. Zwiebach, as this twice-baked bread is called, supplies this necessary exercise. Children should be given as much of it as they will eat, and adults, too, will find it of great benefit to the health and preservation of their teeth. Having said so much about the beneficial results to be obtained from using zwiebach, it is advisable here to tell the uninitiated how it is prepared for private use. Vienna bread is really the best to use for zwiebach, although any other kind of baker's bread will do if not obtainable, but home-made bread will not give satisfactory results. Cut up several loaves into slices of medium thickness. Place these in the oven and subject them to a moderate heat for twelve hours, or they may be left in the oven all night. The longer and more slowly it is cooked the better it will be. Twice-cooked bread is delicious when used instead of toast in the preparation of various dishes of meat or vegetables. It is excellent served with soups. It is convenient to pack for a light lunch, and, when eaten in conjunction with fruit, is appetizing and far more wholesome than cakes or sweetmeats. For supper it may be taken freely with hot milk or with cocoa. The result is a good night's sleep.—Practical Baker.

Discrimination.

Peter McArthur, who was for many years identified with New York publications, and now holds a staff position on London Punch, was talking with a friend in New York one day who made the trite observation that circumstances alter cases.

"They do, indeed," assented Mr. McArthur. "The mob that wants to hang a man is never half so particular in the matter of identification as is the bank cashier who is asked to cash a check for three dollars."

Buyers' Excursion

Remember the Buyers' Excursion August 24th to 29th inclusive. We shall be pleased to have you call for a sample of our Honeysuckle Chocolate Chips.

Putnam Factory
National Candy Company
Grand Rapids, Mich.

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Can recommend to their customers and friends

MEYER'S Red Seal Luncheon Cheese

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

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

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

J. W. MEYER,

Manufacturer of
Red Seal Brand Saratoga Potato Chips

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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,
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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.

LOOKING BOTH WAYS.

Address by Henry C. Weber to Michigan Hardware Dealers.

I need not say to you, gentlemen, for you all realize it yourselves, how difficult it is for one engaged in the active duties of life, especially in the hardware business, to prepare and deliver any set speech or address on occasions of this kind.

The committee has annually found most of the members of this body too busy and has called on me so often that I am afraid that it has fallen into a rut and they called upon me again for to-day from sheer force of habit.

The subject assigned to me, "Looking Both Ways," is both of a large and very narrow scope; it permits me to talk to you by the hour or to squint at you cross-eyed and sit down. I am wondering which of the two the committee wants me to do, and, if the latter, whether out of charity to you or to me. In this connection I might with profit to myself recall the story of the minister who used to preach by the hour. One Sunday evening after the service there was to be a meeting of the Board of Trustees, and before beginning to preach he announced to the congregation that after the sermon the Board was to step forward. He preached according to his custom until the congregation got tired, and when he finished a stranger stepped up to him. The minister asked, "What can I do for you, my dear man?" "Why," he said, "I came up here in response to your request at the opening of the sermon." "Well," said the minister, "you do not belong to the Board." "Oh, yes I do," he said, "I have been listening to you, and have been bored the last three hours." I won't be quite that bad, I will only keep you for two hours and fifty-five minutes.

Tennyson in his great poem, "The Charge of the Light Brigade," says, "Looking to the front of us, looking to the rear of us, looking to the right of us, looking to the left of us." It is from these words of the great author, presumably, that the committee wants me to draw my inspiration. If I should lift the veil of time for a moment, and, standing in the radiant light of the great present, look back into the vast abyss of the past, I would be confronted by nothing but darkness, and I would begin to marvel how time has rewarded the labor, intelligence and endurance of mankind and the right use of the means of which we are possessed. Read but the history of our own land and see the successive steps of progress from the discovery by Columbus to the landing of the Pilgrim Fathers and from then to the days of Washington and on again to the present day. How the progress of mankind has kept pace with the strides of time. Never have such means and devices for the comfort and betterment of man been thought of as have been invented in the past century. The globe has been circled with a webwork of tracks over which mighty engines drawing palatial cars carry passengers with wonderful ra-

pidity. The ocean is afloat with palaces which in beauty and elegance can hardly be surpassed. The telegraph and the telephone flash human intelligence to every part of the earth, and the news of the Orient is read at the breakfast table of the Occident. Electricity is only in its infancy, but its performances, even as a child, beggar description. We wonder at the construction of sky scraper buildings and immense bridges and tunnels, which, did we not know them to be a fact, we would challenge as impossibilities.

And as wonderful as all these are the immense intellects that planned and regulated the modern colossal enterprises in the business world. We then ask ourselves, "What is the cause of all this?" "Whence this wonderful progress?" The solution seems to be this: Many men gather together for many thoughts, many thoughts develop comprehension, and comprehensive understandings by many often supply the missing link in the chain of discovery and enterprise. Sameness invariably becomes monotonous, and in this we are supplied with an illustration from remotest history. God was lonesome and he created man, then man became lonesome, so God gave him woman, then both man and woman became lonesome and founded the family—the first organization in history, and I am safe in saying that if it were not for this first organization, there would be no hardware association meeting to-day. From this small institution have grown up the life, the happiness, the intelligence and the power of a world of people, and from this example of combined effort the hardware association can draw a valuable lesson. In fact, its own experience is a lesson of the same kind. See how it has grown from insignificance to a recognized power, from an uncouth youth to a full grown man. It has taken the timid, the selfish and the strong individuals and combined them into an association that gives strength to all, and not only that but social as well.

We are all more or less helpless without assistance in all walks of life. One has learned by his experience what another has not and that other has absorbed knowledge which the first one did not learn, and the two together, by an intercourse of their ideas, can both become more valuable in their calling.

The greater the number, the greater proportionally is the benefit derived from an association. Number also gives prestige. In your own cities you may have often attended mass meetings when important measures were urged and they were lost, not through lack of forceful presentation by able speakers, nor want of merit, but through lack of interest on the part of the many who did not attend, and thus failed to lend prestige to the occasion.

While the accomplishments of our Association have been crowned with success in the past, we ought to show more enthusiasm in the future. One of the greatest factors for good

in modern American life is the frequent gathering of representative business men from all parts of the country. It is this by combined social and business interchange at annual conventions that the people of the North and South have been brought closer together, made to understand each other, and that the factional feeling consequent upon the Civil War has been removed.

We have been honored here by the presence of Mr. Bogardus, whose address should be an inspiration to all of us to promote with increased zeal the welfare of our Association, for its success is the success of each one of us. It is the barometer, as it were, which reflects the enterprise, the activity and the prosperity of the members who compose it.

With the hope that this barometer may always indicate fair weather and a clear atmosphere in the life of the Association, I thank you all for your kind attention and the courtesy extended to me.

All can not play golf, but the humblest may carry a few sticks in a canvas bag and look solemn.

It is seldom that a man is as good as his wife tells others he is or as bad as she tells him he is.

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.

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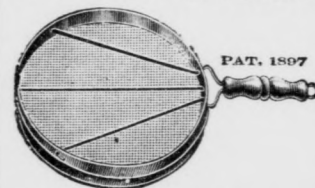
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This may be a new article to you, and it deserves your attention.

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 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.

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which run every ten minutes from that station, passing all hotels, points of interest and the entire business district. See John Ball Park, North Park and the excellent attractions in Ramona Theatre, Reed's Lake.

Fare, 8c with all transfer privileges.

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



The FOREST CITY PAINT & VARNISH CO.

Established 1865.

CLEVELAND, OHIO

UP TO THE PUBLIC.

The Question of Short Hours for the Clerk.

Written for the Tradesman.

The clerks of the United States are compelled to work too long hours. I do not think anyone will deny that statement. Their labor is most exacting. They are compelled to be long hours on their feet and their profession is one which requires unusual patience, politeness, knowledge of human nature, tact, intelligence, attention to business and study of detail. They must be adept students of human nature and must almost be readers of the mind. They must use constantly such qualities as repression and concentration. They must be able to express themselves. They must be prepared to present goods in an attractive way with a strict consideration for truthfulness. Not all clerks do these things. But that is the ne plus ultra, the acme, of their profession. Everything which undermines their energies prevents the attainment of their ideals.

When I say that the clerks of this country are compelled to work too long hours I do not pick a quarrel with the merchants who employ them. In fact, it is to set the merchant before the public, and particularly before the clerks, in a proper light that this article is written. The merchant is the creature of competition—a power created by himself it is true, but created collectively and one that a merchant can not combat against individually. The value of associations of merchants for mutual help and co-operation has been urged in these columns, and with wisdom; but it can only deal with these questions locally.

In every town there has been a movement started occasionally for shorter hours. But it seems to me that the trouble has been that the clerks have seized the wrong horn of the dilemma. In these spasmodic efforts the merchant has almost invariably been the point of attack, the point of first attack.

There is not a class of men in the United States that would be more glad to see the clerks enjoy shorter working hours than the merchants. This is not simply because they are kind employers—it is because it is a business proposition for them. The rule does not apply so well to the luxuries of life and the clerk who has this question to deal with in a store that is devoted principally to the sale of articles of luxury is up against a greater difficulty than in a store of the opposite character where the sale of the necessities of life predominates. With the latter class of goods there are about so many to be sold each day and they could as well be sold in eight, nine or ten hours as in fourteen or sixteen.

When I say that the clerk has seized the wrong end of the dilemma I feel sure that the clerk will immediately enquire what the other horn is that I think he should have seized. He should seize both horns. Ursus did not seize the bull by one horn or by one horn and the tail. If he

had there would have been no moving story of the saving of the Christian martyr's life and no happy ending of a love story. The clerk should not let go of the horn marked "Employer," but he should take a good grip on the horn marked "The Public."

I fear that in dealing with this question the clerk has not learned the value of educative force. It is the tendency of the age to use coercion instead of argument. The merchant is not in favor of long hours. It makes his business far more trying for him as well as for his clerks, if the store has his personal superintendence, as it must if it is to succeed. He has no desire to burn up light or fuel without necessity. He is as much the victim of circumstances as the clerk is.

If the clerks of any town are longing for shorter hours they should realize that the merchants are with them. They have no desire to keep their stores open evenings unless the public demands it—and there lies the keynote of the whole situation. If the clerks would bring about shorter hours in any community they must bring the public to their way of thinking. They must educate the public—educate it to the eternal justice of their contention. No man should be compelled to labor more than another in order to attain the same degree of happiness that may be bought with labor. Every man should be compelled to perform a reasonable amount of labor, but no man should be compelled to perform an unreasonable amount. That is where the question of compulsion comes in. If a man wants to work too long that is his privilege. The writer is accustomed to work fourteen to sixteen hours a day; but if he is foolish enough to do it no one should interfere with him. But if some hobo or society snob does not want to work at all he should be compelled to work. That is my theory of labor.

The fate of the clerks lies with the public. The public has fallen into the habit of buying at all hours between 7 a. m. and 11 p. m. If it can be made to see the injustice of compelling the clerks to work fourteen hours a day while other men work eight, the emancipation of the clerk will be accomplished. If the public will learn to do its buying between 8 and 6 there will be no difficulty in persuading the merchants to close at other hours and the clerks will be given a chance to enjoy life.

It is not the merchant who is making the clerk work long hours but the public—and the worst offenders in this regard are women. Women are, as a rule, the buyers of the family. The day is a more convenient time for them than the evening and yet many of them do their buying at night. The girl who works at some other trade and insists on short hours thinks nothing of making the dry goods clerk or the milliner work all day and half the night.

I have great respect for the opportunity that lies within the grasp of the labor unions of this country.

I presume that they are founded on altruistic principles—that they are not merely attempting to corner labor so as to raise their own wages, but seeking to better the conditions of all labor and laboring people. I hope that if they saw an injustice being done a capitalist they would interfere as quickly as they would if it was a laborer. I trust that if they saw a woman being mistreated by a cruel employer they would fly to her relief without asking her to show her card.

The labor unions can do a lot for the clerks of this country. If they will agree to do their buying in daylight and let their brothers and sisters behind the counter rest at night they will right this matter quicker than could any force in the world. The working people make up 85 per cent. of the evening shoppers. If they will refuse to buy goods outside of working hours the merchant will not have enough trade after 6 p. m. to pay his gas bill and will be compelled to shut up shop evenings. A little consistency and co-operation and the clerks will be free.

Charles Frederick.

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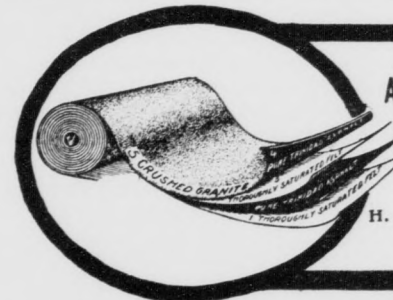
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everywhere in every line of business can easily double their trade by using our "Union" Trading Stamps. We will place them with one representative store only, in each town. They are the most equitable trading stamp in use, are recognized by trades 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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STATISTICS.

Their Value, With Suggestions for Improving the Service.*

Statistics in themselves, considered as mere figures, are not of much interest to the average man. It is their practical application and deductions from them with which he is concerned. In this respect statistics may be considered as a method of analysis, like arithmetic, and useful for similar purposes. After school life is over, people do not care to solve mere abstract problems as a means of discipline. Their knowledge of arithmetic is applied only to practical problems of every-day life. So with statistics, people care nothing about their general methods, but are forced to depend on their results for much practical information that can be obtained in no other way.

Statistics may be defined as dealing with the orderly arrangement and analysis of large numbers of observations. The term also denotes the numerical results as arranged in statistical tables. A few isolated observations can not furnish "statistics." Sufficient cases must be taken to eliminate the variations due to small numbers and to exhibit the mass results.

The data of statistics are innumerable and belong to any subject affording a sufficient number of cases. Every civilized country, state and city collects and publishes statistics. Official statistics embrace a great variety of subjects, such as finances, revenues, imports and exports, trade, commerce, transportation, labor, agriculture, population, vital statistics and, last but not least, farm statistics.

Official statistics are, for a country, state or city, what book-keeping is for an individual or firm. They give a knowledge of not only present conditions, but also of the trend of progress, so that from an analysis of past experience the future can, to some extent, be predicted. They are essential for guidance to legislation and to demonstrate the results of public actions. Their usefulness is indicated by the growing demand for accurate and fully digested data. While there may have been too many crude figures published in some cases, there has never been a surplus of well prepared statistics; in fact, there is a great deficiency in certain directions, especially in this country. It is more necessary in a Republic than in any other form of government that the whole people should be fully informed on the National conditions, and this can only be done by complete statistical data.

The old reproach that "One can prove anything by statistics" amounts only to a statement that a person skilled in the manipulation of figures may sometimes appear to make the worse the better cause before persons unskilled in their use. The same objection would apply to any deception by arithmetical computation. The remedy is to raise the standard of education until people

generally shall recognize and reject a statistical fallacy in the same that a statistical fallacy in the same way that they would any error in logic. they would any error in logic.

The compilation of statistics along various lines has increased materially in recent years and is a work that has become a necessity by virtue of the changed conditions of to-day as compared with those that existed but a few years ago. This necessity is not created by the demand from any special class of people, but from nearly all classes. There are very few people indeed who are not connected in some way with some industry, the future welfare of which depends not only upon noting what has transpired in relation to it, but equally as well upon the things that are likely to take place in the future.

The business man who proceeds blindly, who does not study the demands of the times nor what the supply may possibly be, and who simply trusts to luck, will sooner or later find that he has trusted in vain. On the other hand, he who studies his business and endeavors to ascertain the wants of his customers and the best methods of supplying them will be more apt to succeed. This requires constant study and investigation in order to be prepared to meet ever changing conditions; and as this work progresses the student will soon find himself in need of facts and figures to justify his conclusions.

This can be illustrated best, perhaps, by referring to the milling industry, which is one of the most important in this country. But a few years ago the miller's task was largely to grind the grain brought to the mill by his customers and his profits for the year consisted principally of the toll taken for the work. The buying of wheat to grind into flour to supply local trade had not developed into the industry it is to-day. Then, the majority of the people held in reserve sufficient wheat to supply the home demand. Now the larger portion of the people buy their flour, leaving it to the miller to figure out the best method of supplying the trade with a fair degree of profit to himself. Manufacturers in those days were not harassed with many questions that must be met and solved to-day. The immediate vicinity was the market, with no such encroachments as there are now. Comparatively speaking, most of the business moved along quietly and, while methods may have been slow and profits small, yet there were peace and plenty in the home and daily life was free from many vexations brought about by the fierce competition of to-day.

The rapid expansion of railway systems, forming a great network over this country, together with the development of the carrying trade by boats on lake and river, has brought about a new era in commercial affairs materially different from the one that preceded it. Few manufacturing firms have all of the market to themselves. The miller now finds flour made at the mills in the Northwest

in the stores of his own little village, courting a share of the trade and putting him at his wits' end in order to meet the prices at which it is sold. Not only that, but he also finds that he can not depend upon the farmers in his immediate vicinity to furnish him grain throughout the year as they formerly did. Since elevators are established all over the country, wheat passes out of the farmer's hands more quickly and he is many times compelled to buy in other markets besides the home market in order to keep his mill running. Now that the world is practically his market, he finds the problem quite different from what it was formerly. Of necessity he studies the demands of the trade, its capacity and its whims, all of which calls for an extended acquaintance with every factor which affects his business. This not only involves the study of improved methods, but also makes it necessary to study the condition of crops as well as trade and financial conditions.

Statistics then come to his aid and enable him to better formulate a policy conducive to profitable business.

What is true of the milling industry is true of nearly every other. Profitable manufacturing to-day is generally conducted on a large scale. By giving careful attention to the minutest detail, goods are produced more cheaply; in fact, in many establishments the profits of to-day are derived from what was waste material a few years ago.

Thus it may be seen that statistics are of great practical value, and are becoming so more and more every day.

Various kinds of statistics are gathered in Michigan under the State supervision, the most important of which are the census, the farm statistics, the vital statistics and those concerning defective criminals and poor persons.

The taking of the census is of great importance. Periodical censuses of population are part of the regular machinery of government of all progressive communities, and in addition to the bare statement of population other data of great importance are collected by both the United States and State censuses.

The movement of population can not thoroughly be understood by means of a periodical enumeration alone. The vital statistics upon which the movement of population depends must be followed from year to year as the events occur. Hence the necessity of registering deaths, births, marriages, divorces and sickness—the latter in order to know the relation of sickness to mortality and also for the purpose of measuring the amount of disability in the community.

The gathering of agricultural statistics, as conducted at the present time, is not systematized as it should be. The system is faulty because public opinion will not warrant the establishment of one more perfect. As is often the case, opposition comes from those who receive the most benefit, or from those who

would receive the most benefit if they would make use of it; and the strongest reasons offered by this opposition are founded on fancy rather than fact.

At the present time the statistics are gathered by the supervisor at the time of making the general assessment of property for taxation. There are many well founded objections to this method. It was fairly satisfactory twenty-five years ago, when it was established, but since then conditions have changed.

The average supervisor in Southern Michigan has insufficient time, between election day in April and the day in May when the Board of Review meets, in which to properly assess his township and to gather such statistics as are called for by the present schedule. The scope of the work has broadened, which has been made necessary by the establishment of new industries, like the growing of sugar beets.

The time of gathering the statistics should be changed, if the best results are derived. At the present time the supervisor takes the statistics at the time of making the assessment. By that time farmers have forgotten about the crops grown and are unable to give correct answers. In many cases the occupant of the farm has sold out and moved away, or, being a tenant, has moved to some other farm. In this way the reports from many farms must be omitted. If the statistics were gathered in December, and by men selected especially for the purpose, the schedules would be more complete and could be compiled for use several months earlier than at the present time.

Another thing that interferes with correct statistics now is the fear on the part of many farmers that, if the whole truth is told, it will have a tendency to raise the amount for which they are assessed. A change in the time of gathering the statistics will obviate this objection.

Perhaps the greatest factor that interferes with this work at the present time is the opinion held by many farmers that it is of no benefit to the class to which they belong. The chief argument presented is that statistics are gathered principally for the benefit of the Board of Trade, assuming that the chief function of that body is to gamble in grain supposedly at the farmer's expense. If this impression, which is wrong in many ways, could be changed and the actual condition of affairs established in its stead the result would be very beneficial.

Many things need to be taken into consideration in order to properly conduct the business of this country. If our future needs were not studied and anticipated, there would be much loss of property. The farmers of the West have realized this fact for, despite concerted efforts made to send men to them to harvest their crops, there has been a great scarcity of farm labor.

Elevators have been refitted and enlarged. Railroads have secured more cars and engines to move

*Paper read at annual convention of the Michigan Hay Shippers' Association by Hon. Fred. M. Warner, of Farmington.

them. When the vastness of all those enterprises is taken into consideration, and when it is remembered that it is a matter that concerns the whole people, it is easy to see that it ill becomes anyone to criticize unknowingly and source of information that endeavors to aid the conduct of business.

In regard to hay, statistics are gathered showing the acreage and yield by townships. The condition of the hay crop is reported also, as well as the condition of pastures and clover sowed for meadows. These reports are sent to those who desire them and they should be of use to every extensive dealer.

The July crop report shows that the average yield of clover hay in the State was about one and one-half tons per acre and of timothy about one and one-fifth tons, indicating a fairly good yield. The condition of clover sown this year was, according to the last report, a trifle better in the Central counties than in the rest of the State, while that of timothy was better in the Southern counties. In the Southern counties clover was in the best condition in Kalamazoo, Shiawassee and St. Clair counties, its percentage being about 95 as compared with an average crop, while in Bay, Gratiot, Midland and Montcalm counties it was better than the other counties of the Central division. The timothy meadows of Lenawee, Oakland and Shiawassee counties produced a heavier yield than did the other counties in the Southern four tiers, while those of Isabella, Mecosta and Tuscola counties yielded a greater tonnage than other counties in the central part of the State.

In conclusion I desire to request that you use your influence to eradicate the wrong impressions that exist in regard to statistical work. An acknowledgment of the efficiency of what is being done now will warrant the Legislature in perfecting the system. If permission can be obtained from the Legislature to make needed improvements the cost of taking the statistics will not be increased and the public will be better served.

The Egg Treatment for Felon.

The skin of an egg has been recommended in felons, but does not seem to be very efficacious. Dr. Whitman says that for the last fifteen years he has used the whole egg and has yet to see a case it will not cure, if it is a real bone felon. He uses it thus: Take a fresh egg and crack the shell at the larger end, making a hole just large enough to admit the thumb or finger, whichever it may be, and forcing it into the egg as far as you can without further rupturing the shell. Wipe off the egg which runs out, and bind around the whole a handkerchief or soft cloth; let it remain on over night, and generally the felon is cured; if not, make another application. Dr. Whitman has yet to see the case where it has failed, and would be pleased to hear from any one trying this where it has not cured.

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.	80			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 40			
No. 2 Winchester, boxes 250, per m.	1 40			
Gun Wads				
Black edge, Nos. 11 and 12 U. M. C.	60			
Black edge, Nos. 9 and 10, per m.	70			
Black edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size	Gauge
120	4	1 1/4	10	10
129	4	1 1/4	9	10
128	4	1 1/4	8	10
126	4	1 1/4	7	10
135	4 1/4	1 1/4	5	10
154	4 1/4	1 1/4	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/4	1 1/4	5	12
264	3 1/4	1 1/4	4	12
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100	72			
No. 12, pasteboard boxes 100, per 100	64			
Gunpowder				
Kegs, 25 lbs., per keg	4 90			
1/2 kegs, 12 1/2 lbs., per 1/2 keg	2 30			
1/4 kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 65			
Anvils and Bits				
Snell's	60			
Jennings genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	7 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad	13 00			
Garden	29 00			
Bolts				
Stove	70			
Carriage, new list	60			
Plow	50			
Buckets				
Well, plain	34 00			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought Narrow	80			
Chain				
Com.	7 c.	8 c.	5 c.	4 c.
BB	7 1/2 c.	7 1/2 c.	6 1/4 c.	6 c.
BBB	8 c.	7 1/2 c.	6 c.	5 1/2 c.
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Sinks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net			
Corrugated, per doz.	75			
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 Rasps	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 26 and 28; 27; List 12 13 14 15 16 17	28			
Discount, 70	17			
Gauges				
Stanley Rule and Level Co.'s	60&10			
Glass				
Single Strength, by box	90			
Double Strength, by box	90			
By the Light	90			
Hammers				
Maydole & Co.'s, new list	33 1/2			
Yerkes & Plumb's	40&10			
Mason's Solid Cast Steel	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			
Japanned 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 8 Tubular, Doz.	5 00			
Warren, Galvanized Found.	60			

Levels	
Stanley Rule and Level Co.'s	70
Mattlocks	
Adze Eye	\$17 00 dis
Metals—Zinc	
600 pound casks	7 1/2
Per pound	8
Miscellaneous	
Bird Cages	40
Pumps, Clifton	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&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 80
"B" Wood's patent planished, Nos. 25 to 27	9 80
Broken packages 1/4 c per pound extra	
Planes	
Ohio Tool Co.'s, fancy	40
Sciota Bench	50
Sandusky Tool Co.'s, fancy	40
Bench, first quality	45
Nails	
Advance over base, on both Steel and Wire	
Steel nails, base	2 75
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
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 1/2 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, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	8 1/2
Manilla	13
Sand Paper	
List acct. 19, '88	dis
Sash Weights	
Solid Eyes, per ton	36 00
Sheet Iron	
Nos. 10 to 14 com. smooth. com.	33 60
Nos. 15 to 17	37 c
Nos. 18 to 21	39 c
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	
1/2 2/3	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—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Onelda Community, Newhouse's	40&10
Onelda Community, Hawley & Norton's	65
Mouse, choker per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	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	10-30
Screw Eyes	10-30
Hooks	10-30
Gate Hooks and Eyes	10-30
Wrenches	
Baxter's Adjustable, Nickleled	20
Coe's Genuine	20
Coe's Patent Agricultural, Wrought.. 75&10	

Crockery and Glassware

STONEWARE	
Butters	
1/2 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 00
25 gal. meat-tubs, each	2 25
30 gal. meat-tubs, each	2 70
Churns	
2 to 6 gal., per gal.	6 1/4
Turn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.	48
1 gal. nat. or rd. bot., each	6
Fine Glazed Milkpans	
1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
1/2 gal. per doz.	60
1 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
Sealing Wax	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	36
No. 2 Sun	48
No. 3 Sun	55
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	4 50 per gross
Quarts	4 75 per gross
1/2 Gallon	6 60 per gross
Fruit Jars packed 1 dozen in box	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 74
No. 1 Sun	1 96
No. 2 Sun	2 92
Anchor Carton Chimneys	
Each chimney in corrugated carton.	
No. 0 Crimp	1 86
No. 1 Crimp	2 08
No. 2 Crimp	3 84
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 18
No. 2 Sun, crimp top, wrapped & lab.	3 08
XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00
Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "Small Bulb," for Globe Lamps	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (75c doz)	4 00
No. 2 Flint (80c doz)	4 60
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 30
1 gal. galv. iron with spout, per doz.	1 50
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	5 00
5 gal. Tilted cans	7 00
5 gal. galv. iron Nacetas	9 00
LANTERNS	
No. 0 Tubular, side 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, side lamp	13 50
No. 3 Street lamp, each	3 60
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c	4

New York Market

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, August 8—For a day or so reports from Brazil were to the effect that much lighter receipts had come to hand at primary points, and this was assigned as the reason of the sale on speculation of some 50,000 bags. The market accordingly "took a new lease of life" and a little advance set in in quotations. At the close No. 7 is worth 5½¢. Actual business, almost every jobbing house reports, is just as dull as ever and what little strength is added to the market is solely by reason of speculation. In mild sorts the supply is sufficiently large to prevent an advance and buyers are simply taking hand-to-mouth supplies. Good Cucuta is worth 7¼¢. For East Indias the demand is simply of an average character and there is no change in the situation in any manner.

The business in sugar during the week has amounted to a very satisfactory total and the market is firm, with a tendency toward a higher list price. Quotations have varied and sales are reported as made 10 points below list by some refiners to full list by others who claim to be quite largely oversold.

The tea market is steady, but in no instance has there been a large transaction. Still the many small sales make a fair aggregate and the week is fully as good as its predecessors. Prices are absolutely without change, but are well adhered to. The demand for rice has not been as active as last week and, indeed, for the past two days the demand has been very limited. Stocks, however, are light and the general tone is firm. Foreign rice is steady at previous quotations.

The week in spices has been quiet. Quotations are rather above the views of prominent buyers, who profess to be ready for a good deal of purchasing as soon as rates are lowered to their viewpoint. Just when this will be is problematical. Quotations are without change, but are firmly sustained as yet and sellers are as firm in their views as are the buyers. It seems to be a question of wearing each other out. Singapore pepper, 13@13¼¢ in an invoice way.

Sellers of molasses of grocery grades are very firm in their views, arguing that inasmuch as stocks are light and that the fall demand will almost certainly set in in good volume, they are justified in making no concession from present rates. Buyers are not inclined to shop around for bargains. They take only small quantities anyway and are content to pay asking prices. Quotations are without change. Syrups have been in fair demand, both from the home trade and from exporters, and quotations are well sustained.

The volume of business done in the canned goods market this week has been of limited proportions and both sides seem to be waiting the season. It is evident that the sweet

corn crop of New York State and Maine is going to be limited and those interested look for high prices. Tomatoes are improving as to the crop outlook and reports from Maryland indicate a good pack after all. Salmon is doing better and the outlook is regarded as favorable to the seller.

The butter market is well sustained and a large part of the arrivals continue to be taken by the speculative trade. Fancy creamery is well cleaned up, but there is as yet no advance in rates over those prevailing last week—19@19½¢; seconds to firsts, 16@18½¢; Western imitation creamery, 15¢ for seconds to 17½¢ for extras; Western factory, 14½@16¢, latter for fancy June make; renovated, 15@17¢.

It has been a rather quiet week in the cheese market and buyers are taking small lots, while exporters are doing hardly anything. Quotations are without change—10½¢ for small size fancy and 10¢ for large.

The demand for really desirable eggs continues brisk and the market closes strong, with best Western fresh gathered held at 19@20¢; firsts, 18@18½¢; seconds, 16@17¢; candled stock, 11@13¢.

The "Onion Cure."

Time was when the onion-eater was shunned like a leper. Men and women in middle life can recall how, when school children, a boy or girl who "smelt of onions" was looked upon by the other scholars as a nuisance. And the use of onions at all in the household was regarded as "cheapening" a family very materially in most communities.

We have outgrown all that nonsense now. Nobody cares whether your breath smells of onions or of guava jelly or of "Veuve Clicquot." It all "goes." Everybody eats onions in all forms, and in all manner of hiding, not the least popular way being in the raw state with a dressing of oil and vinegar. And the strenuous little vegetable has actually become a specific in the medical profession.

Now, the idea of an onion cure may not strike the fancy of the esthetic; however, the experience of those who have tried it is that it works wonders in restoring a racked system to its normal state again. There are three kinds of doses in the onion cure—or three onion cures as you may choose to put it. One is a diet of onions. The other is onion plasters. And the third is onion syrup.

It is claimed by those who believe in the onion cure that a bad cold can be broken up if the patient will stay in doors and feed on a liberal diet of onions. It need not be an exclusive diet, but a liberal one. For instance an onion-cure breakfast includes a poached egg on toast, three tablespoonfuls of fried onions and a cup of coffee. Luncheon of sandwiches, made of Boston brown bread, buttered, filled with finely chopped raw onions, seasoned with salt and pepper, makes the second meal on the schedule. For dinner the onions may be fried as for breakfast, and

eaten with chops and baked potatoes.

The strange efficacy of onions is well known to the singers of Italy and Spain, who eat them every day to improve the quality of their voices and keep them smooth. Onion plasters are prescribed to break up hard coughs. They are made of fried onions placed between two pieces of old muslin. The plaster is kept quite hot until the patient is snugly in bed, when it is placed on the chest, to stay over night. Onion syrup is a dose that can be bought of any druggist, and is claimed by some to be unequaled as a cure for a cold in the chest.

All this is probably quite true. For to be done up with onions, both inside and out, would be enough certainly to chase out any self-respecting cold.

New California Product.

A new California product is to be placed on the market, that of lemon juice in its pure state. For some time a well-known California packer has been endeavoring to devise a process by which the juice could be preserved in a pure and unadulterated form, and he has succeeded at last. He will now put out the product on a large scale. No preservatives or adulterations of any kind are used in the process. The juice will be put up in bottles of 4, 8 and 16 ounce sizes and packed two dozen bottles to the case for shipment to the East, where it will be sold to retailers in sections where lemons are difficult to secure.

Everybody Enjoys Eating Mother's Bread



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. Wilmerk



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

We invite all our customers to take advantage of the Buyers' Excursion to Grand Rapids from all parts of the Lower Peninsula August 24 to 29 for one and one-third fare. Make our store your headquarters. Leave your bundles with us. We will take good care of them. We will also be pleased to show you through one of the most modern cigar factories in the State of Michigan.

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."

ANNUAL ADDRESS.

President Ireland to Michigan Retail Hardware Dealers' Association.

It is with pleasure that I greet you in your ninth annual convention and, although we are here on serious business and have a large amount of hard work to do, still we will get much pleasure out of this meeting, and our convention week is one of the happiest of all the year.

It seems but a short time since a few of us met in this same building and organized this Association. It was July 9, 1895. We little dreamed then what we should accomplish by this time nor did we realize the amount of work before us. What have we done? We have, with the aid of other Associations, passed a garnishee law that amounts to something. We have kept the parcel post bill hung up in committee. We have multiplied the difficulties of the mail order houses and succeeded in getting a number of manufacturers and jobbers to refuse to sell them. We have asked the railroads to stop distributing the mail order house catalogues and they did so willingly. We have met each year, rubbed up against each other, learned something and broadened our horizon. We have aggressive associations in eighteen states and we are recognized as a power, but the more we do, the more we find that must be done.

Your President and Secretary attended the National meeting in Chicago in March, an account of which you read in the National Bulletin. The three days were full of work and enthusiasm. Michigan was given a place upon the Executive Committee and, while your officers do not wish to boast, we think that the work you are doing in Michigan shows up well, compared with that accomplished by other states. In May the National officers met the National jobbers in Philadelphia. At this meeting we had the retailer, the jobber and the manufacturer working together for the common good on questions that must be met and solved, and we believe a good start was made, and in time you will begin to realize the benefit of that meeting.

Your Secretary will give you the number of new members we have secured the past year and, while we have much to be thankful for, still we want more members, more work done and more results. We point with pride to the local associations of Saginaw, Grand Rapids, Detroit and others. What they have accomplished in a locality can be done in a State and over the entire Nation.

I place before you the following recommendations and ask their adoption:

That we have our State meeting in February.

That we divide the State into districts or counties for canvassing and getting new members.

That we organize more local associations.

That we have executive sessions each day of our meeting and that the business transacted be kept secret.

That we do not publish the names

of our members. In this warfare for trade, do not enlighten the enemy.

I recommend, further, that you attend your State and, when possible, the National meetings. Get more enthusiasm. Enter complaints. Take and read trade papers. Everybody get acquainted with everybody else.

While I do not believe in the boycott, I do recommend that you buy of your friends and fellow workers instead of from those who sell ammunition to your trade enemies.

We can not get along without the jobber, any more than he can get along without us, and while there are those who are willing and anxious to help us, there are others who want our trade and also furnish goods to the mail order houses. Which jobber will get the trade? Ask the National Secretary.

The Enthusiasm of Conviction.

It is interesting to know that Sir Thomas Lipton says that aside from yachting, business is his sole amusement. He says that he finds the conduct of his commercial enterprise the most fascinating kind of sport. He enters into his work with constantly increasing delight and pleasure and work that to another would be overwhelming in its responsibility and vexations is to him a pleasure, because it is exactly suited to his tastes and because he finds it his greatest delight. He says that he is the hardest worked man in his whole force of workers.

In advertising a business, in buying merchandise, in managing men, in doing all the work of a great establishment, the man who is surest of success is the man who is in love with his work.

A credit man in estimating the desirability of an account will give considerable attention to a man's business habits. If he does his work with the attentiveness and regularity of the man who is enthusiastic over his duties, his success is twice as certain as the success of the man whose habits are good and whose hours are regular, but who finds every task a matter of drudgery and difficulty.

One reason why many men fail in business is that they are not in love with their work. They are not able to rise to the needs of the moment; they lack enthusiasm that will carry them over difficulties; they are caught and defeated by obstacles that they can not surmount, because they do not love the business of grappling with difficulties. They are half defeated because they have no definite aim, and are at the mercy of whatever unforeseen difficulty they lack the moral courage or the interest to check before it becomes overpowering.

Find a man who is in love with his work and you will find the reason why many a venture has gone on to success when other men said it was doomed to failure. An enthusiastic belief in one's own work, coupled with the diligence and attention that must result from the enthusiasm will determine success when everything else promises failure.

If a man is in the wrong place, let him get out of it as soon as possible.

If he has cultivated the doubting habit of mind, the nervelessness that is born of indifference, let him, for his own sake, get as quickly as possible into a place where he sees ahead of him a goal that he believes in and that he is sure he can attain by force of his own powers.

Fun in Advertisements.

Curiously worded advertisements that are funny without intent are common. A periodical offered a prize the other day for the best collection of such announcements, and the following is the result: "Wanted, experienced nurse for bottled baby." "Furnished apartments suitable for gentlemen with folding doors." "Wanted room by two gentlemen about thirty feet long and twenty feet broad." "Wanted, by a respectable girl, her passage to New York, willing to take care of children and a good sailor." "A boy wanted who can open oysters with references." "Bulldog for sale; will eat anything, very fond of children." "Wanted an organist and a boy to blow the same." "Wanted, a boy to be partly outside and partly behind the counter." "Lost, near Highgate Archway, an umbrella belonging to a gentleman with a bent rib and a bone handle." "Wanted, a good boy for punching." "To be disposed of, a small phaeton, property of a gentleman with a movable headpiece as good as new."

Many a merchant has made a fortune on the very spot where another lost one.

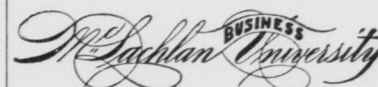
Certificates of Deposit

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



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.

Opportunities!

Did you ever stop to think that every piece of advertising matter you send out, whether it be a Catalogue, Booklet, Circular, Letter Head or Business Card, is an opportunity to advertise your business? Are you advertising your business rightly? Are you getting the best returns possible for the amount it is costing you?

If your printing isn't THE BEST you can get, then you are losing opportunities. Your printing is generally considered as an index to your business. If it's right—high grade, the best—it establishes a feeling of confidence. But if it is poorly executed the feeling is given that your business methods, and goods manufactured, are apt to be in line with your printing.

Is YOUR printing right? Let us see if we cannot improve it.

TRADESMAN COMPANY

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

Commercial Travelers

Michigan Knights of the Grip
President, B. D. PALMER, St. Johns; Secretary, M. S. BROWN, Saginaw; Treasurer, H. E. BRADNER, Lansing.

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

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, W. B. HOLDEN; Secretary Treasurer, E. P. Andrew.

How Salesmen Can Make Customers Buy.

Abstain from all negative influences. Do not think of evil, crime, anger, hate, revenge or worry.

Once your customer is before you let your mind dwell determinedly upon selling him, strengthening the determination in his mind to buy.

There are three predominant types of shoppers—intellectual, the customer who thinks; emotional, the customer who feels; volitional, the customer who decides. These traits are indicated by the temperaments, viz.: mental, vital and motive. The first is indicated by the pyriform or pear-shaped face, showing a predominance of brain over body; the second by the predominance of avoirdupois, and the third by a predominance of bone and sinew. Or, in other words, the nervous, active person with an active mind, the stout and the muscular.

To the thinking, logical mind the advantage of the purchase must be shown; the buyer must be convinced by reason. The emotional class is generally a "sure sale," as things which appeal to the eye and emotions catch them. All the talking in the world and all the winning ways in the universe will not influence the volitional person to buy a penny's worth more than he wants. His mind is made up, and the clerk will employ his time better by devoting his attention to the next customer.

The wealthy customer is proud of the fact that he does not need to enquire the price, and the clerk who falls in with his idea of independence will be the most successful. He may talk style, quality and everything, but omit the cost.

The customer of limited means is dangerous. Do not try to decide for one like that. Be accommodating and he will buy.

And the customer who is undecided?

In that case the will of the salesman must decide for him. If he has judged correctly he can lead him to a decision.

As to the bargain hunter, show up the best bargains and recommend them.

Study the disposition of your customer. There are different methods of doing this. Some people are by nature good readers of character; they feel what a person is. Others are poor judges of character and must depend upon the signs in the face for true indications. They can not determine by intuition. When in doubt simply study to please, while turning over in your mind the determination to sell them. Mental telepathy often works wonders when rightly used. Most frequently the

customer is of a negative mind, then the salesman should be positive, mentally, although his external demeanor toward the customer is accommodating.

If you fail, then take every opportunity to study yourself. Compare your methods with those of the more successful salesmen. Correct your own shortcomings. If your own methods of going at a customer are wrong, mend them. Get right yourself and you will encounter no trouble in attaining success.

First make your customer feel at home. Make him feel that it is a pleasure for you to wait upon him whether you sell or not. If you do not succeed in selling him to-day you may to-morrow. Make the non-buyer go away with the feeling that it has been a pleasure for you to meet him and he will come again.

Above all things do not argue with a customer.

Never give a customer the impression that you know it all. If he thinks he does and you handle him right you have a "sure sale."

Form the habit of being courteous to all alike. Silas S. Neff.

What Constitutes a Fussy Girl.

A man and a woman were talking the other day and naturally the matter under review was—girls.

"It is the girl who does not fuss that a man likes," said the man emphatically.

"May I enquire just what you mean by that?" asked the woman.

"Why, you know, the girl who does not fuss is the girl who does not mind things."

"Your explanation is worse than your original statement," said the woman. "Couldn't you be a little more lucid?"

"It's deuced hard to explain," said the man. "It's—it's—er—er—why the girl who does not let the small worries of life wear upon her nerves."

"Now we're beginning to reach daylight," said the woman. "Develop that statement a little."

"Now, I'll just give you illustrations of the girl who does not fuss, then you'll see exactly what I mean," said the man. "One girl that I took to the theater spoiled the entire play for me because she fretted so over the disagreeable breath of a man who sat near her. Now, that sounds very vulgar, but it's a fact. Instead of remarking on the features of the play she devoted her entire attention between the acts to setting forth the different ways in which the obnoxious breath annoyed her. Another girl once took away the pleasure of a trolley ride because I was unable to secure the coveted front seat. Still another of the fussy type made life miserable for every partner she had a dance with because some previous clumsy partner had stepped on her dress and torn it. Of course, it was natural for her to mention the accident to her gown, but there was no reason why she should have scolded about it all the evening. Why didn't she make the best of it?"

Sow the seed between times; reap the harvest during busy times.

Confidence and enthusiasm are necessary to the advertiser who seeks success.

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 Messengers

Office 47 Washington Ave.
F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

National Fire Insurance Co.

of Hartford.

W. Fred McBain,

The Leading Agency,

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

SAVE YOUR ROOFS

BY USING

A. F. HAWTHORN ROOF PAINT

GUARANTEED FOR SIX YEARS

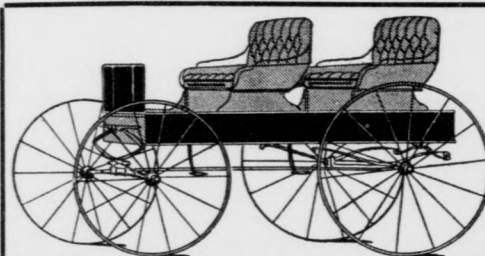
AS A "METAL SURFACE
PROTECTOR" THIS PAINT
POSITIVELY HAS NO
EQUAL.

THE BEST FOR
IRON AND TIN ROOFS,
FANCY IRON FENCES,
SPOKESTACKS,
IRON PIPES and BOILERS,
IRON BRIDGES,
STRUCTURAL IRON,
ETC., ETC.

One reliable agent wanted for
each county. Interested parties
should act quickly.

ERNEST McLEAN

Sole Agent for Michigan
Box 95, Grand Rapids, Michigan



WHEN IN NEED OF VEHICLES OF ANY KIND

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

is better to have merit than cheapness in price.

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

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

ARTHUR WOOD CARRIAGE CO.,

Grand Rapids, Mich.

Will Eventually Recover Their Investment.

Ishpeming, Aug. 11—A second meeting of the stockholders of the Finnish Mercantile Association was held Monday night, for the purpose of considering the financial affairs of the society. It was the most largely attended meeting that the stockholders have held recently. Discussion arose regarding the liability of stockholders for their debts to the Association, a number having the idea that they could trade against the amount of their stock. It was shown to the satisfaction of all present, by referring to the by-laws and consulting an attorney who was present, that as long as the Association is in debt stockholders must be considered on the same basis as others and are liable to be garnisheed if they do not settle. A number who owe bills at the store amounting to almost the entire amount of their holdings were garnisheed recently and it was they who raised the point regarding the legality of the procedure.

A report was also rendered giving the financial standing of the concern to date. The report showed that during the past sixty days \$10,000 had been received from all sources, over and above expenditures, and it is estimated that within thirty days the entire mercantile indebtedness would be wiped out. It is figured that if the stockholders do not lose confidence they will eventually recover the entire amount of their investments. Some \$12,000 of the indebtedness can be disposed of by placing a mortgage of \$6,000 on the building and by issuing shares of stock to local creditors who hold notes amounting to \$6,000. In addition to this debt the Association owes the Marquette bank \$8,000, and mercantile accounts of \$5,000 more, approximately, although \$3,000 is still due some mercantile creditors who have not accepted the settlement on the basis of fifty cents on the dollar. It is assumed, however, that they will agree to the same terms as the other creditors. The directors have succeeded in collecting many of the accounts due the Association and if business continues as at present the concern has a good prospect for pulling through its financial troubles and paying its debts. It would be disastrous, however, the directors claim, for the stockholders to become disheartened now and try to get their money back, for the assistance of the whole body of shareholders is needed.

Late State Items.

Corunna—Mike Reidy, the druggist, and wife are attending the American Pharmaceutical Association meeting at Mackinaw and making a tour of the lakes.

Battle Creek—Frank H. Scott has opened a new drug store at the corner of Washington and Van Buren streets. The stock was furnished by the Amberg & Murphy Drug Co., Ltd.

Detroit—The Michigan Wire Cloth Co. is to increase the capacity of its plant at Wabash avenue and Howard street by the addition of a

three-story brick building, 50x100 feet.

Detroit—The Peerless Heater & Valve Co., capitalized at \$25,000, of which \$2,500 is paid in, has filed articles. The incorporators are Clarence H. Booth, Clara C. Booth and Edward C. Coleman, all of Detroit.

Mt. Pleasant—Cory P. Taylor will move his drug stock to a new building a few doors south of his present location, and refit entirely with new fixtures, including bottles and scales. The Hazeltine & Perkins Drug Co. has the order.

Midland—The Dow Chemical Co. is to increase its capital stock from \$1,200,000 to \$1,500,000. At a special stockholders' meeting, held Monday, the by-laws were amended, abolishing the principal office in Cleveland and making Midland the headquarters of the company.

Trenton—A new company has been formed at this place to engage in the grain milling and general merchandise business under the style of the Trenton Milling Co. It has an authorized capital stock of \$50,000, of which Wm. B. Park holds 2,000 shares; Levi B. Hicks, 1,000 shares, and M. A. Losee, 40 shares.

Sault Ste. Marie—The sawmill and woodworking plant of J. B. Sweatt, recently sold for the benefit of creditors, has been taken over by a new corporation, known as the Lock City Manufacturing Co., of which W. H. Peck is President, T. Blain Secretary and Treasurer and John Moran General Manager.

Fremont—The fruit growers in the vicinity of Fremont have organized under the style of the Fremont Fruit Growers' Association. All fruit shipped by the Association will pass through the warehouse of F. D. Sherman and be inspected under the supervision of D. D. Alton, who has been selected as General Superintendent.

Gripsack Brigade.

Petoskey Independent-Democrat: Geo. E. Beech has taken a position as traveling salesman for the Nut Fruit Coffay Co.

Ed. E. Peck, who has been city salesman for the Vinkemulder Co., has been assigned outside trade. His territory includes most of the cities in the Central portion of the State.

G. H. Jewett, Indiana traveling representative for the Jennings Flavoring Extract Co., has removed from this city to Marion, Ind., which is a central point in his territory. Mr. Jewett had been a resident of Grand Rapids for about five years, having removed to this city from Allegan.

M. J. Rogan (Solomon Bros. & Lempert) has been interested in a new clothing establishment at Cleveland, which will be conducted under the style of the Rogan Clothing Co. Mr. Rogan will continue to make his headquarters at Detroit, but will spend considerable time at Cleveland from now on.

Whenever an advertiser thinks he is hard up for something to say he would better simply tell the truth and tell it in his plainest language.

Cigars at \$4 Apiece.

Those who have attended the big banquets at Delmonico's, such, for instance, as the one given to Cyrus Field upon the completion of the Atlantic cable, and which cost \$50 a plate, had the privilege of smoking the choicest Havana cigars, costing, perhaps, 50 cents each. But what would the dinner cost with cigars at \$4 apiece? Yet there are such cigars being made in Havana to-day, and some have arrived in New York. Francisco E. Fonseca, a friend of President Palma, and who was born near where he lived in Cuba, received one of these a few days ago. It was wrapped in a piece of imported Japanese rice paper and inclosed in a handsomely decorated box. In fact, only one comes in a box, and each

is sixteen inches long and an inch and a quarter in diameter at the middle. It is said that the tobacco can only be grown on one plantation in Cuba, and the duty on each is 68 cents.

A Red Star line steamer that recently landed at Philadelphia had among its passengers a thousand canary birds from Germany. Their cages were hung about the ship and they made it echo with their songs. In the morning, it is said, people on board could easily imagine that they were dwellers in some forest listening to some choir invisible.

Anyway this summer will make a creditable record for the small number of sunstrokes.

Corl, Knott & Co., Ltd.

announce their first fall and winter

Millinery Opening

for

August 24, 25, 26, 27 and 28

when they will show a complete line of

Pattern Hats

Tailor Made and Street Hats

Imported Novelties and

a General Line of Millinery

We manufacture a practical line of ready to wear hats from \$4.50 to \$24 per dozen.

We extend a cordial invitation to our customers, present and prospective, to avail themselves of the excursion rates which will prevail from all points in the Lower Peninsula to Grand Rapids the last week in August.

Corl, Knott & Co.

20, 22, 24 and 26 North Division Street, Grand Rapids, Mich.

IT COSTS YOU NOTHING

To investigate the following stock:

JUPITER GOLD MINING COMPANY

CAPITAL, \$1,000,000

Shares \$1.00 par value; treasury reserve, 400,000 shares. Property all paid for; equipped with a complete 25 stamp mill.

A limited amount of stock for sale at 25c a share.

WRITE FOR PROSPECTUS

J. A. ZAHN, FISCAL AGENT

1319 MAJESTIC BUILDING
DETROIT, MICH.

Drugs--Chemicals

Michigan State Board of Pharmacy

WIRT P. DOTY, Detroit	Term expires Dec. 31, 1902
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1903
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1907

President, HENRY HEIM, Saginaw.
Secretary, JOHN D. MUIR, Grand Rapids.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.
Houghton, Aug. 25 and 26.

Mich. State Pharmaceutical Association

President—LOU G. MOORE, Saginaw.
Secretary—W. H. BURKE, Detroit.
Treasurer—C. F. HUBER, Port Huron.

Next Meeting—Battle Creek, Aug. 18, 19 and 20.

How Mirror Advertising Can Be Made Profitable.

Nine out of ten soda fountains have at least one or more mirrors, and instead of leaving them to get fly-specked or covering them up with fly-netting, so as to be of little or no use, why not use them for advertising purposes? Almost every drug store has at least one clerk who can handle a brush. Now let him come forward and show his talent and also help his employer.

In dressing his mirror, first clean it and have it perfectly dry. A very pleasing and pretty effect is obtained by the use of a liquid called "Bottled Frost." This when applied to a mirror and left to dry will form in many shapes all radiating from a center, which center forms anywhere on the glass and when dry tends to form a most pleasing object to the eye. This frost can be made by mixing $\frac{1}{2}$ pint of sour ale with 2 ounces of sulph. magnesia.

Put on the mirror with a small, clean sponge and let dry. It is now ready for the artist and he may choose his own colors and subject. Whiting and ammonia makes a good white, while Prussian blue and car. You now have three colors, red, white and blue, that are good ones to show, also good colors to wash off. Of course we all know that about three-quarters of the customers of the fountain are ladies, and when there is a mirror anywhere around there are but few who do not take advantage of this to see if their hats are on straight or their curls and crimps are in place.

In the center of your mirror, clean a circle, a square, a diamond or a star—anything, in fact, so long as it leaves a clean space in which the lady may see if the hat needs adjusting or other minor details. Now, if three-quarters of your mirror is obscured, and the one-quarter remaining is clean, three-quarters of all that glance in your mirror and can see but a small portion of their body are going to investigate and find out the reason why. Now if on three-quarters of your obscure mirror your artist puts his signs, they will be read by the young ladies as they fix their hat pins, by the young man as he lights his cigarette, by the mother as she holds her baby up so as to see its smiling face, by the drummer as he fixes his tie and is waiting for the proprietor to sell him a bill of goods, and by the schoolgirl as she sips her ice cream soda, and many

others who patronize your fountain. Now, for example, let us take "Golden Fizz" or "Golden Nectar" as a new drink we wish to advertise. First coat your mirror with the "Bottled Frost," then cut out your center, say a circle. Now, if your clerk is a fair man with a brush, he paints "Golden Rod" in water colors, illustration, using water color paints, as they wash off very easily and do not injure the mirror. Fancy decorations, such as landscapes, fruits, or the like, are sure to attract attention. With the clean space in the center, the sign or name of the article that you wish to put before the public near the top and the decorations at the side or beneath the circle, you have not only an attractive fountain, but a silent partner who conveys to the public your idea.

With a change of subject every week, it will become a sort of "Let's-go-in-and-see what's new" every time your customers pass the store, (and even a stranger will remember you and call on you a second time), until you are known all over your city, not only as a druggist, but as a dispenser of drinks that can't be beaten. So, taking it all in all, who can say that mirror advertising is not profitable? Try it and watch the results of a summer—a gain of fifty per cent. Try for yourself and be convinced.

Wm. C. B. Merriam.

Druggist and Plumber.

Prof. Hallberg says the requirements of the skilled trades are an object lesson to the druggist. The installation of pipes, for example, does not appear to be a difficult operation, nor one requiring an especially high order of skill, and yet the occupation comprises three distinct classes of workers. The charges made by plumbers are proverbial, and yet plumbers probably do not become rich any quicker than druggists. The traditional 400 per cent. of the druggist makes a sorry showing against the profits of the plumber or steamfitter. This is because these workmen charge for their time and the pharmacist does not, or is not permitted to by the public. If a plumber and his assistant may charge one dollar an hour, while repairing a pipe, why should not a pharmacist charge at least in the same proportion for compounding a difficult and time-consuming prescription?

The Drug Market.

Opium—Is very firm, but unchanged in price.

Morphine—Is steady.

Quinine—Is very firm and another advance is looked for.

Cocoa Butter—Has advanced, on account of higher prices abroad.

Oil Cajiput—Is very firm and continues to advance.

Linseed Oil—Is very cheap on account of low price for seed.

Oil Wormwood—On account of new crop coming in, has declined.

The very features that speak well for an advertisement in the office may be entirely overlooked by the class of people it is desired to interest.

The Phenomena of Gelatinization.

It is a remarkable fact that water may be made to assume apparently solid form by adding 1 per cent. only of gelatin to it. The more or less stiff jellies used as table delicacies contain probably over 95 per cent. of water. The jellyfish similarly contains only a small percentage of solid matter. This remarkable property of gelatin of rendering water, so to speak, solid, has been a problem to physicists. It is generally maintained, however, that after all the water in a jelly is in a fluid condition and that therefore it retains its properties unchanged.

According to this view the solid condition of a jelly is the property of the gelatin itself. At any rate, it has been established that a jelly behaves under certain physical experiments very little differently from water. Thus jelly offers little more resistance to the passage of diffusing substances than does pure water. The condition of water in a jelly, therefore, resembles its state when absorbed by a highly porous substance, such as pumice stone or sponge. In other words, the gelatin on setting forms a sort of fine spongy network in which the liquid water is held captive by capillary forces.—Lancet.

Removing Tattoo Marks.

It has been stated by good authority that one may succeed in ridding themselves of these marks by the following process: Pour on the tattooed portion a concentrated solution of tannin, then by means of a needle analogous to that of the tattooer, prick the surface and then rub hard with a nitrate of silver pencil. There is formed a slough which falls at the end of fourteen or eighteen days, and the operation leaves only a slight scar, which at the end of two months is invisible. It is well, however, to consult a physician, or cautiously and skillfully try a very small place at first and see how it works.

R. Reid.

Incompatible Advertisements.

"What's the matter?" asked the advertising solicitor.

"Matter!" demanded the manufacturer of the great model hair restorer; "if you had any sense you'd know what was the matter. In that display advertisement of mine yesterday I said that our wonderful hair medicine had been on the market for twenty years, and on the same page you published portraits of four bald headed men!"

Powdered Castor Oil.

This may be obtained by emulsifying castor oil with skimmed milk, evaporating the mixture to dryness, and then powdering. This is said to be the composition and method of producing the proprietary article known as "Ricinus Siccol."

Our Holiday Line

Will be ready for buyers wishing to take advantage of the

Buyers' Excursion

Aug. 24 to 29, 1903
both days inclusive

We have displayed in our Sample Rooms 29, 31, 33 N. Ionia street complete lines of the following:

Albums, Autographs, Scrap Books, Toilet Cases, Cuff and Collar Boxes, Necktie, Glove and Handkerchief Cases, Manicure Sets, Shaving Sets, Work Boxes, Fancy Celluloid Novelties, Dolls, Toys, Games, All Kinds of Books, Diaries, and an endless variety of suitable articles for the holiday trade.

We make liberal expense allowance to purchasers. We extend a cordial invitation to the trade to make our store headquarters.

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.

ALABASTINE

Beautiful tints, restful to the eye; recommended by oculists for SCHOOL HOUSE walls. Alabastine is a cement base coating, clean, pure and healthful, which will not absorb and propagate disease germs as do kalsomines which are stuck on with glue.

Alabastine Co., Grand Rapids, Mich.
and 105 Water Street, New York City

Olivet College

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Good second-hand 1902 model. All in good running order. Every tire good as new. With top \$450.
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PELOUZE SCALES

ARE THE STANDARD FOR

ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP

BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE.

Nº E 30 AS SHOWN 24 LBS.

Nº T 30 WITH TIN SCOOP.

Nº 32 1/2 BRASS DIAL TILE TOP.

PELOUZE SCALE & MFG. CO.

CATALOGUE, 35 STYLES. CHICAGO.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Oil Wormwood.

Acidum					
Aceticum	60¢ 8	Conium Mac.	80¢ 90	Sellae Co.	2 50
Benzolium, German.	70¢ 75	Copaiba	1 15¢ 1 25	Tolutan	2 50
Boracic	2 17	Cubebae	1 30¢ 1 35	Tolutan virg.	2 50
Carbolicum	22¢ 27	Erethitum	1 50¢ 1 60	Tinctures	
Citricum	40¢ 42	Erigeron	1 00¢ 1 10	Aconitum Napellis R	50
Hydrochlor.	30¢ 5	Gaultheria	2 50¢ 2 40	Aconitum Napellis F	50
Nitricum	80¢ 10	Geranium, ounce	2 75	Aloes	50
Oxalicum	12¢ 15	Gossypil, Sem. gal.	50¢ 60	Aloes and Myrrh	50
Phosphoricum, dil.	40¢ 45	Hedera	1 80¢ 1 85	Arnica	50
Sulphuric	42¢ 45	Juniper	1 50¢ 2 00	Assafetida	50
Tannic	1 10¢ 1 20	Lavandula	90¢ 2 00	Atropa Belladonna	50
Tartaric	38¢ 40	Limonia	1 15¢ 1 25	Aurant Cortex	50
Ammonia		Mentha Piper.	3 25¢ 3 50	Benzoin	50
Aqua, 16 deg.	40¢ 6	Mentha Verid.	5 00¢ 5 50	Benzoin Co.	50
Aqua, 20 deg.	60¢ 8	Morhuus, gal.	5 00¢ 5 25	Barosma	50
Carbonas	13¢ 15	Myrica	4 00¢ 4 20	Cantharides	50
Chloridum	12¢ 14	Piact Liquida	10¢ 12	Capicum	50
Aniline		Piact Liquida, gal.	2 35	Cardamon	50
Black	2 00¢ 2 25	Ricina	80¢ 94	Cardamon Co.	50
Brown	80¢ 1 00	Rosmarin	2 1 00	Castor	1 50
Red	45¢ 50	Rose, ounce	5 00¢ 7 00	Cinchona	50
Yellow	2 50¢ 3 00	Succin	40¢ 45	Cinchona Co.	50
Baccae		Sabina	90¢ 1 00	Columba	50
Cubebae, po. 25	22¢ 24	Santal	2 75¢ 7 00	Cubebae	50
Juniperus	6¢ 7	Sassafras	50¢ 55	Cassia Acutifol.	50
Xanthoxylum	50¢ 55	Sinapis, ess. ounce	2 65	Cassia Acutifol Co.	50
Balsamum		Tigil	1 50¢ 1 60	Digitalis	50
Copaiba	50¢ 55	Thyme	40¢ 50	Ergot	50
Peru	60¢ 65	Thyme, opt.	2 1 60	Ferr Chloridum	50
Terebin, Canada	45¢ 50	Theobromas	15¢ 20	Gentian	50
Tolutan	45¢ 50	Potassium		Gentian Co.	50
Cortex		Bi-Carb.	15¢ 18	Gulaca	50
Abies, Canadian	18	Bichromate	13¢ 15	Gulaca ammon.	50
Cassia	18	Bromide	45¢ 45	Hyoscyamus	50
Cinchona Flava	18	Carb.	12¢ 15	Iodine	75
Euconymus atropurp.	18	Chlorate, po. 17	16¢ 18	Iodine, colorless	50
Myrica Cerifera, po.	20	Cyanide	34¢ 38	Lobelia	50
Prunus Virgini.	12	Iodide	2 30¢ 2 40	Myrrh	50
Quillaja, gr'd.	12	Potassa, Bitart, pure	25¢ 30	Nux Vomica	50
Sassafras, po. 18	14	Potass Nitras, opt.	7¢ 10	Opil.	50
Ulmus, po. 20, gr'd	30	Potass Nitras	8¢ 8	Opil, comphorated	50
Extractum		Prussiate	23¢ 26	Opil, deodorized	1 50
Glycyrrhiza Glabra	24¢ 30	Sulphate po.	15¢ 18	Quassia	50
Glycyrrhiza, po.	28¢ 30	Radix		Rhastan	50
Hematox, 15 lb. box	11¢ 12	Aconitum	20¢ 25	Rheum	50
Hematox, 15	13¢ 14	Althae	30¢ 33	Sanguinaria	50
Hematox, 1/4s	14¢ 15	Anchusa	10¢ 12	Serpentaria	50
Hematox, 1/4s	14¢ 15	Arum po.	2¢ 25	Seromonium	50
Hematox, 1/4s	14¢ 15	Calamus	20¢ 40	Tolutan	50
Hematox, 1/4s	14¢ 15	Gentiana, po. 15	12¢ 15	Valerian	50
Hematox, 1/4s	14¢ 15	Glycyrrhiza, pv. 15	16¢ 18	Veratrum Veride	20
Hematox, 1/4s	14¢ 15	Hydrastis Canaden.	2 75	Zingiber	20
Hematox, 1/4s	14¢ 15	Hydrastis Can., po.	2 80	Miscellaneous	
Ferru		Hellebore, Alba, po.	12¢ 15	Ather, Spts. Nit. F	30¢ 35
Carbonate Precip.	15	Inula, po.	18¢ 22	Ather, Spts. Nit. F	34¢ 38
Citrate and Quinla.	2 25	Ipecac, po.	2 75¢ 2 80	Alumen	24¢ 3
Citrate Soluble	75	Iris plox., po. 35	35¢ 40	Alumen, gro'd., po. 7	30¢ 4
Ferrocyanidum Sol.	40	Jalapa, pt.	25¢ 30	Annatto	40¢ 5
Soluit. Chloride	15	Maranta, 1/4s	25¢ 30	Antimoni	40¢ 5
Sulphate, com'l.	80	Podophyllum, po.	22¢ 25	Antimoni et Potass T	40¢ 50
Sulphate, com'l, by	80	Rhei	70¢ 1 00	Antipyrin	2 25
Sulphate, pure	7	Rhei, cut.	2 125	Antifebrin	2 20
Flora		Rhei, pv.	75¢ 1 35	Argent Nitras, oz.	42
Arnica	15¢ 18	Spigella	35¢ 38	Arsenicum	10¢ 12
Anthemis	22¢ 25	Sanguinaria, po. 15	2 18	Balm Gilead Buds.	40¢ 50
Matricaria	30¢ 35	Serpentaria	65¢ 70	Bismuth S. N.	2 20¢ 2 30
Folia		Senega	75¢ 80	Calcium Chlor., 1/4s.	2 9
Barosma	35¢ 40	Smlax, officinalis H.	2 25	Calcium Chlor., 1/4s.	2 12
Cassia Acutifol, Tin-	20¢ 25	Smlax, M.	2 25	Cantharides, Rus. po	2 15
nevely	20¢ 25	Sellae	10¢ 12	Capitel Fructus, af.	2 15
Cassia Acutifol, Ali.	20¢ 25	Symplocarpus, Foeti-	2 25	Capitel Fructus, po.	2 15
Salvia officinalis, 1/4s	12¢ 20	us, po.	2 25	Capitel Fructus B, po	12¢ 14
and 1/4s	12¢ 20	Valeriana, Eng. po. 30	15¢ 20	Caryophyllus, po. 15	12¢ 14
Uva Ursi	8¢ 10	Valeriana, German.	14¢ 15	Carmine, No. 40	3 00
Gummi		Zingiber a.	14¢ 15	Cera Alba	50¢ 60
Acacia, 1st picked	65	Zingiber j.	15¢ 20	Cera Flava	40¢ 42
Acacia, 2d picked	45	Semen		Coccus	40¢ 40
Acacia, 3d picked	45	Anisum	2 15	Cassia Fructus	2 35
Acacia, sifted sorts.	28	Aplum (graveleons).	13¢ 15	Centraria	2 10
Acacia, po.	45¢ 65	Bird, is	4¢ 6	Cetaceum	45
Aloe, Barb. po. 18	12¢ 14	Carul.	10¢ 11	Chloroform	50¢ 60
Aloe, Cape, po. 25	6¢ 25	Cardamon	70¢ 90	Chloroform, squibbs	2 10
Aloe, Socotri, po. 40	6¢ 30	Coriandrum	80¢ 1 00	Chloral Hyd Crst.	1 50¢ 1 60
Ammoniac	55¢ 60	Cannabis Sativa	84¢ 7 00	Chondrus	20¢ 25
Assafetida	25¢ 40	Cydonium	75¢ 1 00	Cinchonidine, F. & W	38¢ 48
Benzoinum	50¢ 55	Chenopodium	25¢ 30	Cinchonidine, Germ.	38¢ 48
Catechu, is	6¢ 13	Dipterix Odorate	0¢ 1 00	Cocaine	4 55¢ 4 75
Catechu, 1/4s	6¢ 14	Foeniculum	2 10	Corks, list, dis. pr. ct.	75
Catechu, 1/4s	6¢ 16	Foenugreek, po.	70¢ 9	Croscotum	2 45
Camphore	64¢ 68	Lini	4 2	Creta, bbl. 75	2 2
Euphorbium, po. 35	64¢ 68	Lini, gr'd.	4 2	Creta, prep.	2 2
Gambanum	2 100	Lobelia	1 50¢ 1 85	Creta, prep.	2 2
Gamboge	2 100	Pharlaris Canarian.	5 7	Creta, Rubra	2 2
Gumacum, po. 35	2 100	Rapa	5 7	Crocus	38¢ 40
Kino	2 100	Sinapis Alba	9¢ 10	Cudbear	2 24
Mastic	2 100	Sinapis Nigra	11¢ 12	Cupri Sulph.	64¢ 8
Myrrh	2 100	Spiritus		Dextrine	72¢ 10
Opil, po. 4.50¢ 4.80	3 75¢ 3 85	Frument, W. D. Co.	2 00¢ 2 50	Ether Sulph.	78¢ 92
Shellae	35¢ 45	Frument, D. F. R.	2 00¢ 2 25	Emery, all numbers	2 8
Shellae, bleached	40¢ 45	Frument	1 25¢ 1 50	Ergota	85¢ 90
Tragacanth	70¢ 1 00	Juniperis Co. O. T.	1 65¢ 2 00	Flake White	12¢ 15
Herba		Juniperis Co.	1 75¢ 3 50	Galla	2 23
Absinthium, oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Gambler	80¢ 9
Eupatorium, oz. pkg	25	Spt. Vini Gall.	1 75¢ 6 50	Gelatin, Cooper	2 80
Lobelia	25	Vini Oporto	1 25¢ 2 00	Gelatin, French	35¢ 60
Majorum	25	Vini Alba	1 25¢ 2 00	Glassware, flint, box	75 & 5
Mentha Pip. oz. pkg	25	Sponges		Less than box	70
Mentha Vir. oz. pkg	25	Florida sheeps' wool	2 50¢ 2 75	Glue, brown	11¢ 13
Rue	25	Nassau sheeps' wool	2 50¢ 2 75	Glue, white	15¢ 25
Tanacetum V. oz. pkg	25	Velvet extra sheeps'	2 50¢ 2 75	Glycerina	174¢ 25
Thymus, V. oz. pkg	25	wool, carriage	2 1 60	Grana Paradisi	2 25
Magnesia		Extra yellow sheeps'	2 1 60	Humulus	25¢ 55
Calcined, Pat.	55¢ 60	wool, carriage	2 1 25	Hydrarg Chlor Mite	2 1 00
Carbonate, Pat.	18¢ 20	Grass sheeps' wool	2 1 00	Hydrarg Chlor Cor.	2 90
Carbonate, K. & M.	18¢ 20	Hard, for slate use.	2 75	Hydrarg Ox Rub'm.	2 1 10
Carbonate, Jennings	18¢ 20	Yellow Reef, for	2 1 40	Hydrarg Ammoniat	2 1 20
Oleum		slate use.	2 1 40	Hydrarg Unguentum	50¢ 60
Absinthium	4 50¢ 4 75	Syrups		Ichthyobolia, Am.	65¢ 70
Amygdale, Dulc.	50¢ 60	Acacia	2 50	Indigo	75¢ 1 00
Amygdale, Amarae	8 00¢ 8 25	Aurant Cortex	2 50	Iodine, Resubi.	3 40¢ 3 80
Anisi	1 60¢ 1 65	Zingiber	2 50	Iodoform	3 60¢ 3 85
Aurant Cortex	2 19¢ 2 20	Ipecac	2 50	Lupulin	2 50
Bergamini	2 85¢ 3 25	Ferrul	2 50	Lycopodium	65¢ 70
Cajiputi	80¢ 85	Rhei Arom	2 50	Macleis	65¢ 75
Caryophyll.	80¢ 85	Smlax Officinalis	50¢ 50	Liquor Arien et Hy-	2 25
Cedar	80¢ 85	Senega	50¢ 50	drag lod.	10¢ 12
Chenopadi	2 2 00	Sellae	50¢ 50	Liquor Potass Arsenit	22¢ 3
Cinnamoni	1 00¢ 1 10	Sollae	50¢ 50	Magnesia, Sulph, bbl	1 14
Citronella	85¢ 48			Mannia, S. F.	75¢ 90

Menthol	7 40¢ 8 00	Seidlitz Mixture	50¢ 22	Linseed, pure raw	87 40
Morphia, S. P. & W.	2 35¢ 2 60	Sinapis	2 18	Linseed, boiled	38 41
Morphia, S. N. Y. Q.	2 33¢ 2 60	Sinapis, opt.	2 30	Neatsfoot, winter str	85 70
Morphia, Mal.	2 35¢ 2 60	Snuff, Maccaboy, De	2 41	Spirits Turpentine	57 62
Moschus Canton	2 40	Voca	2 41	Paints	
Myristica, No. 1	38¢ 40	Snuff, Scotch, De Vo's	2 41	BBL	L
Nux Vomica, po. 15	2 10	Soda, Boras	2 11	Red Venetian	1 1/2 2 03
O Co.	35¢ 37	Soda, Boras, po.	2 11	Ochre, yellow Mars.	1 1/2 2 03
Pepsin Saac, H. & P.	2 1 00	Soda et Potass Tart.	2 28¢ 30	Ochre, yellow Ber.	1 1/2 2 03
Piact Liq. N.N. 1/4 gal.	2 1 00	Soda, Carb.	2 2	Putty, commercial	2 1/2 2 1/2 03
Piact Liq. N.N. 1/4 gal.	2 1 00	Soda, Bi-Carb.	2 3¢ 5	Putty, strictly pure	2 1/2 2 1/2 03
Piact Liq., quarts	2 2 00	Soda, Ash	3 1/2 4	Vermilion, Prime	13¢ 15
Piact Liq., pints	2 1 00	Soda, Sulphas	2 2	American	70¢ 75
Pil Hydrarg.	2 80	Spts. Cologne	2 2 60	Vermilion, English	14 2 18
Piper Nigra	2 30	Spts. Ether Co.	2 2 00	Green, Paris	13¢ 18
Piper Alba	2 30	Spts. Vinl Rect. bbl.	2 2	Green, Peninsular	8 1/2 7
Pilx Burgun	10¢ 12	Spts. Vinl Rect. 4 bbl.	2 2	Lead, white	6 1/2 7
Pulmbi Acet.	10¢ 12	Spts. Vinl Rect. 10 gal	2 2	Whiting, white Span	2 90
Purant Cortex	1 30¢ 1 50	Spts. Vinl Rect. 5 gal	2 2	Whiting, gliders	2 95
Pyrethrum, boxes H.	2 75	Strychnia, Crystall.	90¢ 1 15	White, Paris, Amer.	2 1 25
P. D. Co., doz.	2 25	Sulphur, Subl.	2 1/2 3 1/4	Whiting, Paris, Eng.	2 1 48
Pyrethrum, pv.	25¢ 30	Sulphur, Roll.	2 1/2 3 1/4	Universal Prepared	1 10¢ 1 20
Quassia	80¢ 10	Tamarinds	80¢ 10	Varnishes	
Quinla, S. P. & W.	26¢ 38	Terebenth Venice	28¢ 30	No. 1 Turp Coach	1 10¢ 1 20
Quinla, S. German	26¢ 38	Theobromas	42¢ 50	Extra Turp	1 80¢ 1 75
Quinla, N. Y.	26¢ 38	Vanilla	9 00¢ 16 00	Coach Body	2 75¢ 3 00
Rubia Tinctorum	12¢ 14	Zinci Sulph.	7¢ 8	No. 1 Turp Furn.	1 00¢ 1 10
Saccharum Lactis pv	20¢ 22	Oils		Extra Turk Damar.	1 55¢ 1 60
Saccharum Lactis	4 50¢ 4 75	Whale, winter	70 70	Jap. Dryer, No. 1 Turp	70¢
Sanguis Draconis	40¢ 50	Lard, extra	85 90		
Sapo, W.	12¢ 14	Lard, No. 1	80 85		
Sapo M.	10¢ 12				
Sapo G.	2 15				

Fine Holiday Line

That of Grand Rapids Wholesale House
Displayed in the Soo



SAULT STE. MARIE buyers of holiday goods have seldom had such an assortment to select their line from for next Christmas as is to be found in the display shown by W. B. Dudley, the representative of the Hazeltine & Perkins Drug Co., of Grand Rapids. The vacant store adjoining the postoffice has been secured temporarily as a sample room and it is filled with samples of goods that are attractive looking and up-to-date. The line is one of the most comprehensive ever shown in the Soo and when packed fills over 20 big trunks.

—Evening News, Sault Ste. Marie, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Sal Soda
Candles
Macaroni

DECLINED

Clothes Pins
Lemons
Lima Beans

Index to Markets

By Columns

[illegible]

3

59 ft.	Cotton Windsor	1
60 ft.		1
70 ft.		1
80 ft.		1
40 ft.	Cotton Braided	8
50 ft.		8
60 ft.		1
No. 20, each 100 ft long	Galvanized Wire	1
No. 19, each 100 ft long		2
COCOA		
Baker's		7
Cleveland		1
Colonial, $\frac{1}{8}$ s		3
Colonial, $\frac{1}{16}$ s		3
Epps		4
Hips		4
Van Houten, $\frac{1}{8}$ s		1
Van Houten, $\frac{1}{16}$ s		1
Van Houten, $\frac{1}{32}$ s		1
Van Houten, 1s		1
Webb		1
Wilbur, $\frac{1}{8}$ s		1
Wilbur, $\frac{1}{16}$ s		1
COCONUT		
Dunham's $\frac{1}{8}$ s		26
Dunham's $\frac{1}{16}$ s and $\frac{1}{32}$ s		26
Dunham's $\frac{1}{8}$ s		27
Dunham's $\frac{1}{16}$ s		28
Bulk		13
COCOA SHELLS		
20 lb. bags		2
Less quantity		8
Pound packages		4
COFFEE		
Rio		
Common		8
Fair		9
Choice		9
Fancy		15
Santos		
Common		8
Fair		9
Choice		9
Fancy		13
Peaberry		11
Fair		13
Choice		16
Mexican		
Choice		13
Fancy		17
Guatemala		
Choice		13
Java		
African		12
Fancy African		17
O. G.		25
P. G.		31
Mocha		
Arabian		21
Package		
New York Basis.		
Arbuck's		10
Dilworth		10
Jersey		10
Lion		10
McLaughlin's XXXX		10
McLaughlin's XXXX sold to		
retailers only. Mail all orders		
direct to W. F. McLaughlin &		
Co., Chicago.		
Extract		
Holland, $\frac{1}{4}$ gross boxes		9
Feltz, $\frac{1}{4}$ gross		1
Hummel's, $\frac{1}{4}$ gross		1
Hummel's tin $\frac{1}{4}$ gross		1
CRACKERS		
National Biscuit Co.'s brands		
Butter		
Seymour		6
New York		6
Family		6
Salted		6
Wolverine		7
Soda		
N. B. C.		6
Reception Fine		13
Duchess		13
Zephyrette		13
Oyster		
Round		6
Square		6
Faust		7
Extra Farina		7
Argo		7
Sweet Goods—Boxes		
Animals		10
Assorted Cake		10
Belle Rose		8
Bent's Water		16
Cinnamon Bar		9
Coffee Cake, Iced		10
Coffee Cake, Java		10
Coconut Macaroons		10
Cocoa Bar		18
Coconut Taffy		18
Cracknels		16
Creams, Iced		8
Cream Crisp		10
Cubans		11
Currant Fruit		10
Frosted Honey		12
Frosted Cream		8
Ginger Bread		8
Ginger Gingers		8
Ginger Snaps, N. B. C.		8
Gladiator		10
Graham Crackers		8
Graham Wafers		12
Grand Rapids Tea		16
Honey Fingers		12
Iced Honey Crumpets		10
Imperial		8
Jumble Pie		12
Lady Fingers		12
Lemon Snaps		12
Lemon Wafers		16
Marshmallow		16
Marshmallow Creams		16
Marshmallow Walnuts		16
Mary Ann		8
Mixed Picnic		11
Milk Biscuit		7
Molasses Cake		8
Molasses Bar		8
Moss Jelly Bar		12
Newton		12

4

Oatmeal Crackers.....	8
Oatmeal Wafers.....	12
Orange Crisp.....	9
Orange Gem.....	8
Penny Cake.....	8
Pilot Bread, XXX.....	7 1/2
Pretzelettes, hand made.....	8
Pretzels, hand made.....	8
Scotch Cookies.....	10
Seary's Lunch.....	7 1/2
Sugar Cake.....	8
Sugar Biscuit Square.....	8
Sugar Squares.....	8
Sultanas.....	13
Tutti Frutti.....	16
Vanilla Wafers.....	16
Vienna Crisp.....	8
DRIED FRUITS	
Apples	
Sundried.....	2 1/2
Evaporated, 50 lb. boxes.....	5 1/2 @ 27
California Prunes	
100-120 25 lb. boxes.....	2
70-100 25 lb. boxes.....	2 1/2
80-90 25 lb. boxes.....	2 1/2
90-100 25 lb. boxes.....	2 1/2
60-70 25 lb. boxes.....	2 1/2
50-60 25 lb. boxes.....	2 1/2
40-50 25 lb. boxes.....	2 1/2
30-40 25 lb. boxes.....	2 1/2
1/2 cent less in 50 lb. cases	
Citron	
Coriscan.....	14 @ 14 1/2
Currants	
Imported, 1 lb package.....	7 1/2 @
Imported bulk.....	7 1/2 @
Raisins	
Lemon American 10 lb. bx.....	13
Orange American 10 lb. bx.....	13
Raisins	
London Layers 2 Crown.....	1 1/2
London Layers 3 Crown.....	2 1/2
Cluster 4 Crown.....	2 1/2
Loose Muscatels 2 Crown.....	7 1/2
Loose Muscatels 3 Crown.....	7 1/2
Loose Muscatels 4 Crown.....	9 @ 9 1/2
L. M. Seeded.....	9 @ 9 1/2
L. M. Seeded, 1/2 lb.....	7 @ 7 1/2
Sultanas, bulk.....	10 1/2
Sultanas, package.....	10 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima.....	5 1/2
Medium Hand Picked.....	2 1/2
Brown Holland.....	2 1/2
Farina	
24 1 lb. packages.....	1 1/2
Bulk, per 100 lbs.....	2 1/2
Hokey	
Flake, 50 lb. sack.....	1 1/2
Pearl, 200 lb. bbl.....	4 1/2
Pearl, 100 lb. sack.....	2 1/2
Maccaroni and Vermicelli	
Domestic, 10 lb. box.....	6
Imported, 25 lb. box.....	2 1/2
Pearl Barley	
Common.....	2 1/2
Chester.....	2 1/2
Empire.....	3 1/2
Peas	
Green, Wisconsin, bu.....	1 1/2
Green, Scotch, bu.....	1 1/2
Split, lb.....	1 1/2
Rolled Oats	
Rolled Avena, bbl.....	5 1/2
Steel Cut, 100 lb. sacks.....	2 1/2
Monarch, bbl.....	5 1/2
Monarch, 90 lb. sacks.....	2 1/2
Quaker, cases.....	3 1/2
Sago	
East India.....	3 1/2
German, sacks.....	3 1/2
German, broken package.....	4
Tapoca	
Flake, 110 lb. sacks.....	4 1/2
Pearl, 130 lb. sacks.....	3 1/2
Pearl, 24 1 lb. packages.....	5 1/2
Wheat	
Cracked, bulk.....	2 1/2
24 2 lb. packages.....	2 1/2
FISHING TACKLE	
1/4 to 1 inch.....	1
1 1/4 to 2 inches.....	1
2 to 2 1/2 inches.....	1
2 1/2 to 3 inches.....	1
3 inches.....	1
Cotton Lines	
No. 1, 10 feet.....	1
No. 2, 15 feet.....	1
No. 3, 15 feet.....	1
No. 4, 15 feet.....	1
No. 5, 15 feet.....	1
No. 6, 15 feet.....	1
No. 7, 15 feet.....	1
No. 8, 15 feet.....	1
No. 9, 15 feet.....	2
Linon Lines	
Small.....	2 1/2
Medium.....	2 1/2
Large.....	2 1/2
Poles	
Bamboo, 14 ft., per doz.....	5 1/2
Bamboo, 16 ft., per doz.....	6 1/2
Bamboo, 18 ft., per doz.....	8 1/2
FLAVORING EXTRACTS	
Jennings	
No. 2 D. C. per doz.....	5 1/2
No. 4 D. C. per doz.....	1 1/2
No. 6 D. C. per doz.....	2 1/2
Taper D. C. per doz.....	1 1/2
Mexican Vanilla	
No. 2 D. C. per doz.....	1 1/2
No. 4 D. C. per doz.....	2 1/2
No. 6 D. C. per doz.....	3 1/2
Taper D. C. per doz.....	2 1/2
FRESH MEATS	
Beef	
Carass.....	5 @ 8
Forequarters.....	5 @ 8
Hindquarters.....	8 1/2 @ 10
Loins.....	10 @ 14
Roasts.....	9 @ 12
Stews.....	8 @ 9
Chucks.....	8 @ 9
Plates.....	8 @ 9

5

Pork	
Dressed	6% 97
Loin	10% 21
Boston Butts	8% 99
Shoulders	2% 8
Leaf Lard	2% 84
Mutton	
Carcasses	8% 97
Lambs	7% 98
Veal	
Carcasses	6% 97 7%
GELATINE	
Knorr's Sparkling	1 20
Knorr's Sparkling, pr gross	14 00
Knorr's Acidulated	1 20
Knorr's Acidulated, pr gross	14 00
Oxford	75
Plymouth Rock	1 20
Nelson's	1 50
Cox's, 2-qt size	1 61
Cox's, 1-qt size	1 10
GRAIN BAGS	
Amoskeag, 100 in bale	16%
Amoskeag, less than bale	16%
GRAINS AND FLOUR	
Wheat	
Wheat	75
Winter Wheat Flour	
Local Brands	
Patents	4 85
Second Patent	3 85
Straight	3 85
Second Straight	3 36
Clear	3 15
Graham	3 55
Buckwheat	3 00
Rye	3 00
Subject to usual cash discount.	
Flour in bbls., 26c per bbl. additional.	
Worden Grocer Co.'s Brand	
Quaker $\frac{1}{2}$ s.	4 00
Quaker $\frac{1}{4}$ s.	4 00
Quaker $\frac{1}{8}$ s.	4 00
Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best $\frac{1}{2}$ s.	5 10
Pillsbury's Best $\frac{1}{4}$ s.	5 00
Pillsbury's Best $\frac{1}{8}$ s.	4 90
Pillsbury's Best $\frac{1}{2}$ s paper.	4 93
Pillsbury's Best $\frac{1}{4}$ s paper.	4 90
Lemon & Wheeler Co.'s Brand	
Wingold $\frac{1}{2}$ s.	5 00
Wingold $\frac{1}{4}$ s.	4 93
Wingold $\frac{1}{8}$ s.	4 80
Judson Grocer Co.'s Brand.	
Ceresota $\frac{1}{2}$ s.	5 25
Ceresota $\frac{1}{4}$ s.	5 5
Ceresota $\frac{1}{8}$ s.	5 5
Worden Grocer Co.'s Brand	
Laurel $\frac{1}{2}$ s.	5 20
Laurel $\frac{1}{4}$ s.	5 10
Laurel $\frac{1}{8}$ s.	5 00
Laurel $\frac{1}{2}$ s and $\frac{1}{4}$ s paper.	5 10
Meal	
Bolted	2 60
Granulated	2 70
Feed and Millstuffs	
St. Car Feed screened	22 80
No. 1 Corn and Oats	92 50
Corn Meal, coarse	21 35
Winter Wheat Bran	17 50
Winter Wheat Middlings	21 00
Cow Feed	19 00
Screenings	18 00
Oats	
Car lots	36
Corn	
Car lots	56
Hay	
No. 1 Timothy car lots	12 00
No. 1 Timothy ton lots	14 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
INDIGO	
Madras, 5 lb. boxes	55
S. F., 2 and 5 lb. boxes	50
JELLY	
5 lb. palls. per doz.	1 85
15 lb. palls.	37
30 lb. palls.	68
LICORICE	
Pure	30
Calabria	22
Sicily	14
Root	11
LYE	
Eagle Brand	
High test powdered lye.	
Single case lots.	
10c size, 4 doz cans per case 3 50	
Quantity deal.	
\$3.90 per case, with 1 case free with every 5 cases or $\frac{1}{2}$ case free with 3 cases.	
Condensed, 2 doz.	1 20
Condensed, 4 doz.	2 25
MEAT EXTRACTS	
Armour's, 2 oz.	4 45
Armour's, 4 oz.	8 20
Leibig's, Chicago, 2 oz.	2 75
Leibig's, Chicago, 4 oz.	5 50
Leibig's, Imported, 2 oz.	4 50
Leibig's, Imported, 4 oz.	8 50
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	28
Good	22
Half-barrels 2c extra	
MUSTARD	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50

6	7	8	9	10	11
METAL POLISH Search Brand. Paste, 3 oz. box, per doz. 75 Paste, 6 oz. box, per doz. 1 25 Liquid, 4 oz. bottle, per doz. 1 00 Liquid, 1/2 pt. can, per doz. 1 60 Liquid, 1 pt. can, per doz. 2 50 Liquid, 1/2 gal. can, per doz. 8 50 Liquid, 1 gal. can, per doz. 14 00 OLIVES Bulk, 1 gal. kegs. 1 60 Bulk, 3 gal. kegs. 85 Bulk, 5 gal. kegs. 85 Manzanilla, 7 oz. 80 Queen, pints. 2 35 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 8 oz. 90 Stuffed, 16 oz. 1 45 Stuffed, 18 oz. 2 29 PIPES Clay, No. 216. 1 70 Clay, T. D., full count. 65 Clay No. 2. 85 PICKLES Medium Barrels, 1,200 count. 8 75 Half bbls, 600 count. 4 88 Small Barrels, 2,400 count. 10 53 Half bbls, 1,200 count. 5 75 PLAYING CARDS No. 90, Steamboat. 90 No. 15, Rival, assorted. 1 20 No. 20, Rover, enameled. 1 60 No. 572, Special. 1 75 No. 98, Golf, satin finish. 2 00 No. 808, Bicycle. 2 00 No. 632, Tournam't Whist. 2 25 POTASH 48 cans in case. Babbitt's. 4 00 Penna Salt Co.'s. 3 00 PROVISIONS Barreled Pork Mess. 215 10 Back, fat. 217 00 Clear back. 217 00 Short out. 215 00 Pig. 18 00 Bean. 214 00 Family Mess Loin. 18 25 Clear. 216 75 Dry Salt Meats Bellies. 10 1/2 S P Bellies. 11 1/2 Extra shorts. 9 1/2 Smoked Meats Hams, 12 lb. average. 2 13 Hams, 14 lb. average. 2 13 Hams, 16 lb. average. 2 13 Hams, 20 lb. average. 2 13 Ham dried beef. 2 12 1/2 Shoulders (N. Y. cut) 2 12 1/2 Bacon, c/sar. 12 1/2 14 California hams. 2 8 1/2 Balled Hams. 2 14 1/2 Picnic Balled Hams. 2 14 1/2 Berlin Ham pr's'd. 9 9 1/2 Mince Hams. 2 9 1/2 Lard Compound. 2 7 1/2 Pure. 2 3 1/2 60 lb. Tubs, advance. 7 1/2 80 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. 65 1/2 Liver. 8 1/2 Frankfurt. 2 7 1/2 Pork. 8 2 1/2 Veal. 7 1/2 Tongue. 8 1/2 Headcheese. 6 1/2 Beef Extra Mess. 10 50 Boneless. 10 50 Rump, New. 10 10 00 Pigs Feet 1/2 bbls, 40 lbs. 1 90 1/2 bbls, 30 lbs. 3 80 1 bbls, 1 lb. 7 75 Tripe Kits, 15 lbs. 70 1/2 bbls, 40 lbs. 1 25 1/2 bbls, 80 lbs. 2 60 Casings Pork. 28 Beef rounds. 5 Beef middles. 12 Sheep. 65 Uncolored Butterline Solid, dairy. 10 210 1/2 Rolls, dairy. 11 1/2 212 1/2 Rolls, purity. 14 1/2 Solid, purity. 14 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 14 lb. 17 50 Roast beef, 2 lb. 2 40 Potted ham, 1/2. 45 Deviled ham, 1/2. 45 Deviled ham, 1/2. 45 Potted tongue, 1/2. 45 Potted tongue, 1/2. 45 RICE Domestic Carolina head. 7 Carolina No. 1. 8 1/2 Carolina No. 2. 8 Broken. 8 Imported. Japan, No. 1. 5 1/2 26 Japan, No. 2. 5 1/2 Java, fancy head. 2 5 1/2 Java, No. 1. 2 5 1/2 Table. 2 5 1/2	SALAD DRESSING Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Church's Arm and Hammer. 3 15 Deland's. 3 00 Dwight's Cow. 3 15 Emblem. 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 95 Granulated, 100 lb. cases. 108 Lump, bbls. 95 Lump, 145 lb. kegs. 95 SALT Diamond Crystal Table, cases, 24 3 lb. boxes. 1 40 Table, barrels, 100 3 lb. bags. 3 00 Table, barrels, 50 6 lb. bags. 3 00 Table, barrels, 40 7 lb. bags. 2 75 Butter, barrels, 320 lb. bulk. 2 58 Butter, barrels, 20 14 lb. bags. 2 85 Butter, sacks, 28 lbs. 27 Butter, sacks, 56 lbs. 27 Shaker, 24 2 lb. boxes. 1 50 Common Grades 100 3 lb. sacks. 1 90 20 10 lb. sacks. 1 90 20 10 lb. sacks. 1 70 56 lb. sacks. 30 28 lb. sacks. 15 Warsaw 56 lb. dairy in drill bags. 40 28 lb. dairy in drill bags. 20 Solar Rock 56 lb. sacks. 28 Common Granulated Fine. 75 Medium Fine. 80 SALT FISH Cod Large whole. 2 6 Small whole. 2 5 1/2 Strips or brisks. 7 2 1/2 Pollock. 2 3 1/2 Halibut. Strips. 13 Chunks. 14 Herring Holland white hoops, bbl. 10 60 Holland white hoops, bbl. 5 30 Holland white hoop, keg. 2 7 1/2 Norwegian. 65 Round 100 lbs. 3 60 Round 50 lbs. 2 10 Sealed. 13 1/2 Sakers. 45 Trout No. 1, 100 lbs. 5 50 No. 1, 40 lbs. 2 50 No. 1, 10 lbs. 70 No. 1, 8 lbs. 59 Mackerel Mess 100 lbs. 16 50 Mess 50 lbs. 8 75 Mess 10 lbs. 1 80 Mess 8 lbs. 1 47 No. 1, 100 lbs. 15 00 No. 1, 50 lbs. 8 00 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam. 100 lbs. 7 75 50 lbs. 3 68 10 lbs. 92 8 lbs. 77 SEEDS Anise. 15 Canary, Smyrna. 4 1/2 Caraway. 8 Cardamon, Malabar. 1 00 Celery. 10 Hemp, Russian. 4 Mixed Bird. 4 Mustard, white. 8 Poppy. 6 Rape. 6 1/2 Cuttle Bone. 25 SHOE BLACKING Handy Box, large. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SOAP Johnson Soap Co. brands— Silver King. 3 65 Calumet Family. 2 75 Scotch Family. 2 85 Cuba. 2 85 Jas. S. Kirk & Co. brands— American Family. 4 05 Dusky Diamond 50-8 oz. 2 80 Dusky Diamond 100-6 oz. 3 80 Jap Rose. 3 75 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 3 10 White Cloud. 2 15 Lantz Bros. & Co.'s brands— Big Acme. 4 00 Big Master. 4 00 Snow Boy Pwdr, 100-pkgs 4 00 Marselles. 4 00 Acme, 100-1/2 lb bars 3 70 (6 box lots, 1 free with 5) Acme, 100-1/2 lb bars single box lots. 3 20 Proctor & Gamble brands— Lenox. 3 10 Ivory, 8 oz. 4 00 Ivory, 10 oz. 6 75 Schultz & Co. brand— Star. 3 25 A. B. Whisley brands— Good Cheer. 4 00 Old Country. 3 48	Scouring Enoch Morgan's Sons. Sapolio, gross lots. 9 00 Sapolio, half gross lots. 4 10 Sapolio, single boxes. 2 25 Sapolio, hand. 2 25 SODA Boxes. 5 1/2 Kegs, English. 4 1/2 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Kappes, in jars. 43 SPICES Whole Spices Allspice. 12 Cassia, China in mats. 12 Cassia, Batavia, in bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 50 Cloves, Amboyana. 17 Cloves, Zanzibar. 14 Mace. 55 Nutmegs, 75-80. 150 Nutmegs, 105-10. 36 Nutmegs, 115-20. 35 Pepper, Singapore, black. 15 Pepper, Singapore, white. 28 Pepper, black. 13 Pure Ground in Bulk Allspice. 18 Cassia, Batavia. 18 Cassia, Saigon. 48 Cloves, Zanzibar. 17 Ginger, African. 15 Ginger, Cochin. 18 Ginger, Jamaica. 18 Mace. 18 Mustard. 18 Pepper, Singapore, black. 17 Pepper, Singapore, white. 25 Pepper, Cayenne. 28 STARCH Common Gloss 1-lb. packages. 5 3-lb. packages. 4 1/2 5-lb. packages. 5 1/2 25 and 50-lb. boxes. 3 1/2 2 1/2 Common Corn 20 1-lb. packages. 5 40 1-lb. packages. 4 1/2 2 1/2 SYRUPS Corn Barrels. 23 Half bbls. 25 10 lb. cans, 1/2 doz. in case. 1 70 5 lb. cans, 1 doz. in case. 1 50 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 48 Powdered. 5 30 Coarse Powdered. 5 25 XXXX Powdered. 5 35 Fine Granulated. 5 20 2 lb. bags Fine Gran. 5 35 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 07 No. 2, Windsor A. 5 00 No. 3, Ridgewood A. 5 00 No. 4, Phoenix. 4 65 No. 5, Empire A. 4 85 No. 6. 4 80 No. 7. 4 75 No. 8. 4 70 No. 9. 4 65 No. 10. 4 55 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. 38 Regular, medium. 24 Regular, choice. 32 Regular, fancy. 38 Basket-fired, medium. 30 Basket-fired, choice. 31 Basket-fired, fancy. 43 Nibs. 22 1/2 24 Siftings. 20 11 Fannings. 12 1/2 14 Gunpowder Moyune, medium. 30 Moyune, choice. 32 Moyune, fancy. 40 Pingsuey, medium. 30 Pingsuey, choice. 30 Pingsuey, fancy. 40 Young Hyson Choice. 30 Fancy. 38 Oolong Formosa, fancy. 42 Amoy, medium. 25 Amoy, choice. 32 English Breakfast Medium. 20 Choice. 30 Fancy. 40 India Ceylon, choice. 32 Ivory, 8 oz. 4 00 Ivory, 10 oz. 6 75 TOBACCO Cigars H. & P. Drug Co.'s brands. Fortune Teller. 35 80 Our Manager. 35 80 Good Cheer. 35 80 Quintette. 35 80	Fine Cut adillac. 54 weet Loma. 33 Hiawatha, 5 lb. palls. 75 Hiawatha, 10 lb. palls. 53 Telegram. 22 Pay Car. 31 Prairie Rose. 49 Protection. 37 Sweet Burley. 42 Tiger. 38 Plug Red Cross. 32 Palo. 34 Kyo. 34 Hiawatha. 41 Battle Axe. 33 American Eagle. 32 Standard Navy. 38 Spear Head, 16 oz. 41 Spear Head, 8 oz. 43 Nobby Twist. 48 Jolly Tar. 35 Old Honesty. 42 Tolly. 36 J. T. 36 Popper Heldsick. 61 Boot Jack. 78 Honey Dip Twist. 39 Black Standard. 38 Cadillac. 38 Forge. 30 Nickel Twist. 50 Smoking Sweet Core. 34 Flat Car. 37 Great Navy. 34 Warpath. 25 Bamboo, 16 oz. 24 I X L, 5 lb. 28 I X L, 16 oz. palls. 30 Honey Dew. 26 Gold Block. 35 Flagman. 38 Chips. 21 Kid Dried. 21 Duke's Mixture. 38 Duke's Cameo. 43 Myrtle Navy. 40 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1 lb. palls. 37 Cream. 36 Corn Cake, 2 1/2 oz. 24 Corn Cake, 1 1/2 oz. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 34 Peerless, 1 1/2 oz. 36 Air Brake. 36 Cant Hook. 30 Country Club. 32 3/4 Good Indian. 23 Self Binder. 20 22 Silver Foam. 34 TWINE Cotton, 3 ply. 20 Cotton, 4 ply. 23 Jute, 2 ply. 12 Hemp, 6 ply. 12 Flax, medium. 20 Wool, 1 lb. balls. 6 VINEGAR Malt White Wine, 40 grain. 8 Malt White Wine, 60 grain. 11 Pure Cider, B. & B. brand. 11 Pure Cider, Red Star. 11 Pure Cider, Robinson. 11 Pure Cider, Silver. 11 WASHING POWDER Diamond Flake. 2 75 Gold Brick. 3 25 Gold Dust, regular. 4 50 Gold Dust, 50. 4 00 Kirkoline, 24 4 lb. 3 90 Pearlina. 2 75 Soapline. 4 10 Babbitt's 1776. 4 75 Roseline. 3 50 Armour's. 3 70 Nine O'clock. 3 35 Wisdom. 3 80 Seacrine. 3 50 Rub-No-More. 3 75 WICKING No. 0, per gross. 25 No. 1, per gross. 30 No. 2, per gross. 30 No. 3, per gross. 50 WOODENWARE Baskets Bushels. 1 10 Bushels, wide band. 1 25 Market. 35 Splint, large. 6 00 Splint, medium. 5 00 Splint, small. 4 00 Willow Clothes, large. 8 00 Willow Clothes, medium. 5 80 Willow Clothes, small. 5 00 Bradley Butter Boxes 2 lb. size, 24 in case. 72 3 lb. size, 16 in case. 68 5 lb. size, 12 in case. 63 10 lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate. 40 No. 2 Oval, 250 in crate. 45 No. 3 Oval, 250 in crate. 50 No. 5 Oval, 250 in crate. 60 Churns Barrel, 5 gals., each. 2 40 Barrel, 10 gals., each. 2 55 Barrel, 15 gals., each. 2 70 Clothes Pins Round head, 5 gross box. 57 Round head, cartons. 75 Egg Crates Humpty Dumpty. 2 25 No. 1, complete. 29 No. 2 complete. 29 Faucets Cork lined, 8 in. 75 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 85	Mop Sticks Trojan spring. 90 Eclipse patent spring. 85 No. 1 common. 75 No. 2 patent brush holder. 85 12 lb. cotton mop heads. 25 Ideal No. 7. 90 Palls 2-hoop Standard. 1 50 3-hoop Standard. 1 65 2-wire, Cable. 1 60 3-wire, Cable. 1 80 Cedar, all red, brass bound. 1 25 Paper, Eureka. 2 25 Fibre. 2 70 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 60 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 Tubs 20-inch, Standard, No. 1. 7 00 18-inch, Standard, No. 2. 6 00 16-inch, Standard, No. 3. 5 00 20-inch, Cable, No. 1. 7 50 18-inch, Cable, No. 2. 6 50 16-inch, Cable, No. 3. 5 50 No. 1 Fibre. 10 30 No. 2 Fibre. 9 45 No. 3 Fibre. 8 75 Wash Boards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 3 25 Single Peerless. 2 50 Northern Queen. 2 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 2 25 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter. 75 13 in. Butter. 1 10 15 in. Butter. 1 75 17 in. Butter. 2 75 19 in. Butter. 4 25 Assorted 13-15-17. 1 75 Assorted 15-17-19. 3 00 WRAPPING PAPER Common Straw. 1 1/2 Fiber Manila, white. 3 1/2 Fiber Manila, colored. 4 No. 1 Manila. 4 Cream Manila. 3 Butcher's Manila. 2 1/2 Wax Butter, short count. 13 Wax Butter, full count. 20 Wax Butter, rolls. 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 3 doz. 1 15 Yeast Foam, 1 1/2 doz. 88 FRESH FISH Per lb. White fish. 10 11 Trout. 10 11 Black Bass. 11 12 Clauses or Herring. 14 Bluefish. 12 Live Lobster. 25 Botted Lobster. 27 Cod. 10 Haddock. 8 No. 1 Pickerel. 8 1/2 Pike. 7 Perch. 7 Smoked White. 12 1/2 Red Snapper. 12 1/2 Col River Salmon. 15 Mackerel. 12 20 OYSTERS Cans F. H. Counts. per can 50 Extra Selects. 50 Selects. 50 Perfection Standards. 50 Anchors. 50 Standards. 50 HIDES AND PELTS Hides Green No. 1. 7 Green No. 2. 6 1/2 Cured No. 1. 7 1/2 Cured No. 2. 7 1/2 Calfskins, green No. 1. 10 Calfskins, green No. 2. 9 1/2 Calfskins, cured No. 1. 10 1/2 Calfskins, cured No. 2. 9 1/2 Steer hides 60 lbs. or over. 9 1/2 Cow hides 60 lbs. or over. 8 1/2 Pelts Old Wool. 35 75 Lamb. 20 50 Shearings. 20 50 Tallow No. 1. 4 No. 2. 4	Wool Washed, fine. 2 20 Washed, medium. 2 22 Unwashed, fine. 7 19 Unwashed, medium. 20 2 CONFECTIONS Stick Candy Standard. bbls. palls 7 Standard H. H. 7 Standard Twist. 7 Cut Leaf. 9 Jumbo, 32 lb. cases 7 1/2 Extra H. H. 10 1/2 Boston Cream. 210 Mixed Candy Grocers. 8 Competition. 7 Special. 7 1/2 Conserve. 7 1/2 Royal. 8 1/2 Ribbon. 8 1/2 Broken. 8 1/2 Cut Leaf. 8 1/2 English Rock. 8 1/2 Kindergarten. 9 Bon Ton Cream. 8 1/2 French Cream. 9 Dandy Pan. 10 Hand Made Cream mixed. 11 1/2 Premo Cream mix. 12 1/2 Fancy-In Pails O F Horehound Drop. 10 1/2 Puffy Hearts. 15 Coco Bon Bons. 12 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 11 Salted Peanuts. 10 Starlight Kisses. 10 San Blas Goodies. 12 1/2 Lozenges, plain. 9 Lozenges, printed. 10 Champion Chocolate. 11 Eclipse Chocolates. 13 1/2 Quintette Choc. 12 1/2 Champion Gum Dps. 8 1/2 Moss Drops. 8 1/2 Lemon Sours. 9 Imperials. 9 Ital. Cream Opera. 12 1/2 Ital. Cream Bonbons. 12 1/2 10 lb. palls. 11 Molasses Chews. 15 1 lb. cases. 12 1/2 Golden Waffles. 12 1/2 Fancy-In 5 lb. Boxes Lemon Sours. 250 Peppermint Drops. 260 Chocolate Drops. 280 H. M. Choc. Drops. 280 H. M. Choc. Lt. and DK. No. 12. 21 00 Gum Drops. 235 O. F. Licorice Drops. 235 Lozenges, plain. 255 Lozenges, printed. 255 Imperials. 255 Mottos. 260 Cream Bar. 255 Molasses Bar. 255 Hand Made Creams. 80 290 Cream Buttons, Pep. 285 and Wint. 285 String Rock. 285 Wintergreen Berries. 285 Pop Corn Maple Jake, per case. 3 00 Cracker Jack. 3 00 Pop Corn Balls. 1 30 FRUITS Foreign Dried Californias, Fancy. 2 Cal. pkg. 10 lb. boxes. 2 90 Extra Choice, Turk. 10 lb. boxes. 2 Fancy, Turk., 12 lb. boxes. 12 64 Pulled, 6 lb. boxes. 2 Natural, in bags. 2 Dates Fards in 10 lb. boxes. 2 5 1/2 Fards in 50 lb. cases. 5 1/2 5 1/2 Hallow. 1 lb. cases. 2 1/2 Sairs, 50 lb. cases. 2 1/2 NUTS Whole Almonds, Tarragona. 2 16 Almonds, Ivica. 2 Almonds, California, soft shelled. 15 616 Brazil. 11 Filberts. 12 1/2 Walnuts, Grenoble. 15 Walnuts, softshelled. 15 Cal. No. 1. 13 1/2 Table Nuts, fancy. 13 1/2 Pecans, Med. 10 Pecans, Ex. Large. 11 Pecans, Jumbos. 12 1/2 Hickory Nuts per bu. Ohio, new. 255 Cocomans. 255 Chestnuts, per bu. Shelled. 2 Spanish Peanuts. 6 1/2 7 Pecan Halves. 40 Walnut Halves. 37 Filbert Meats. 30 Alcantre Almonds. 33 Jordan Almonds. 60 Peanuts Fancy, H. P., Suns. 5 1/2 5 1/2 Fancy, H. P., Suns. 5 1/2 5 1/2 Roasted. 7 1/2 7 1/2 Choice, H. P., Jumbo. 7 1/2 7 1/2 Choice, H. P., Jumbo. 7 1/2 7 1/2

SPECIAL PRICE CURRENT

AXLE GREASE



Mica, tin boxes.....75 9 00
Paragon.....55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case.....45
1/4 lb. cans, 4 doz. case.....85
1 lb. cans, 2 doz. case.....1 60

Royal



100 size.....90
1/4 lb. cans 1 35
6 oz. cans 1 90
1/4 lb. cans 2 50
1/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING

Arctic, 4 oz. ovals, per gross 4 00
Arctic, 8 oz. ovals, per gross 6 00
Arctic 16 oz. round per gross 9 00

BREAKFAST FOOD

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

Cases, 24 1 lb. packages.....2 70

Oxford Flakes.

No. 1 A, per case.....3 60
No. 2 B, per case.....3 60
No. 3 C, per case.....3 60
No. 1 D, per case.....3 60
No. 2 D, per case.....3 60
No. 3 D, per case.....3 60
No. 1 E, per case.....3 60
No. 2 E, per case.....3 60
No. 1 F, per case.....3 60
No. 3 F, per case.....3 60

Plymouth

Wheat Flakes

Case of 36 cartons.....4 00
each carton contains 1 1/2 lb

TRYABITA

Peptonized Celery Food, 3
doz. in case.....4 05
Hulled Corn, per doz.....85

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.

S&W

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.....
Excelsior, M. & J., 1 lb. cans
Excelsior, M. & J., 2 lb. cans
Tip Top, M. & J., 1 lb. cans
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Distributed by Judson Grocer
Co., Grand Rapids: National
Grocer Co., Detroit and Jack-
son; B. Desenberg & Co., Kal-
amazoo; Symons Bros. & Co.,
Saginaw; Melsel & Goeschel,
Bay City; Fiebach Co., Toledo.

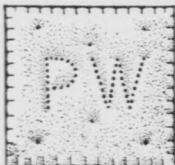
CONDENSED MILK



Gall Borden Eagle.....6 40
Crowd.....5 90
Daisy.....4 70
Champion.....4 25
Magnolia.....4 00
Challenge.....4 40
Dime.....3 85
Peerless Evaporated Cream 4 00

CRACKERS

E. J. 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, c'se. 2 00
Subject to liberal discount. Case
contains 50 packages. Complete
line of high grade crackers and
sweet goods. Perfection Bis-
cuit Co., Ft. Wayne, Ind.
Freight allowance made on
all shipments of 100 lbs. or more
where rate does not exceed 40c
per hundred.

FLAVORING EXTRACTS

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Vanilla Lemon
1 oz full m. 1 20 1 oz full m. 80
2 oz full m. 2 10 2 oz full m. 1 25
No. 3 fan'y. 3 15 No. 3 fan'y. 1 75

COLEMAN'S
FOOTE & JENKS' CLASS
EXTRACTS

Vanilla Lemon
2 oz panel. 1 20 2 oz panel. 75
3 oz paper. 2 00 4 oz paper. 1 50

TABLE SAUCES

LEA & PERRINS'
SAUCE

The Original and
Genuine
Worcestershire.

Lea & Perrin's, pints.....5 00
Lea & Perrin's, 1/2 pints.....2 75
Halford, large.....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 1/2 c more than bulk.

SOAP

Beaver Soap Co. brands



100 cakes, large size.....6 50
50 cakes, large size.....3 25
100 cakes, small size.....3 85
50 cakes, small size.....1 95

JAXON

Single box.....3 10
5 box lots, delivered.....3 85
10 box lots, delivered.....3 00

Place Your
Business
on a
Cash Basis
by using
Coupon Books.
We will
send you samples
if you ask us.

They are
free.

Tradesman Company
Grand Rapids

Our Catalogue is
"Our Drummer"

It lists the largest line of gen-
eral merchandise in the world.

It is the only representative of
one of the six largest commercial
establishments in the United States.

It sells more goods than any
four hundred salesmen on the road
—and at 1-5 the cost.

It has but one price and that is
the lowest.

Its prices are guaranteed and do
not change until another catalogue
is issued. No discount sheets to
bother you.

It tells the truth, the whole
truth and nothing but the truth.

It never wastes your time or
urges you to overload your stock.

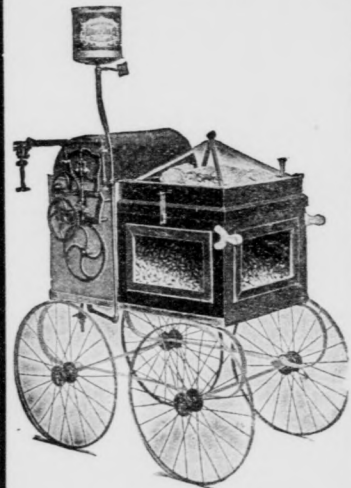
It enables you to select your
goods according to your own best
judgment and with freedom from
undue influence.

It will be sent to any merchant
upon request. Ask for catalogue J.

Butler Brothers

230 to 240 Adams St.,
Chicago

We Sell at Wholesale only.

Little Gem
Peanut Roaster

A late invention, and the most durable, con-
venient 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 Pop-
pers, Roasters and Poppers Combined from
\$.75 to \$200. Most complete line on the mar-
ket. Also Crystal Flake (the celebrated Ice
Cream Improver, 1/4 lb. sample and recipe
free), Flavoring Extracts, power and hand Ice
Cream Freezers; Ice Cream Cabinets, Ice
Breakers, Porcelain, Iron and Steel Cans,
Tubs, Ice Cream Dishers, Ice Shavers, Milk
Shakers, etc., etc.

Kingly Manufacturing Co.,

131 E. Pearl Street,
Cincinnati, Ohio

Fans For
Warm Weather

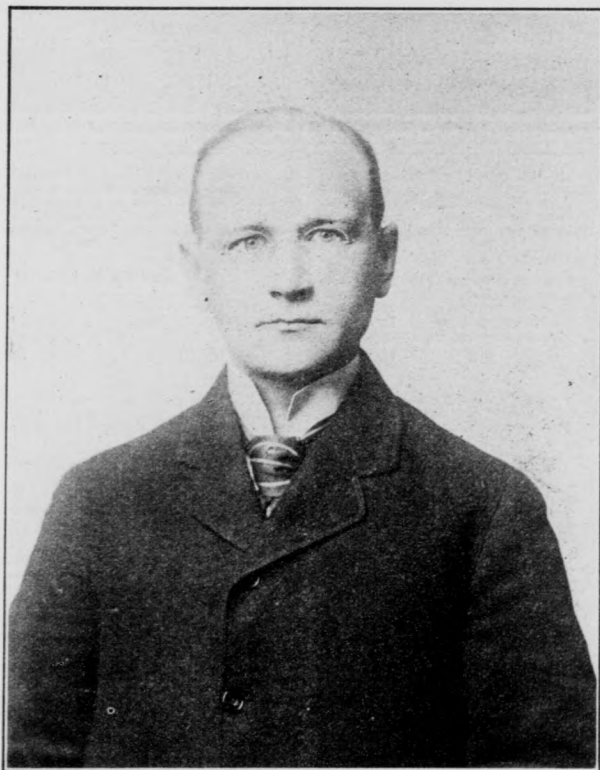
Nothing is more appre-
ciated on a hot day than
a substantial fan. Espe-
cially is this true of coun-
try customers who come
to town without provid-
ing themselves with this
necessary adjunct to com-
fort. We have a large
line of these goods in
fancy shapes and unique
designs, which we fur-
nish printed 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.

Official Greeting to Grand Rapids' Guests—the Grocers and Butchers of Jackson, Battle Creek and Lansing



Ties of friendship, business interest and the common heritage of our great commonwealth create a bond of brotherhood between the Valley City's inhabitants and the loyal citizens of Jackson, Battle Creek and Lansing. By such visits as yours that bond should be strengthened. Grand Rapids gladly opens her gates to all who come on peaceful missions, and to none more willingly than to those who feed so large a number of kindred Wolverines.

W. MILLARD PALMER, Mayor of Grand Rapids.



In behalf of the Grand Rapids Board of Trade, I bid you welcome to the Second City in the confident belief that your visit on Wednesday will be productive of so much pleasure that you will be impelled to repeat the experience at some future time. I sincerely trust you will, one and all, enjoy every moment you are our guests.

SIDNEY F. STEVENS, President G. R. Board of Trade.

HAVE YOUR BOOKS AUDITED

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

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

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

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

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

MICHIGAN TRUST CO.
GRAND RAPIDS, MICH.

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.

Save Oil, Time, Labor, Money By using a Bowser Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

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.

The Banking Business

of Merchants, Salesmen and Individuals solicited.

3 1/2 Per Cent. Interest

Paid on Savings Certificates of Deposit.

The Kent County Savings Bank

Grand Rapids, Mich.

Deposits Exceed 2 1/2 Million Dollars

VOIGT CREAM FLAKES



Try Them For Breakfast

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

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

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

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

AN EXPERIENCED WRAPPER MANUFACTURER desires to organize a new plant for men with capital desiring to go into the ladies' wrapper manufacturing business. Has had ten years' experience. Address, Wrappers, care Michigan Tradesman. 628.

WE WANT A DEALER IN EVERY TOWN in Michigan to handle our own make of fur coats, gloves and mittens. Send for catalogues and full particulars. Ellsworth & Thayer Mfg. Co., Milwaukee, Wis. 617.

BAKERY AND ICE CREAM FACTORY, for sale September first. Anyone wishing to step into a good paying business for a little money will do well to write John W. Deschaine, Marquette, Mich. 616.

FOR SALE—COMPLETE SET OF DRUG fixtures, mahogany ash, recess, glass labeled shop bottles, counters, prescription case; in fact, a whole outfit cheap for cash. Address No. 615, care Michigan Tradesman. 615.

DRUG FIXTURES FOR SALE AT A BARGAIN—Four foot and one foot square front show cases 17 inches high; 112 oak front drug drawers and cases with pulls and labels; one foot painted prescription case with glass doors in front; one pair Trommer's No. 3 counter scales and one pair Trommer's No. 12 prescription scales, both with weights; 184 round shop bottles and labels. P. C. Taylor, Mt. Pleasant, Mich. 613.

FOR SALE—DRUG STORE IN AN EXCEL- lent Indiana town of 1,000; one other drug store; finest farming section in the state; only fountain in town; daily cash sales, \$30. Address K. O., care Michigan Tradesman. 625.

FOR SALE ON ACCOUNT OF POOR health. A clean stock of dry goods, notions, gents' furnishing goods, shoes, hats and trunks; invoice \$6,000; good town; fine grain stock and blue grass country; good deal to right man. Address No. 610, care Michigan Tradesman. 630.

DOUBLE YOUR MONEY BY KEEPING surplus eggs until winter. Recipe how to keep them, \$1. Reliable and not expensive. Address Lock Box 42, Virginia, Ill. 614.

FOR SALE—BAKERY AND HOME MADE candy store in town of 3,000. Reason for selling, bad health. L. W. Hovey, Howell, Mich. 623.

WANTED—HARDWARE STOCK WORTH about \$2,000 or location for new stock in thirty town or city, Northern Michigan preferred. Address P. O. Box 72, Marquette, Mich. 622.

FOR SALE—BAKERY, CONFECTIONERY and ice cream business; only bakery in the town; 1,500 inhabitants. C. E. Shook, Greene, Iowa. 619.

FOR SALE—WHITE OAK STUMPAGE. We own and want to sell oak (principally white oak) on 5,000 acres on Tom Higbee river, Alabama. Has never been logged. Oak is fine. One mile from station on L. & N. R. R., immediately on river bank. Address P. B. & Co., care City National Bank, Selma, Ala. 618.

FOR SALE—STOCK OF GENERAL MER- chandise in Grandville, Mich. Invoice \$1,500. Will rent store or sell. M. D. Lynch, Grandville, Mich. 610.

TO RENT—LARGE TWO-STORY BRICK store and basement with elevator, located at Holland, Michigan, 47 East Eighth St. Enquire at Arend Vischer's law office, 42 East Eighth St., Holland, Mich. 609.

FOR SALE OR TRADE—NEW 40 BARREL swing sifter flour mill, gas engine. A. B. Rhodes, Walton, Ind. 607.

FREE!—250, 150, 100 SHARES OF STOCK as prizes on Thanksgiving Day for three best ads of 100 words each. For rules governing contest, address McCormick Mining Co., Reno, Nev. 608.

NOTICE TO ALL MERCHANTS. IF YOU want to boost your trade, close out your entire stock or reduce stock, write the undersigned full particulars, stating amount of stock. Hamilton, Johnston & Co., 306 Main St., Galveston, Ill. 627.

ONE TRIAL WILL PROVE HOW QUICK and well we fill orders and how much money we can save you. Tradesman Company, Printers, Grand Rapids. 600.

FOR SALE—GROCERY STOCK AND FIX- tures 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.

RESTAURANT, SODA FOUNTAIN, CANDY cigars. Fine outfit and business. Good location for bakery. Cheap, account poor health. Lock box 306, Clyde, Ohio. 605.

FOR SALE—MANUFACTURING BUSI- ness, established 1895, doing a good mail order trade in forty states, also good local trade. Cleared over \$2,000 last year. Will do better every year. Poor health the sole reason for selling. Lauterback, 1062 Monroe St., Chicago. 602.

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., 1053 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 EVAPORAT- ing machinery in good condition. Address F. J. Bertusky, Spring Lake, Mich. 590.

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 invoice 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 \$8,000; do not answer unless you mean business. P. O. Box 567, Poplar Bluff, Mo. 587.

I WILL TAKE \$180 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—A FIRST-CLASS SHINGLE mill, engine 12x16, center crank, ample boiler room, Perkins machine knot saws, boiler and cut-off saws, gummer, drag saw, endless log chain, elevator, all good belts, four good shingle saws, everything first-class. Address A. R. Morehouse, Big Rapids, Mich. 569.

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. 571.

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 Iowa St., Grand Rapids. 521.

WE MAKE A BUSINESS OF BUYING out stocks of general merchandise for cash. Address The Globe, 118 Front St., Traverse City, Mich. 548.

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 RESTAU- rant in manufacturing and resort town of 1,500; portable oven, No. 3 Buck range and holes with warming closets, cement floor in bake shop and kitchen; also spring and city water. Good chance to do a wholesale business. Only bakery and restaurant in city. A good money maker. If you mean business, Address A., care Michigan Tradesman. 491.

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 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. 563.

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.

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 492, 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 24x50, two stories; warehouse, 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.

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—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—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. 671, 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

WANTED—POSITION AS MANAGER OR buyer of clothing and shoe department; five years' experience; best of references. Address Box 239, Coleman, Mich. 614.

WANTED—DRUG CLERK. MUST GIVE first-class references. C. P. Utley, Hesperia, Mich. 626.

WANTED—POSITION BY COMPETENT hardware salesman with good references. Could assume management Age 35 years. Prefer Northern Michigan or Minnesota. Address No. 621, care Michigan Tradesman. 621.

REGISTERED DRUGGIST COMPETENT to take charge wanted by Sept. 1. Address No. 570, care Michigan Tradesman. 570.

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.

WANTED—A YOUNG MAN WHO THOR- oughly understands stenography and typewriting and who has a fair knowledge of office work. Must be well recommended, strictly temperate and not afraid of work. Address Stenographer, care Michigan Tradesman. 62.

SALESMAN WANTED

WANTED—SALESMAN AND LOCAL agents to handle the brilliant Nootide gas light. Nothing like it on the market. Fast seller. Big money for hustlers. Investigate quick. Nootide Gas Light Co., 41-43 State St., Detroit, Mich. 612.

SALESMAN WANTED. GOOD, RELIABLE salesman to sell mining stocks in developed mines. Address J. A. Zahn, 1319 Majestic Building, Detroit, Mich. 611.

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 242, Battle Creek, Mich. 563.

WANTED—SALESMAN TO SELL AS side line or on commission Dilleys Quen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558.

TRAVELING MEN—WE HAVE THE BEST selling side line ever introduced. Light, easily carried, sells at sight. Address Lindemeyer Company, 94 Commerce street, Grand Rapids, Mich. 568.

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.

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.

COUPON BOOKS

SUPERCEDE

BOOK-KEEPING
DISPUTED ACCOUNTS
BAD DEBTS

ACCURACY
ASSURE PROFIT
CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY
SAMPLES

TRADESMAN COMPANY,
GRAND RAPIDS, MICH



Received
Highest Award

GOLD MEDAL

Pan-American
Exposition

The full flavor, the delicious quality, the absolute PURITY of LOWNEY'S COCOA distinguish it from all others. It is a NATURAL product; no "treatment" with alkalis or other chemicals; no adulteration with flour, starch, ground cocoa shells, or coloring matter; nothing but the nutritive and digestible product of the CHOICEST Cocoa Beans. A quick seller and a PROFIT maker for dealers.

WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

*MAPLE JAKE every day
Meets you with a smile.
MAPLE JAKE everywhere—
Eat him all the while.*

Maple Jake

The New Sensation

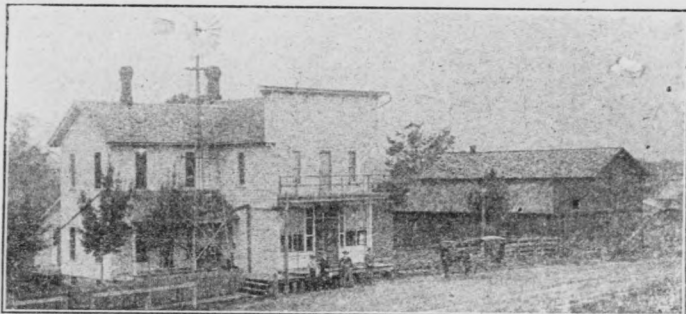
The best seller in the market

A few more shares for sale at 25c on the dollar
in limited amounts only

Grand Rapids Pure Food Co. Ltd.

Grand Rapids, Mich.

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

REGISTERED
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.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND
LUBRICATING OILS

PERFECTION OIL IS THE STANDARD
THE WORLD OVER

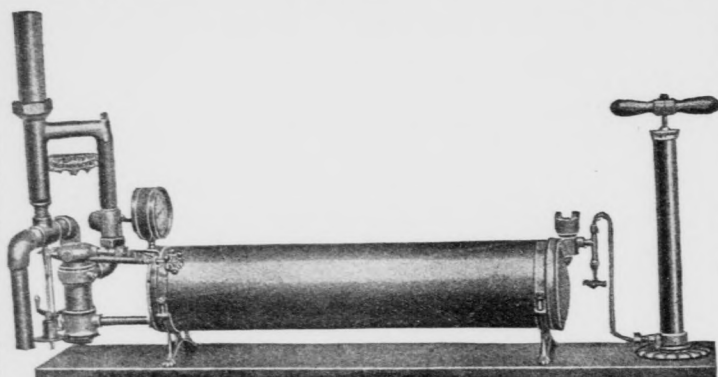
HIGHEST PRICE PAID FOR EMPTY OARBON AND GASOLINE BARRELS

STANDARD OIL CO.

We Want Local Agents

Who are hustlers to sell

Safety Incandescent Gas Machines



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

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

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

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 gross.....	.35
True Blue (best white) per gross.....	.45
Red Chief (best red) per gross.....	.65

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.