

MICHIGAN TRADESMAN

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

Twentieth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 19, 1903.

Number 1039

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

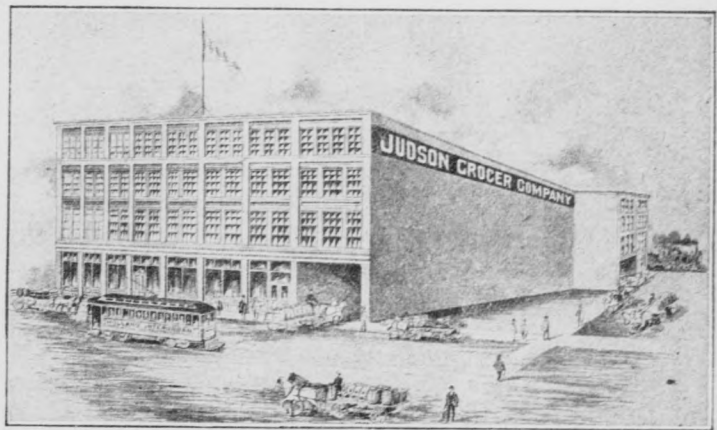
LOOSE LEAF SYSTEMS

or any of our other productions.

Grand Rapids Lithographing Co.

Lithographers, Printers, Binders, Blank Book Manufacturers

8-16 Lyon Street,
Grand Rapids, Mich.



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.

If you have money to invest, talk with us—our suggestions may be of value to you. The number of people well satisfied with our services is steadily increasing. Our offices are easy to reach.

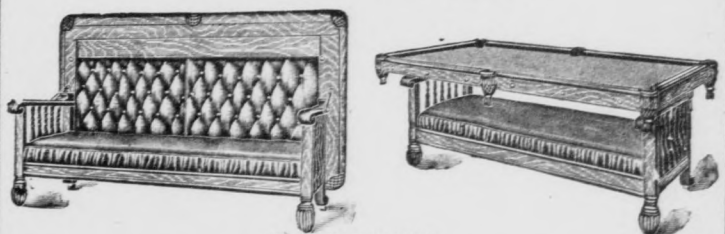
Edward M. Deane & Company
Bankers

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

The Balke Manufacturing Company,

Sole Manufacturers of the

BALKE Combined Davenport, Pool and Billiard Tables.



FOR THE HOME.

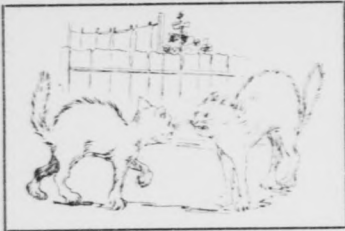
There is Nothing More Enjoyable for indoor amusement than a game of billiards or pool. The great majority of homes are debarred from the king of games on account of lack of room, and in many cases on account of the great expense of the old style table.

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 \$300. Catalogue on application.

The Balke Manufacturing Co., 1 West Bridge Street, Grand Rapids

BALLOU BASKETS ARE BEST



The Love Song OF THE CAT

If not particularly sweet and harmonious, generally ATTRACTS ATTENTION. We are trying to attract your attention to the real merits of

Ballou Baskets

When you can buy a well-made basket throughout from rim to bottom, with better finish and strong construction, at same price as for inferior goods which your jobber furnishes, why not do so? Just DEMAND Ballou Baskets, or order direct. They are always right.

BALLOU BASKET WORKS
BELDING, MICH.

BALLOU BASKETS ARE BEST

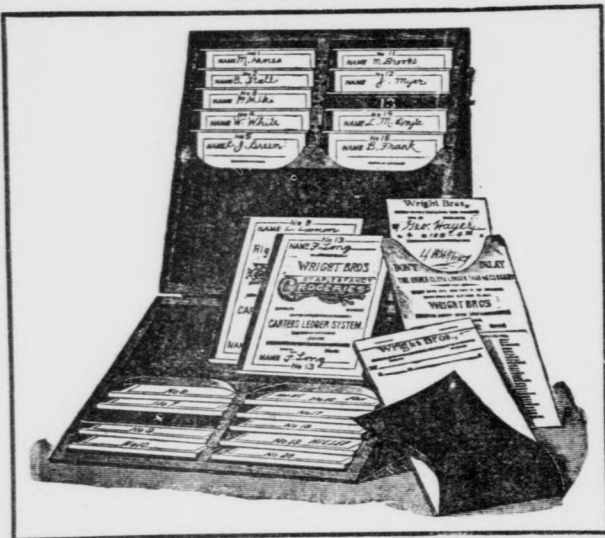
Sunlight

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.



Fruit
Flavor

Fruit
Flavor

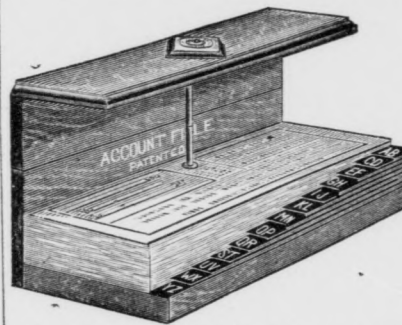
This Is the Popular Flake Food

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

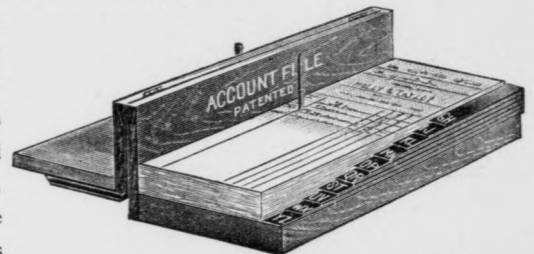
Simple Account File



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 19, 1903.

Number 1039

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader.

C. E. McCRONK, 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 7½c 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 ADVISORS
COLLECTIONS AND LITIGATION
LIMITED
WIDDICOMB BLDG., GRAND RAPIDS.
DETROIT OPERA HOUSE BLOCK, DETROIT.
WE FURNISH PROTECTION AGAINST WORTHLESS ACCOUNTS AND COLLECT ALL OTHERS

WHY NOT BUY YOUR FALL LINE OF

CLOTHING

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

The William Connor Co.

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

IMPORTANT FEATURES.

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TRADING STAMPS.

Experience of a Leading Clothier of Alpena.

I know from bitter experience that there is nothing in trading stamps and coupon schemes of any kind except for the promoters. I have been in business for many years and like most merchants have always been good and ready to adopt any legitimate method of pushing my sales. This ambition often leads us astray, especially since the country is infested with smooth talkers who are able to make a pretty doubtful proposition appear to be the finest thing on earth. I took the bait several times—I am frank to admit that I did not learn in one lesson that these promoters are the only chaps who make a cent out of these various grafts. It seems as though a man would have sense enough to steer clear of them after he had been bitten once, but I did not, and my business neighbors, who are as shrewd a lot of retailers as you will find in the average American city, were just as easy as I proved to be. But let me tell you now that I am through with coupons, premiums and prizes. This does not mean that I have given up in disgust and propose to sit calmly down and let business push itself. Not I. A portion of the money that I have been handing out to the eloquent promoters I have referred to will be expended in newspaper advertising and will bring infinitely more business than many times the sum expended in the slickest coupon scheme ever invented. Any money that I may have to give away will be donated to my customers direct, in the form of reduced prices, instead of being handed over to the father of some illegitimate stamp or coupon enterprise.

Promoters, and perhaps some of their victims, will insist that I do not know what I am talking about, but the fact remains that I obtained my knowledge from actual experience. I have tried the coupon plan of encouraging business in general and cash sales in particular. The trials have convinced me that the patron gets little or nothing for the coupons which cost the business men so dearly. The last deal of this kind in which I was tangled was an atlas scheme and the coupons cost me \$5 a hundred. When the customers accumulated a bunch of them they were entitled to an atlas which was supposed to contain information about everything on earth, except the sucker who bites on gift schemes. We had to pay for all the coupons given out, but only a small proportion of them were ever redeemed or were ever presented for redemption. The result was the atlas people simply pocketed between \$400 and \$500 of my good money without being called upon to give anything in return. That is why I insist that there is nothing in gift schemes except for the promoter.

The coupons may be popular—people may be looking for a chance "to get something for nothing," but they failed to bring the great big bunches of new business that the promoters said would be the sure result if we would only take up the plan and advertise that we were giving coupons. We could not discriminate—had to give the coupons to the old customers or they would get huffy and quit, consequently the first thing I knew the atlas scheme was collecting a fat rake-off from me every month. I quit as soon as I could and when a man approaches me with another coupon scheme he won't get a hearing. I will paddle my own canoe and I can do it very comfortably, too.

I managed to install a strictly cash system in my business without giving coupons to my customers or paying premiums to grafters for something to "encourage cash sales." People told me I could not do it because denying credit to worthy patrons would surely offend them and occasion loss of trade, but I started on a cash basis and made it win. Haven't a dollar due me for merchandise sold in the years since I quit giving credit. Some of the accounts left from the old system are still outstanding and always will be. Any merchant can do the same if he only thinks so and has sufficient nerve.

Thomas Sandham.

Caro—The dry goods stock of Charles Montague here, appraised at \$19,000, was sold at auction Aug. 18 for \$12,000, to Himelhoch Bros. & Co.

Convention of the Michigan Retail Hardware Dealers' Association.

The ninth annual convention of the Michigan Retail Hardware Dealers' Association, which was held at Detroit last week, was fairly well attended and marked genuine progress in the work of the organization. It naturally afforded the Tradesman much pleasure to be able to print in its issue of last week—one week in advance of any other trade journal—all of the papers which were presented during the Wednesday sessions and this week the papers presented on Thursday appear verbatim.

On the invitation of Chas. M. Alden, the next convention will be held in this city, and the local association is already considering plans for the entertainment of the members in a fitting manner.

The officers elected for the ensuing year were as follows:

President—John Popp, Saginaw.

Vice-President—Frank M. Brockett, Battle Creek.

Secretary—A. J. Scott, Marine City.

Treasurer—Henry C. Weber, Detroit.

Executive Committee—W. P. Culber, of Portland; K. S. Judson, of Grand Rapids; J. H. Whitney, of Merrill; E. J. Morgan, of Cadillac, and T. Frank Ireland, of Belding.

The closing session was an executive one, committee reports being received and officers elected. While there was much interest in the election, there was no scramble over the offices, the slate arranged by the Committee on Nominations being put through unanimously.

The membership list has now swelled to 227, which is an increase of 33 1-3 per cent. over the record of last year.

Third Annual Excursion of Ypsilanti Business Men.

Ypsilanti, Aug. 18—The business men are making extensive preparations for a good time on their third annual excursion, which will be held August 19 at Clark's Lake. The place is the resort of Jackson people and many from Ohio spend their summers there.

The train will leave Ypsilanti at 8 a. m., reaching the lake at 9:45, and returning leave the lake at 6:30. There will be no changing of cars, as the train will be run off the Michigan Central tracks onto the C. N. without a minute's delay.

Once at the lake there will be plenty to amuse everybody. There will be a ball game between the business districts, and the K. P. band will be taken along. The resort can accommodate 1,000 people easily. The fare, including a steamboat ride on the lake, will be \$1.15 for the round trip.

THE AFTERMATH.

What Muskegon Merchants Say About Their Recent Picnic. Written for the Tradesman.

The Tradesman in its last issue published an account, from a special correspondent, concerning the recent merchants' picnic in Muskegon. Some of the experiences gathered at this picnic by the committee which had it in charge, as well as the experiences drawn from previous similar attempts, may prove of interest to merchants in other cities where business men's picnics are held and to those who contemplate holding them next year.

This is Muskegon's fifth attempt and it is safe to say that the annual business men's picnic will be continued for many years to come. While there is a tremendous amount of labor involved, there is always a satisfaction in doing that which is done well, even although it calls for the expenditure of some energy. We all love praise more or less and when we receive the commendation of the public we are more than tempted to respond to an encore. If the Executive Committee which had in charge Muskegon's picnic this year found the work exacting, the praise that they have since received has compensated them for it and made them willing to take up again next year the tremendous labor of arranging and carrying out such an event.

In those cities where no picnic has yet been held, it would be well for the merchants to start as Muskegon did, upon a small scale. A business men's picnic is different from any other event in the world and, when conducted on a large scale, requires experience and judgment that can only be acquired by holding such picnics. In Muskegon the beginning was very modest, but each year the picnic has grown until it is now a really elaborate affair, entertaining 20,000 people and caring for them in such a way that they feel fully satisfied that their time has been well spent.

The value to Muskegon can not be overestimated. Not only is a better community feeling created, but the picnic has served as a distinct advertisement for the town. An indication of this is the fact that many of the State papers have recommended to their local merchants that they emulate Muskegon's example next year and hold a business men's picnic.

The business men's picnic in Muskegon has been an evolution. It has grown gradually—is built up on the sure foundation of experience. August Reidel, who is Secretary of this year's picnic association and upon whom the largest share of the labor devolved, expressed it very well, I believe, when he said to me:

"The business men's picnic has a wider significance and greater usefulness than ordinarily credited. Many people labor under the impression that a business men's picnic is merely a day off, with no effects but tired feet and headaches. But such impression is wrong. I claim that a picnic such as held in our city is freighted with greater good than a

holiday. The successful picnic is only possible when the merchants and the manufacturers, the artisans and the professional men all join hands and are willing to make some sacrifice to mingle with their neighbors and to spend a summer's day with their families.

"The business picnic, although it is in itself a frolic, serves to clothe the business man with more dignity, as a factor in the community, and brings to him those associations with other people that in a large degree form our happiness in life. Of course there has been an evolution in our annual picnics. I remember the first picnic held five years ago at Reed's Lake, at Grand Rapids. That year I had my first experience as a member of a picnic committee. Our ideas were few and far between as to how to conduct a picnic. We wondered how to raise the money to defray the expense. We finally made arrangements with the G. R. & I. to allow a percentage on the tickets sold. We carried to Grand Rapids 768 Muskegon people and our profit paid Beerman's band and for banners reading 'The Open Port City's First Annual Picnic.'

"Say, and how it did rain. It seemed as if the Lord was displeased with us for holding our picnic at Grand Rapids when we had more beautiful and ideal picnic grounds at home. We have held our picnics here since and Weather Committeeman Schoenberg every year has given good weather. The only pleasing feature at Grand Rapids was the base ball game between Muskegon and Grand Rapids grocers. You all remember the result. The prize, one box S. C. W. cigars, went to the Muskegon grocers.

"The second annual picnic of the grocers and butchers was held at Lake Michigan Park and the committee having the arrangements in charge copied more or less ideas of our Grand Rapids brothers, but found that the old-style games were not satisfactory and did not please the crowd. The committee appointed the third year was aggressive. All merchants were invited to close for the day and join with the grocers and butchers and call it a merchants' picnic. Not one merchant refused to close. That year the picnic was held at Mona Lake and the committee acted on more original ideas. The programme was carried out fully and on time and the picnic was a big success. Last year's committee was still more aggressive. They said 'merchants' picnic' was not broad enough—invite the manufacturers and their employes and call it the business men's picnic. This idea was carried out and the city was deserted on picnic day as everybody went down to Lake Michigan. Many new features were introduced and all were highly successful. The committee this year endeavored to outdo all previous efforts. I remember a year ago on the 14th day of August, the date of the business men's picnic at Lake Michigan Park, a prominent out-of-town newspaper man said to me: 'There is only one town in

THE BRILLIANT
Gives 100 Candle Power Light
At 15 Cents a Month
Reliable, Safe and Satisfactory
IT NEVER FAILS
Over 100,000 in daily use, during the last 5 years, in homes, stores, churches, shops, etc. Every one gives perfect satisfaction and every lamp guaranteed. Selling agents wanted, write for catalogue.
The Brilliant Gas Lamp Co.
42 State St., Chicago



40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

Established 1780.

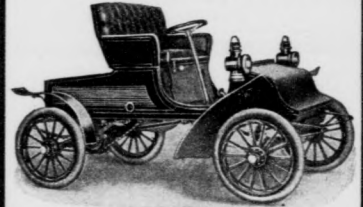
Gas or Gasoline Mantles at
50c on the Dollar

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

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 want one of our machines running in your town right away. And we will actually make the price to get your business now. Agency goes with sample. We guarantee immediate delivery and pay your traveling expenses to prove machine. Write to-day for confidential proposition if you mean business.

Flint Automobile Co.
Flint, Michigan.

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.

Michigan, and that is Muskegon, where a successful picnic is conducted.' He said he attended about all the picnics in the State and never did see anything to compare to our outing. He thought such picnics were only possible in our city. The reason for our successful picnic is due largely to the hard and faithful work of the Executive Committee and all sub-committees."

Mr. Riedel in his concluding sentences is to be pardoned for expressing a little home pride, and also for exhibiting a considerable degree of modesty by giving the Executive Committee and sub-committees entire credit for the success of the picnic. While they did hard and faithful work, the hardest and most faithful worker was Mr. Riedel himself.

As has been the case with all previous picnics, considerable valuable experience was gained from the picnic of 1903. Next year the water melon distribution will probably be eliminated. This is not because it has not proven a good feature, but it has been held for two years now and the committee does not like to run the risk of any prominent feature becoming stale. If they do not have the water melon distribution next year, they will have something else just as good. It is likely that the Muskegon Traction & Lighting Co., who operate the local street railway and own Lake Michigan Park, where the picnic was held, will not regret such a determination for it required the labor of a large force of men for two days to clear the grounds of the bushels of melon rinds which the merry picnickers left behind.

There is one thing sure and that is that the coffee feature will be retained. The custom of giving out hot coffee, properly brewed, just at the dinner hour, has proven very popular. The picnickers have been permitted to bring pails and carry away almost any reasonable quantity of the coffee. The result was that almost every picnic party had a hot drink to accompany its cold lunch and the coffee was something the public really appreciated.

The advertising matter which was distributed at the picnic for the jobbers and manufacturers also pleased the crowd. If any of those who furnished the advertising matter or samples were in doubt about the wisdom or value of this feature, particularly the value to them in an advertising way, they will undoubtedly be reassured by the statement of Louis Lunsford, a member of the Executive Committee, who said to me in conversation:

"Some time after the distribution was over, I purposely made a tour of the grounds to see whether the souvenirs which were distributed were appreciated or wasted. I did not find a single one anywhere in the grounds, indicating that the picnickers had taken all home with them, where I have no doubt they did the contributors a large amount of good."

A significant feature of the picnic this year was its closing feature, a banquet given by the Executive Committee to representatives of the local

press and the officials of the Muskegon Traction & Lighting Co. If the merchants of any town are contemplating holding a picnic either this year or next, I would advise them if possible to enlist the hearty co-operation of the press of their city. It can be done by treating them fairly, giving them an equal chance at the news, showing no favoritism. This year's picnic in Muskegon enjoyed the heartiest assistance of the press. How well it was appreciated is evident by the remark of Mr. Lunsford: "I don't think the success of the picnic was due to the Executive Committee entirely; I believe the success was largely due to the press. They got the people stirred up."

Another excellent tribute was that of James L. Smith, who said: "The business men's picnic advertises Muskegon and makes the city better liked by the people here. The best feature is that everything is free and there is no commercialism in it. All other holidays are disfigured by the fact that there is a desire to get a few shekels out of the outsiders. They were astonished when they were told that nobody was asking for anything. The members of the press more than any other profession consider the future of the town and what they can do to advance it. They recognize the value of the picnic and I feel sure the picnic association will always have the co-operation of the press. I hope you will continue the picnics."

With the merchants and press working together, there is no reason why any town in Michigan should not hold as successful a picnic as the one which occurs annually in Muskegon, and threatens to make that city famous.

Charles Frederick.

The Clock Struck One.

The head of the family with the beloved sweetbriar and his favorite magazine, had settled back in the rocker for a quiet, comfortable evening.

On the other side of an intervening table was the miniature counterpart of himself, the wrinkling of whose eight-year-old forehead indicated that he was mentally wrestling with some perplexing problem. After a while he looked toward his comfort-loving parent, and, with a hopeless inflection, asked:

"Pa?"
 "Yes, my son."
 "Can the Lord make everything?"
 "Yes, my boy."
 "Every everything?"
 "There is nothing, my son, that he can not do."

"Papa, could he make a clock that would strike less than one?"

"Now, Johnny, go right upstairs to your ma, and don't stop down here to annoy me when I'm reading." Johnny went and wondered still.

How They Bought a Baby.

A returned missionary tells the story of a tiny baby girl who was brought to her dispensary in Soochow. Two young Chinamen were carrying it, and in a very awkward and embarrassed manner they told

her the story. They had found it in a straw shanty, its mother dying, and had left \$10 with her and brought the baby where it would have proper care. Although they were taking the baby only for its own good, their ideas of honesty would not permit them to do so without leaving a sum of money with the one they considered the "rightful owner."

No Room for Improvement.

"There is one branch of labor," said the great inventor, "that must always be done by hand."

"What is that?" queried the reporter.

"Pocket picking," replied the great inventor, with a ghoulish grin.



They Save Time

Trouble

Cash

Get our Latest Prices



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



Your business trips to Grand Rapids should be pleasure trips as well. Give yourself a little time for a visit to one or more of our resorts. It requires but a few moments to reach North Park, John Ball Park or

Reed's Lake. Get our resort book at No. 38 North Ionia St.

If you come from the north, take our car at Mill Creek, saving time and money.

Grand Rapids Railway Co.



VOIGT CREAM FLAKES

Very nutritious
 Very delicious

A ready-to-eat
 breakfast food

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

Around the State

Movements of Merchants.

Olds—Riley Bennett is succeeded in general trade by J. W. Martin.

Detroit—Frank Granville has purchased the drug stock of Patrick Caserly.

Parma—B. F. Peckham has purchased the grocery stock of Walter Hobbins.

Freeport—S. R. Hunt has purchased the hardware stock of D. H. Heflebower.

Otsego—Mrs. P. W. Travis has sold her dry goods stock to J. D. Riede, of Battle Creek.

Belding—H. R. Unger has purchased the stock of his partner in the grocery business of Bradley & Unger.

Adrian—Fred P. Webster has purchased the cigar and tobacco stock of his partner in the firm of Webster & Brown.

Calumet—Sievart Olson & Co. is the style under which the furniture and undertaking business of S. Olson is continued.

Coleman—Franklin A. Slater is succeeded by Scott Bros. in the clothing, men's furnishing goods and boot and shoe business.

Allegan—Edward Messinger has purchased the grocery stock of G. M. Wirick, who will move with his family to South Haven.

Lansing—The Burrows Table Supply Co. have organized to engage in the grocery business. C. S. Burrows is manager of the new concern.

Harbor Beach—L. E. McIntosh has sold his drug stock to Edward Ryan & Son, who will continue the business at the same location.

Manistee—Tony Piotrowski, proprietor of the City drug store, and Miss Anna Jazgar, were married August 18 at St. Joseph's church.

Merrill—The Saginaw Produce & Cold Storage Co. continues the cheese factory at this place formerly under the control of A. H. Barber & Co., of Chicago.

Harrisville—Kahn & Michelson, dealers in dry goods, clothing and boots and shoes, have dissolved partnership. The business is continued by Jacob B. Michelson.

Saginaw—E. J. Cornwell, of Manistee, has taken the management of the Saginaw Beef Co. A. T. Cornwell has assumed the management of the Manistee branch.

Saginaw—Geo. Holcomb has leased the store building recently vacated by Julius Casterfelt, at 1204 Court street, which adjoins his grocery, and will fit it up for a meat market.

Marquette—Albert Grabower, formerly engaged in the dry goods and clothing business at Mass City, has opened a store at 309 South Front street under the style of the Boston store.

Marquette—Lester Clark and J. T. Jones have formed a copartnership under the style of Clark & Jones and engaged in the hay, grain, feed and flour business at 206 South Lake street.

Portland—H. L. Godfrey, of this place, and Geo. F. Wilson, of Lowell, have formed a copartnership and will

conduct the farming implement and produce business under the style of Wilson & Godfrey.

Lansing—D. E. Brackett has sold his stock of men's furnishing goods to Chas. D. Dolan and Edgar D. Press. Mr. Dolan formerly resided in Elkhart, and Mr. Press was with the Mapes Clothing Co.

Maple Rapids—Wm. Willoughby, of the hardware firm of Willoughby & Hasse, has sold his interest in the business to Elmer Jacobs, of Ithaca. The business is continued under the style of Jacobs & Hasse.

Muskegon—Frank Manning, of this city, and Guy Reynolds, of Hart, have purchased the grocery stock at the corner of Clay avenue and Seventh street and will continue the business at the same location.

Belding—The D. H. Bricker clothing and furniture stock was sold at auction last week to Mr. Holden, of Chicago, for \$960, and later sold by him to E. R. Spencer and A. Fuhrman. The stock inventoried \$2,080.

Brooklyn—The Northern Clothing Co. has been organized with a capital stock of \$2,500 to engage in the clothing business at this place. Joseph S. North holds \$1,200 stock, John D. Mabley (Detroit) holds \$1,290 and Herman Kern (Detroit) \$10.

Chesaning—The two grain elevators at this place, formerly owned and operated by W. H. Freeland & Co. and W. L. Ireland, have been leased and will be operated by a company known as the Chesaning Grain Co. W. L. Ireland will be general manager.

Hillsdale—Manheimer Bros. have purchased the grocery stock of S. S. Woodruff and will put a 36 foot archway between the two stores, thus continuing the grocery business in connection with their clothing business. They will also add a line of shoes.

Lansing—The Mapes Co., engaged in general merchandise business, has formed a corporation, which is capitalized at \$30,000. The members of the company are James D. Derby and Mrs. Agnes L. Derby, of Chicago, and C. A. Mapes and Mary A. Mapes, of Lansing.

Ithaca—Dr. Chas. E. Goodwin, for several years engaged in the drug business at this place, has sold his stock to his nephew, Theron A. Goodwin, and will take a post graduate course in medicine at Chicago for the purpose of engaging in the active practice of his profession. Mr. Goodwin is a graduate of the State University.

Portland—E. D. Astley & Son, formerly engaged in the grain business at Grand Ledge, have begun the erection of a new grain elevator at this place. They expect to have the new building ready for business by the time the season's crops begin to move to any extent and will do a general business in the grain and produce line.

Owosso—H. N. Ainsworth, of the firm of Ainsworth & Hanmer, who recently lost their elevator and hay warehouse by fire, has decided to rebuild on the same site and will continue the business in his own name.

Mr. Ainsworth will build a plant that will represent an investment of from \$15,000 to \$18,000. The elevator will be 42x62 feet and the hay barn 36x60 feet in dimensions.

Harrisburg—W. H. Harrison, general dealer at this place, is taking an extended vacation at Niagara Falls, Buffalo and other Eastern cities. The business is being managed in his absence by his capable daughter, Miss Lucia Harrison, who has developed managerial ability of a high order during the four years she has handled the buying and selling departments of the business.

Manufacturing Matters.

Monroe—The capital stock of the Monroe Glass Co. has been increased from \$30,000 to \$80,000.

Menominee—The capital stock of the Richardson Shoe Co. has been increased from \$45,000 to \$90,000.

Battle Creek—The capital stock of the Battle Creek Lumber Co. has been increased from \$20,000 to \$60,000.

Mattawan—The American Fruit Juice Co. has completed its factory building and is being equipped with adequate machinery.

Saginaw—E. P. Waldron, manager of Waldron, Alderton & Melze, has sold his residence in St. Johns and removed to this city.

South Boardman—Davis & Donaldson have built an addition to their mill 16x48 feet, which will be utilized as a storeroom for grain.

Muskegon—Snyder & Thayer, manufacturers of confectionery, have

begun the erection of a new factory on East Clay avenue. The company employs thirty people at the present time.

Saginaw—The Herzog Table Co. has been organized with a capital stock of \$25,000, held as follows: W. H. Harrison, 500 shares; J. L. Jackson, 350 shares; John Herzog, 180 shares, and J. G. Strub, 20 shares.

Decatur—The Decatur Canning Co. has merged its business into a corporation with a capital stock of \$5,000. The stockholders are Elias Morris, P. M. Young, F. W. Thomas, C. M. Lanning and Martin Knoll, each of whom holds 100 shares.

Benzonia—The Crystal Canning Co. is a new enterprise established at this place by W. L. Case, G. M. Sprout, E. T. Huntington, C. B. Fitts and E. B. Watters, each of whom holds 105 shares of stock, except W. L. Case, who holds 110 shares. The new concern is capitalized at \$20,000. The business office will be located at Beulah.

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

The M. B. Martin Co., Ltd.

Grand Rapids, Mich.

Grand Rapids Gossip

Slepicka & Mack have engaged in the drug business at Leland. The Hazeltine & Perkins Drug Co. furnished the stock.

The John Widdicomb Company is putting up a storage building and warehouse 80x150 feet at the main plant on Fifth street. The company is also building a new dry kiln at the Charlotte works.

Arthus W. Olds has sold his drug stock at 180 Butterworth avenue to C. E. Armstrong, who will continue the business at the same location. Mr. Olds will engage in the practice of veterinary medicine and surgery.

S. R. Smith, who has for some time been employed in the drug store of L. D. Mills, at Coopersville, and R. D. Smith, cashier for Franklin MacVeagh & Co., Chicago, have purchased the drug stock of Sliter & Strong, at 588 South Division street. S. R. Smith will have charge of the business, his brother retaining his position in Chicago.

The Baker Mercantile Co. has leased the store at 110 South Division street and will utilize it as a depot for the sale of job lots and damaged stocks which it will procure mainly from the fire and bankrupt sales at Chicago. Fred G. Baker, President of the company, will be on hand from Monday noon to Friday night each week, spending the remainder of the time in his grocery store at Nashville.

The Produce Market.

Apples—Prevailing prices for early varieties are as follows: Sweet Boughs, \$2.50 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 19c for choice and 20c for fancy. Receipts of dairy grades show a slight falling off and a slightly higher range of values is anticipated by the trade. Dealers meet no difficulty in obtaining 12c for packing stock, 14c for choice and 16c for fancy.

Cabbage—50@60c per doz.

Carrots—60c per bu.

Cauliflower—\$1 per doz.

Celery—16c per bunch.

Cucumbers—15c per doz.

Eggs—Receipts are not quite so liberal, but arrivals are confined almost wholly to harvest eggs, in which the proportion of bad eggs is very small. The price has advanced 1c per doz., being now 16@17c for candled and 14@15c for case count.

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 per bu.

Honey—The crop in all sections of the country is the largest ever known, except in the Rocky Mountain region. The quality is also above the average. Dealers hold dark at 9@10c and white clover at 12@13c.

Lemons—Californias, \$3.50; Messinas, \$4; Verdillias, \$4.75.

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

Mint—50c per doz. bunches.

Muskmelons—Rockyford from Indiana, \$1.50 per crate. Gems from Indiana and Illinois, 60c per basket; Michigan osage, \$1.75 per crate.

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—Early Michigans fetch \$1.25; Crane's Yellow command \$1.50. Local handlers complain that the outside buyers are forcing prices up to unreasonable figures, thus exciting the growers to that extent that it is difficult to handle their offerings at a margin.

Pears—Bartletts and Clapp's Favorites fetch \$1.25@1.50.

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 have sustained a sharp decline and other fowls are easier. Local dealers pay as follows for live fowls: Spring broilers, 10@11c; yearling chickens, 8@9c; old fowls, 7@8c; white spring ducks, 8@9c; 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. The price will gradually recede from now on.

Turnips—60c per bu.

Watermelons—Large shipments of melons are coming in. Missouri, Illinois and Indiana are now getting into the game and some very fine fruit is being received. Warm weather is needed to make the best demand, but the jobbers have had no great difficulty in getting rid of their stock in spite of the temperature. Prices are holding well up, ranging from 20@22c for 22 lb. average.

Wax Beans—\$1 per bu.

E. J. Darling, district manager of the Force Food Co., Detroit: I am only a recent subscriber to your valuable paper, but already look forward to its weekly visits. Every progressive retailer should be a subscriber, as the value of its contents can not be estimated. Each number is worth the price of a year's subscription.

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

The Grocery Market.

Sugar—The causes leading up to the decline of 10 points last Wednesday followed by an advance of 10 points on all grades two days later are, of course, difficult of discernment. It is reported that the Arbuckles were cutting 10 points in the Eastern market on the quiet and the American Company merely followed in the open. Others say that it is but a scheme of the big refineries to bear the raw sugar market in order to get their material for the heavy demand at a low price. Still others say it is the outcropping of the alleged determination of the American Sugar Refining Company to get business anywhere and anyhow. Again the prospect of a large crop of beet sugar coming on the market within the next sixty days may have had some effect. About the only thing that is sure is that the market is off 10 points and is in an unsettled state, with, we should say, fair chances of the decline being slapped back on in the not far distant future. The biggest month in the year for sugar is ahead and that will certainly have no tendency to bear the market.

Tea—Sales are heavy of the second crop of teas. These are selling at a lower price than the first crop, but, of course, are not equal to them in cup quality. The trade is large and it is thought that the United States can take care of all the second picking that it can get.

Coffee—The receipts continue on a liberal scale, and it would seem impossible to expect much advance with the continually increasing world's visible supply. Mild grades are in good supply and the market can be quoted easy.

Syrup and Molasses—Glucose has been quiet and unchanged during the past week. The market is firm, however, and an advance is predicted. Compound syrup is unchanged and dull. Sugar syrup is firm, and the demand is fair. Molasses is quiet at unchanged prices.

Canned Goods—The demand for tomatoes is light, because jobbers think the situation warrants the belief that they will not in any event have to pay more for tomatoes than present prices, and may have to pay less. This belief may prove to be the correct one, and it may not. It depends largely on whether frost holds off well or not. The crop is very late and the pack will be late. If the fall is warm a good pack is likely. If it is cold there will be a shortage whose degree can not now be foretold. Country packers are firm in their ideas and seem indifferent as to whether they sell goods or not. There has been no change during the week, either in the price of spot or future tomatoes. Corn is quiet. Only a few odd lots here and there are selling. Prices are fully up to the average for the last few weeks. It is hard to get any kind of future corn at prices acceptable to buyers. The Maryland crop looks good, but the New York crop very bad. Packers are not willing to book any new business, even at a substantial ad-

vance over original prices. Peas are quiet and unchanged. Stocks in first hands are very light. Peaches are dull. Some new fruit has been packed in Baltimore, but it has been offered at prices that are almost prohibitive.

Dried Fruits—Business in the cured fruit division of the grocery trade is reported good as far as the jobbers are concerned. Buyers are stocking up in a little better manner. California reports that the buyers from first hands are taking hold very slowly. The large purchasers seem to think the present prices too high. As the California Fruit Grower remarks, cured fruit is not an actual necessity and it may be that the packers will overreach themselves in their efforts to boost prices and will shut off the demand to a considerable extent. The pack of apricots promises to be rather short and it is hardly likely that the present prices will be lowered materially. Apples are not in this market yet. Spot stocks of prunes are moving slowly from first hands. Export orders are of much lighter volume than a year ago and the trade in general is quiet. Buyers think these prices are too high also and are waiting patiently for some recession. Oregon reports very good prospects for the prune crop.

Rice—There is some improvement in the demand for rice, sales during the past week showing considerable increase. While there is no change in price, the market continues very firm and in all probability will continue so for some time to come as stocks in dealers' hands are so light, and the new crop is coming in very slowly and in many cases not showing up very well, being somewhat damaged by the wet weather of the past few weeks.

Nuts—Trade in nuts is moderate and quite up to the usual standard of the summer months. There has been quite a little business done during the past few days on California almonds for future delivery. Considerable interest is noted in the California walnut market also from the fact that the crop will very likely be short of the original estimate, about 500 cars, and this will necessitate deliveries being on a pro rata basis. Peanuts are selling well at firmly held prices.

Rolled Oats—The rolled oats market is strong and prices during the past week show an advance of 35c on barrels, 10c on competitive cases and 20c on Banner Oats.

Fish—The fish market is rather strong. Mackerel is strong and about on a parity with last week. Late-caught fish is now ruling at about \$20 in Gloucester.

Wm. T. Hess is spending a week in Charlevoix as the guest of his sister. He is accompanied by his wife.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

New York Market

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, August 14—The coffee market is flat, stale and unprofitable. Sales to the grocery trade are of the smallest proportions and there is no inclination on the part of buyers to take more than enough to meet current wants. Supplies at primary points continue very large and it is the same old story over and over again. At the close Rio No. 7 is worth 5½¢ and is barely steady. The arrivals at Rio and Santos are ranging from 50,000 to 70,000 bags per day. In store and afloat there are 2,537,468 bags, against 2,753,625 bags at the same time last year. The receipts indicate a 16,000,000 bag crop or larger from Brazil during the fiscal year. Stocks of mild coffees in importers' stores are ample and the market for the same is quiet and without change, Good Cucuta closing at 7¼@7½¢. In East India sorts the accustomed quietude prevails.

The volume of business in sugar has been rather light, but quotations seem to be fairly firm, although no one knows when the announcement of another to point reduction may be made, and, upon the whole, the situation is rather a waiting one. Most of the trading has been of withdrawals under old contracts.

The orders for tea have been rather disappointing, both by reason of their infrequency and the small amounts called for. Quotations, however, are firm and sellers profess a good degree of confidence in the future.

There is little, if any, change to note in the rice market. For the moment sales have been rather light and out-of-town trade, especially, has been quiet. Reports of crops continue very favorable, and it is hoped the situation will continue so and that the big hurricane in the Far South will not reach the Carolinas.

The range of prices for spices is about as last noted. The whole range is well sustained and, with a better demand, it is likely some further advance would take place in the leading articles, all of which are firmly maintained. Singapore pepper, 13@13¼¢; Amboyna cloves, 13@14½¢.

As the season advances there is a stronger tone to the molasses market and already some fair sales have been made on the basis of previous quotations. It is too early, however, for much improvement to be looked for. Stocks are light, both as regards domestic grocery grades and foreign sorts. Syrups are firm and there has been a fair export trade during the week which has helped the tone of the market all around.

The canned goods market is mainly devoted to a discussion of the outlook for corn and salmon. Some estimates of the corn crop seem to take into consideration the yield of all sorts of corn, while really the sweet corn for canning is almost "another story." The reports from Maine and New York are anything but encouraging. The tomato pack is likely to be sufficiently large to meet all require-

ments. Maryland standard 3s, spot, are worth 80c.

There has been little doing in the dried fruit market and sales are of small lots. Currants are worth 5c for barrels, Amalias; and for cartons, 6 lb 6½¢. Prunas are fairly steady and the larger sizes especially have met with fairly good sale all this month. Apricots are firm at 9@9½¢ for new choice boxes to 10@12c for fancy goods.

Lemons are easier and at auction a decline of about 12½@25c took place. Bananas are firm and likely to advance, owing to damage in Jamaica by the storm.

The undertone of the market for butter is hardly as strong as a week ago, although quotations have not been lowered. Fancy Western creamery still holds at 19@19¼¢ and seconds to firsts, 16@18½¢; imitation creamery, seconds, 15@15½¢, and from this to 17½¢ for extras; Western factory, 14@16c, latter for fancy June; renovated, 14@17c. There is a wide difference in the quality of arrivals aside from top grades.

No appreciable change has taken place in quotations for cheese, although there is a somewhat stronger tone to the market and some advance has been made in the foreign markets. Buyers are taking small lots and neither side seems to exhibit any great eagerness. Fancy full cream small size 10½¢ and large sizes about ½¢ less.

The supply of desirable eggs is larger than last week, but the demand is not satisfied and quotations rule strong. For grades slightly under the best there is a good call and the situation generally is in favor of the seller. Fresh gathered extra Western, 19@20c; firsts, 18@18½¢; seconds, 16@17c; thirds, 14@15c; candled stock, about 13@14c.

American Pork Again Admitted to Turkey.

On April 20, 1881, the Sublime Porte of Turkey issued a decree prohibiting, "in consequence of the existence of trichinae in the salt pork imported from America," importation of this meat into the Empire. A year later this measure of interdiction was extended to ham and lard of the same source. Minister Wallace observed in those days that in spite of the decree nearly nine-tenths of the salted meats consumed in Turkey would continue to be American under some foreign brand. While this prediction has proved correct to some extent, it is interesting to learn that the Turkish government, in reply to representations made in April, 1900, by Mr. Griscom, charge d'affaires, and in March, 1901, by Minister Leishman, has removed the prohibition against the importation of American pork products.

The Eternal Motherly.

Johnny's Father (morning of July 4)—O, let the boy have a good time, can't you? Don't spoil all his fun by keeping him off the street.

Johnny's Mother—Yes, you can afford to say that. You know who'll stay by his bedside night and day if he gets hurt!

One of the Old Man's Best.

A kind-hearted woman saw a small boy seated on one of the benches in Fulton street park the other day, smoking a cigar, which she afterward told a friend seemed most as big as himself. This woman is an enthusiastic anti-tobacco worker and never loses an opportunity to impress, especially upon youthful minds, the evils of using tobacco in any form.

Seating herself by the side of the lad, she said kindly: "Oh, my boy, wouldn't your father be dreadfully pained if he saw you smoking that cigar?"

"Rather think he would," responded the twentieth century young man, without removing the weed from his mouth, "this is one of his best cigars."

In nine times out of ten a person's business is judged by the advertising he does.

QUICK MEAL

Gas, Gasoline, Wickless Stoves And Steel Ranges

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

D. E. VANDERVEEN, Jobber

Phone 1350

Grand Rapids, Mich

MR. CLOTHIER!

My special advertising proposition to clothing merchants will interest you. It will increase your sales, too. Let me tell you about it.

C. B. OWEN, Hudson, Mich.

ALABASTINE

A durable sanitary and beautiful wall coating. ALABASTINE is not a cheap, hot water kalsomine, stuck on with glue, and furnishing a breeding ground for disease germs and vermin. Write for complete information, mentioning this paper.

Alabastine Co., Grand Rapids, Mich. and 105 Water Street, New York City

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

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Olivet Michigan

WILLARD G. SPERRY, D. D., President

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

Baker Mercantile Co.

Wholesale Dealers in

Jobs in All Kinds of Merchandise

110 South Division Street, Grand Rapids, Mich.

Open for business Thursday, Aug. 20, 1903

We have jobs in Clothing, Dry Goods, Notions, Tinware, Glassware, Crockery, Books, Toys, Groceries, Candies, Wall Paper, Fancy Goods, Brushes, Underwear, Etc., Etc.

Write us in regard to what you can use at a price, or call and see us. Watch this space for prices. Something new each week. There is money in jobs.

BAKER MERCANTILE CO.

To the Retail Grocer:

We believe you can make no better investment of a few dollars than by taking advantage of the Buyers' Excursion rates (Aug. 24-29) and visiting the Grand Rapids jobbers.

We invite you to make our office your headquarters while in the city, and hope to see you all.

WORDEN GROCER COMPANY

Cor. Ionia and Fulton Sts., Grand Rapids.

Observations of a Gotham Egg Man.

I think the reduction of refrigerator egg stocks has been a little less during the past six days than during the previous equal period. At this season of the year the fresh goods have first call among most of the trade and the refrigerators are used only to make up the deficiency in the fresh gathered as compared with actual consumptive needs. Of course as soon as the supply of fresh gathered falls below consumptive needs dealers have to go to the refrigerators and prices for fresh advance to a parity with the rates at which equal qualities of refrigerator eggs can be obtained, or at which dealers are willing to work out their own reserve holding. But the preference is so generally for fresh gathered eggs of good quality that, so long as the supply of these is below consumptive requirements, they are promptly taken, and the quantity of refrigerator eggs used varies according to the deficiency in fresh goods.

There are two reasons for a slight decrease in the use of refrigerators during the past week: first, the supply of fresh has been a little larger, and second, a larger proportion of the fresh stock has been of serviceable quality. The cooler weather lately prevailing has reduced the amount of loss on fresh gathered eggs arriving so that the same number of cases has had a greater supplying power, and a larger proportion of the receipts has been useful in the better class of trade. While it has naturally reduced the quantity of refrigerator eggs coming out, the total supply of fine to fancy fresh has continued below actual consumptive needs and this has kept values firm.

While our market, week before last, probably consumed 10,000 to 12,000 cases of refrigerator eggs in addition to the fresh arrivals it is probable that the amount of held stock used up during the past six days would not exceed about 8,000 to 10,000 cases. But for this season of year, this is a very satisfactory reduction, and if it should continue at equal rate during the balance of the month our previous estimate of 50,000 cases reduction in New York refrigerator holdings by September 1st will be very closely realized.

The refrigerator eggs thus far taken out of local storage are chiefly such as were put away earlier by the dealers who have used them. But some dealers who were deterred from buying early by high prices ruling have been buying stock from first hands for immediate use, and the generally more favorable outlook, as outlined last week, has induced some speculative demand. There has consequently been a fair amount of refrigerator stock changing hands and values are now fairly well defined. Many goods have sold chiefly in a range of 17½@18½c—the latter for rather exceptional quality—with most sales at 17@18c. Aprils have sold generally at 18@19c and that would be a full but fair quotation for prime to fancy grades as a selling basis. Many holders of fancy Aprils would not accept these prices, having set

their mark at about 19½@20c, and we hear of occasional samples of especially favored brands taken for inspection with a view to purchase at those prices. But if any holder wanted to begin selling at this time he could not figure on drawing a bid over 19c, no matter how high the quality, and for average fine brands it would not be easy to find prompt buyers of any considerable quantity above 18½c, at which some speculative buyers could probably be found.—N. Y. Produce Review.

American Apples Now Snapped Up Abroad.

The Department of Agriculture has continued its shipment of fresh fruit to Europe this season and has just begun to send over early apples from New York, New Jersey and Delaware orchards. The market has proved to be good, and our fruit has had no trouble in competing with the English and French apples. In fact, the shipments last year found such ready acceptance that the first shipments this year were looked for and snapped up at once. The first consignment of early apples came from Delaware, and was sent on the steamship Minnetonka, July 25. The returns received at the Department showed the following prices net at the pier in New York, which is, of course, exclusive of ocean freight charges: Williams, carriers, boxes, \$2.10; half boxes, \$1.18; Randolph, carriers, boxes, \$2.46; half boxes, \$1.46; early strawberries, carriers, boxes, \$2.15; half boxes, \$1.46; Fanny, carriers, boxes, \$1.46; Summer Hagloe, carriers, boxes, \$1.50; half boxes, 81 cents. These are regarded as very satisfactory prices for American orchardists, being somewhat higher than prices realized at home. The Government will continue the shipments on into the fall until the English and French crops compete with ours, and after that the usual shipments of our winter apples will go forward until the Australian crop comes into market.

The Life of a Seed.

The United States Department of Agriculture is making experiments for the purpose of determining the extreme vitality of seeds. Over a hundred species of plants have been packed in a soil consisting of dry clay enclosed in pots, and buried at varying depths underground—eight sets at a depth of six inches, twelve at a depth of twenty, and a third set of twelve at a depth of three and a half feet. At the end of one, two, three, five, seven, ten, fifteen, twenty, twenty-five, thirty, forty and fifty years a set each depth will be exhumed and tested. The results of the experiment are likely to be of an extraordinary value to agriculturists, both commercially and scientifically. Incidentally, it may be recalled that authentic cases are on record which prove that certain seeds have the power of sprouting after having been buried for long periods of time, reliable tests having shown that twelve out of twenty-one species have the power of germinating after twenty years.

Made To Fit And Fit To Wear

We want one dealer as an agent in every town in Michigan to sell the Great Western Fur and Fur Lined Cloth Coats. Catalogue and full particulars on application.

Ellsworth & Thayer Mfg. Co.
MILWAUKEE, WIS.

B. B. DOWNARD, General Salesman

WHAT WOULD YOU DO

if some one told you where you could invest your money so it would bring you twice as much as it does now? You would certainly follow the lead given you.

Well, that's just what we are telling you when we say

Sell Standard D Crackers

They will bring you twice as many customers as you now have because they are the best crackers manufactured and are so well advertised. If you will send us a trial order we will convince you of this.

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

Not in the Trust

LOOK OUT!

for our advertisement
in the next issue

An entirely new line, the
best out

Frank B. Shafer & Co.
Northville, Mich.



Devoted to the Best Interests of Business Men

Published weekly by the
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One dollar per year, payable in advance.
No subscription accepted unless accompanied by a signed order for the paper.
Without specific instructions to the contrary, all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.
Sample copies, 5 cents apiece.

Entered at the Grand Rapids Postoffice

E. A. STOWE, EDITOR.

WEDNESDAY - - - AUGUST 19, 1903.

STATE OF MICHIGAN }
County of Kent } ss.

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 Aug. 12, 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 fifteenth day of August, 1903

Henry B. Fairchild,

Notary Public in and for Kent county, Mich.

THE SUICIDE ROUTE.

The records of the State Railway Commissioner show that the Grand Trunk Railway has had eight wrecks in Michigan during the past eight months—one a month—with a record of thirty-four killed and fifty-four injured.

This record is in keeping with the general character of the road, with its wretched track, antiquated locomotives, ramshackle cars, shanty depots, sleepy employes and slovenly officials.

No one who values his life thinks of using the Grand Trunk system if he can reach his destination by any other route, nor does the average traveler have any expectation, when Maker, the Grand Trunk system of he will get through on schedule time.

To the man who is not afraid to die and who is prepared to meet his Maker, the Grand Trunk system offers superior inducements. It has come to be known as the "Suicide Route" and has honestly earned the right to this title by a career which would not be tolerated by the people if the owners of the road were not foreigners and the officials could be made amenable to American laws. The road and everything connected with it are a half hundred years behind the times and the sooner the entire system is paralysed by inter-urban lines, so that the dilapidated passenger train service conducted in a half-hearted and slipshod manner can be abandoned and the "streaks of rust" restricted to the use of freight cars and cattle trains, the better—and healthier—it will be for the traveling public.

Most people if they have possession of a flea are particularly anxious

to get rid of it. The flea is not at all a popular bird and yet whoever has one, if it is of the right sort, can get \$5,000 for it. That price is offered by Charles Rothschild, of London, and the name is one which suggests that he has the price to pay to whoever can deliver the goods. Besides belonging to a family of great and famous bankers this particular Mr. Rothschild is said to be the greatest flea expert and collector in the world. He has these little insects from all countries and all climes, but his collection is incomplete and it is for this remaining and particularly choice specimen that he offers this handsome reward. What he wants is an Arctic fox flea and it is said that there are only two of these in captivity and both of them are held at prohibitive prices. Whenever an expedition sets out for the North Pole Mr. Rothschild offers big money for the specimen he desires, but thus far all the venturesome explorers have returned flealess, or at least without the Arctic fox flea and the others are too common to be valuable. Thus it appears again that the difficulty of attainment is the measure of value. While most people are happy and content if they can be rid of fleas it may be a comfort to know that if they had even one of the right sort it would be worth \$5,000.

Indiana has a new style of divorce law, which it proposes to give a trial, and the experiment will be watched with some interest in other states. It is not the sort of a statute which will attract people to go to Indiana, as they do to South Dakota. It provides a limited divorce, which is really a legal separation for a certain time. The husband and wife are prohibited from living together and from re-marrying for a certain number of years. The theory is that during the prescribed time both will get so lonesome that they will be glad when the day of expiation comes and will return to each other and live happily forever after. The new statute was advocated by several societies of women, through whose influence it was passed by the legislature and signed by the executive. It is something new in divorce law, and time only can tell if it will accomplish the purpose for which it is designed.

The South is happy over the condition of the cotton market. Although the present corner may collapse, confidence is expressed that the period of low prices has passed never to return. It is estimated that a good crop at present prices is worth \$200,000,000 more to the South than at former prices. Signs of prosperity are everywhere to be observed in the cotton belt. Many public and private improvements and new enterprises have been inaugurated in consequence of the change in the situation. The South has never enjoyed the degree of prosperity that has prevailed in the North. The people down there need money and lots of it. Cotton is the only hope for most of them.

THE ONE THING NEEDFUL.

Every once in a while there is a portentous rumbling going on to the north of us. Things are not as they ought to be with our Northern neighbor. The United States is constantly doing her best to elbow Canada into a corner and trying to make out that she, modestly calling herself American—the whole thing, if you please—is the Western hemisphere and that whatever exists outside of her boundary lines is provincial. England has been and is inclined to foster that idea. She has not treated her big daughter this side of the sea as she should have and more than once when the mother's protecting arm was needed it has not been put forth. Instead the daughter has been pushed into the background and, in so many words, told to keep still; that children should be seen and not heard, and that if there should arise any real trouble the matter would be carefully looked after by those having it in hand. For years this sort of thing has been going on until it looks as if the only thing to be done is to bestir one's self and follow out the American idea of "striking out for herself."

The Montreal Star hums a refrain to the effect that "an active campaign has been commenced in England in favor of preferential trade within the empire. It is the interest of Canada to trade on liberal terms with countries that will trade on "liberal terms"—stick a pin there—with her. If the Dominion is to be in a position to grant substantial preferences to the United Kingdom and the sister colonies, her tariff against the rest of the world must be materially increased. The present time affords "the opportunity of a nation's lifetime." This is all that is necessary. All that Canada wants is a chance and if she has got to be tied to apron strings it is no more than fair that the wearer of the apron should "turn to" and do something. "Give the manufacturers, workingmen and farmers of Canada the same kind of tariff as that which has made the United States the home of the most prosperous manufacturers, workingmen and farmers in the world. Force the government to give you as good a tariff as that which has made the American manufacturers rich."

This talk is all very well, but it is the talk of the minor who is big enough but not old enough to vote, and the only comfort in it all is that "he is getting there." It may be the influence of this country, it may be the result of her thoughtful growing up, but it is a fact that Canada is developing. Her agricultural interests are increasing, a condition due largely to American accessions to her population. Last year her Great Northwest produced 94,000,000 bushels of wheat, 157,000,000 bushels of oats and 35,000,000 bushels of barley. Estimates place this year's yield at much larger figures. The area of good wheat land is put down at 400,000 square miles. Manufactures are not largely increasing, but they would do so under a higher tariff. Immigration last year amounted to

about 25,000. A transcontinental railroad is projected which, if carried through, would help wonderfully to realize the Dominion's scheme of commercial independence. In a word our Northern neighbor is getting to that point where she is going to have something to say and have it listened to. Physically Canada's future is a bright one and the one thing needful to make this a glowing reality is for her to throw off her feudalism and, purified and redeemed from all that monarchy can claim, adopt the republican idea of living and letting live, of giving the other nation a chance and helping her to improve it and better than anything else putting aside as wrong in principle and wrong in practice the ruinous doctrine that might is right and that possession irrespective of justice is ten points of the law. That is what Canada has inherited from England and just so long as she clings to that idea and puts it into practice just so long she is going to be an underling in her relations with the rest of the world.

It is interesting in this connection to re-read that Canada is ready to trade "on liberal terms with countries that will trade on liberal terms with her," but it is important to note that the "liberal" means trade that gives Canada the best of the bargain every time. We tried to fish in the same waters with her and the quarrel we got into with her was due to the fact that she was determined to have the advantage, if there was any. The half-cent has to be hers every time or she is determined to know the reason why. To see with her is to want and to want is to reach out and take, and woe to whoever undertakes to stop her. England's fondness for gold mines is proverbial and when she hears of one she immediately locates it on her own possessions no matter what the landmarks show. Canada has inherited the same propensity and when she pulled up the stakes and put them down so that the gold mines in the Far Northwest should be Britain's she was but copying the example of the family set in Venezuela and South Africa.

Goldwin Smith asserts that natural forces are drawing towards union between the United States and the Dominion. Race, language, literature, political institutions, social sentiments and habits are the same on both sides of the line. The populations are rapidly fusing and there will soon be nothing to divide them but a political fiscal line—which is all true so far as it goes; but these conditions will continue forever if Canada can not drop her feudalism, her inordinate greed and adopt the Republican idea that international law is based upon the Golden Rule.

A Kansas farmer, who has just this week finished harvesting his wheat crop, has decided to ship it direct to New York. His farm consists of 6,000 acres and his crop averaged 22 bushels per acre. To transport this product to New York 220 cars holding 600 bushels each will be required, which would make a train two miles in length.

PRIMARY EDUCATION.

Much has been said and written about the noble conceptions of the leaders in what is known as "modern education," and which is assumed to seize upon the child at least as soon as he is weaned, develop his body into manly or womanly proportions, and imbue it with the sturdiness of perfect health, watch carefully for the awakening of the embryo intellect which it shall stimulate, develop and direct unto the keenness of perfect mental vision, while at the same time gently encouraging the growth of all the moral virtues and faithfully repressing all tendencies to evil, until the child in his pinafore is ready for the kindergarten. Here ends the preliminary work of the scientific father and mother, and that of what is usually spoken of as "modern education" begins.

The child thus trained is not usually by any means what his fond parents imagine him to be, but he is a very promising young animal and is received by the scientific kindergarten as such, who forthwith proceeds to make an inventory of his qualities, accomplishments and tendencies and thereupon, by pleasant games psychologically arranged, fashions him according to her ideal as she would any other raw material. In due time he is turned over to the primary teacher—to her also raw material—to be re-examined, reinvented, and then reconstructed on lines necessarily differing from those of the first process, since individual ideals will differ, and the material is still plastic. And so the process of manufacture continues through school, the neophyte entering each grade as raw material and leaving it as finished product, his mental nature gradually toughening with his osseous structure and becoming more prone to spring back to gradually forming ideals of his own, until, at last, kindergarten, primary grades, grammar grades, high school and university all past, the product of this kaleidoscopic environment is finally turned loose to set fire to the world—which he is usually too considerate to do. In educational argot the successive steps of this man-making process, up to and including the work of the grammar school, is termed "primary education," and is by far the most important because for most children it constitutes the entire course. During the period of primary education the main thought of modern educators is to develop the child's "faculties"—emotional, intellectual and physical—by appropriate exercises carefully forethought and adapted to the particular result desired. The "ideals" of the successive teachers are mostly second hand, as they must be with rather immature persons, but, being all founded on a faithful study of Emile, and a common if brief experience of a wicked world, bear a general resemblance. The teachers themselves have been finished off at the hands of those who have long since themselves ceased to deal with children in the mass and have forgotten some and imagined some as

to the capacity of the young teacher to judge, impart and inspire the child to respond to her efforts.

With most of the advanced teachers there is a marked aversion to the educational methods which have hitherto developed the great men of the world, and a firm conviction that by artful fashioning it is quite possible to construct a silk purse out of a sow's ear. They conceive that this desirable end can most certainly be accomplished by continuous jacking up of desirable faculties which are dormant and steady repression of undesirable qualities which are vigorous. The closing years of the teacher's preparation are therefore filled largely with prescriptions for "developing" the child and earnest admonitions to employ them. This is particularly true of university instruction as distinguished from that of the normal school. At the university the student is presumed to be familiar with the practical work of teaching children to read, write and cipher, and the discussion is largely of the philosophy of education. It is as philosophers that many girl graduates enter the primary schools.

It is not every one who can wield the sword of Achilles or the spear of Ajax. It is also a fact that some of these enthusiastic young graduates make very awkward work in their applications of philosophy. They are so absorbed in the weightier matters of the law that they sometimes neglect the mint, anise and cummin of the "three r's." The consequence is complaint from the parents that their children "don't learn nothin'," and there is some danger of a popular revulsion against "advanced educational methods." "There is some ground for this feeling. It is not safe to assume that the school methods which have survived in the conflict of a hundred generations are altogether bad. They may not be the best methods conceivable, but it is possible that they may be the best which the average young teacher is able to successfully use with the average class of pupils. That which was formerly a very prominent part of school instruction is now called "formal work," and as modified in the light of modern imagination is still practiced, although relegated to a very subordinate place. It is continued by sufferance in order to mollify the unreasonable parents who insist that their children shall learn something in school. "Formal work" has been hitherto much alike in all countries. The Arab schoolmaster sits cross-legged in his tent and yells verses of the Koran at his pupils sitting cross-legged before him, who yell the verses back at him at the top of their voices. The result is that they know the Koran when they leave school, make good Mohammedans, and their parents do not complain that their children are wasting their time. In the same way we older ones recited our multiplication tables, and the young man at home having occasion to know the product of 9 times 7 was always sure of a correct result by backing up and begin-

ning at the beginning of the "nines." To permit children to recite the multiplication table in that way now is a high educational crime. The pupil must be taught to name small products at sight, regardless of any association. Doubtless that is a good thing, but if the boy leaves school before he has mastered that art he may not be able to find the desired product at all. Besides, he loses the fun of saying the tables in concert with the delightful racket which it makes.

There is the weakness of modern educational methods. Their success depends wholly on the personality of the teacher. They require, in any case, exhaustive effort with dull pupils, and they presuppose regular attendance continued until the whole outlined course is completed, which many pupils do not give. With the average teacher and the average class, to say nothing of the inferior teacher and the inferior and irregular class, there is actual danger that little will come of school work except a very limited acquirement of actual facts and processes and a multitude of very vague impressions about something big. It is unwise for "educators" to bite off more than they can chew. We need not abandon our educational ideals, but we should recognize the limitations of the possibility of their attainment.

ALL TRAINS TO CARRY MAIL.

The Washington dispatches say that a new system is to be inaugurated for carrying mail on the trains. The Postoffice Department has received numerous complaints that mail being confined to certain trains is not transported as promptly as it ought to be and that improvement is desired. It is now suggested practically to make all train crews Government employes to the extent of enabling them to carry and handle mail matter. When the new system goes into effect, newspapers or letter pouches can be taken on any train. The development of the rural free delivery system has quadrupled the amount of mail received by the patrons thus served, and further increasing the facilities is expected to result in a very material addition to the business of the Postal Department and a corresponding addition, of course, to the convenience and accommodation of the people. Anything which will facilitate the postal service will be appreciated.

There is another side to this proposition which is suggested and is naturally calling out a good deal of discussion. It is held that making the members of all train crews employes of the Postal Department is practically putting them in a place where they can not strike or stop trains from running. Everybody knows that the United States laws can not be trifled with and that the United States mail has the right of way. Interfering with an ordinary passenger train is a much less serious offense than interfering with a mail train. The most violent trades union mob would hesitate to hold up even a trolley car that has the little sign "U. S. Mail" on the front end. A car

carrying mail is entitled to the protection United States troops and every effort can be made by the Federal Government to see that such a train reaches its destination. The proposition is to make the crews bona fide postal agents by giving them pay in addition to the regular salaries received from the railroads. If this plan is adopted, it brings the railway system clearly within the jurisdiction of the Federal statutes and makes every train a mail train, thus insuring its safe conveyance to its destination. It is this phase of the question which will naturally attract the larger share of discussion.

Frank J. Nullet lived in Troy about a year ago. One day he started for New York and did not return. A body, which was identified as his by his wife, was found at Staten Island last June. A coroner's inquest was held and the wife had the body buried, and placed a tombstone and flowers on the grave. Now a man who claims he is Nullet is writing letters to the woman who has regarded herself a widow. He wants to resume their former relations. The woman says it can not be. She says he may go and look at the tombstone for which she has paid if he does not believe he is dead as far as she is concerned. Can you blame her?

Small coins are now finding their way into use on the Pacific coast, where they have been for so many years almost unknown. Even now there is little use for the pennies, despite the advent of the slot machine, but the five-cent piece has a fair measure of popularity. Dry goods advertisements in San Francisco newspapers, unlike those in the east, do not attract shoppers by the alluring 49 cent and \$1.98 prices. The quotations are always in multiples of five, and the offer of two, three, or more articles for "a quarter" is a survival of the time when gold-seekers despised little things.

The new pope is emphatically a man of the people. He has literally risen from the ranks. He was not of aristocratic or noble birth. His family name indicates his plebeian origin. Sarto in English means tailor. Guiseppe Sarto signifies Joseph, the tailor. The name is a common one in Venice. The new pope was one of eight children—two sons and six daughters. One of his sisters is a dressmaker, another is married to a sacristan and peddler, a third is the wife of a wine shop keeper, and the others are unmarried. His brother is a tobacconist.

There can be little doubt that the Panama canal will prove a financial success, once it is constructed and in regular use. The Suez canal is a prosperous enterprise, and it is certain that the Panama canal will exceed it in amount of traffic. The net profits from the operation of the Suez canal, allowing for a sinking fund, are constantly rising with each succeeding year, and during 1902 the company showed a handsome surplus of \$12,481,600.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There are a good many buyers in the market just now, but most of them are buying in very limited quantities and for immediate delivery, which is requested in every case. There is increasing difficulty experienced in securing many lines of spot goods for quick delivery on four-yard sheetings. The reduced production is having a very marked effect and, although there are spot goods still to be found in the market, the manufacturers are very independent about transactions for future delivery, and even for spot goods prices are held very firmly. Ticks and denims are well sold up and sellers are not only reticent to accept contracts for future delivery, but they seem to care little whether they take orders for spot goods or not. In bleached goods the manufacturers have been more interested this week and are buying with fair regularity, although their orders are for small quantities and they are not increasing their stocks. It is only where necessity compels them that they make purchases, and the purchase is always accompanied by a request for immediate delivery. Manufacturers as a rule are usually unwilling to accept contracts and a considerable number of orders have been turned down by sellers where goods are wanted for delivery in September, they being unwilling to assume that better prices will not prevail by that time. Cambrics are being called for, but are in very restricted supply.

Dress Goods—The showing of spring lines of dress goods is increasing, although it can not be said that the market is wide open. Buyers who desire to see the new collections have no difficulty in doing so, even on a good many lines which, according to agents, have not been opened. Most of the houses which ordinarily constitute the early opening factors have opened up their new lines and are soliciting the favors of their customers, and according to most reports with a degree of success which appears to bode well for a business of good average volume at least for the season. Selling factors are not inclined to give much information as yet on the important question of prices, but according to the reports of buyers, prices generally show an advance over a year ago, not alone on fine yarn goods, but also on fabrics of cheaped grades made from medium and lower grade wools. In getting out their new dress goods lines manufacturers appear to have followed in the footsteps of the men's wear manufacturer in so manipulating and changing many of their fabrics that no clear comparison of values is afforded with a year ago. This course has been caused evidently by a combination of circumstances, namely the heightened cost of living, with its consequent drain on the purchasing capacity of the wage earning population, and likewise by the marked increase in the cost of producing fabrics principally on account

of the marked advance in the price of raw materials. Instead of making a straightway advance in all directions, manufacturers have considered it wiser to take something out of fabrics in order to keep them down around old familiar price levels. Where direct price comparisons can be made with a year ago an average advance of about 5 per cent. is shown. The high level of medium and low-grade wool has a marked influence on the producing cost of such fabrics as chevots, tweeds, homespuns, twine fabrics, canvas weaves, cheap zibelines and similar cloths, and manipulation is being indulged in to a marked extent in many new spring fabrics that are shown. The spring business, of course, has not progressed sufficiently to make clear the possibilities of distribution, as affecting the market in general or the various classes of goods in particular, but in so far as sellers' experiences go they are led to believe that the buying will be done in a healthy way according to necessities. However, it will be necessary for a more decided demonstration of the buyer's attitude than has yet been afforded to prove the truth or falsity of this view. The real test has yet to be made. Expectations are not entertained of a rushing demand of a broad and general character. On the other hand, it is admitted that buyers are likely to move with care. The final results, however, are expected to show up satisfactorily in the main. The business so far done has naturally run principally to staple and semi-staple fabrics. Fabrics of the sheer order which have enjoyed such a good share of attention during the past year are again attracting a good share of the buyers' attention, promising orders having been secured on volles, colliennes, batistes, etamines, twine cloths, canvas cloths, and goods of a similar character. Predictions are voiced that the distribution of sheer fabrics during the spring season of 1904 will exceed that of 1903 to a considerable extent.

Underwear—Reports coming to hand in regard to openwork or mesh underwear indicate that the manufacturers are expecting a big business in these lines, but as cost of material and production are so much higher now, changes in the making, embodying much manipulation, are necessary. During the past season trade in this class of merchandise was very good, yet those who handle it say that the promises for the spring of 1904 are better in every way. Up to the present time most of these goods have been for men's wear, but they are now being made for women, who are taking to them kindly. Among the new lines for women are some very handsome designs.

Hosiery—The hosiery end of the business is excellent just now but would be far greater if the agents and manufacturers took more interest in the orders. As it is, they show a great deal of indifference, and they seem to care little whether the buyers take the goods or not. At the same time they are keeping up the usual amount of grumbling about dull



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.

Buyers' Excursion

There will be a rate of one and one-third on all railroads to Grand Rapids, on August 24, 25, 26, 27, 28 and 29, with the privilege of returning up to and including Sept. 8. To secure this rate, ask for a buyers' certificate when purchasing your ticket, and present the same to us for further instructions.

P. Steketee & Sons, Wholesale Dry Goods,
Grand Rapids, Mich.

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.

trade. A glance at the order books, however, does not seem to bear out this assertion. There are a large number of wholesale buyers in town, and many manufacturers from the South are here looking for fall merchandise. The former have really placed a large amount of business for spring delivery, and the end is yet some distance off.

Carpets—The carpet manufacturing situation continues along the lines that have been experienced for some months past. The mills that have not been tied up with labor difficulties have been enjoying a very busy period and are to-day well sold up on their productions for the balance of the season. All the initial business is in the hands of the mill men, and they report that in this respect the past season has gone far beyond their anticipations. Buyers from all sections of the country purchased in much larger quantities than has been usual with them in the past, much of the buying being at the advanced rates which went into effect the first of July. Taking everything into consideration, the manufacturers who have been able to run their mills during the past few months, have had pretty nearly everything their own way. There has been little or no difficulty in getting orders in amounts to keep all machinery running and the prices agreed to have been such as to ensure a fair profit even under the conditions which exist in the market for the raw materials. Two advances in values have occurred since the season for fall carpets came to a close last May, and in both instances the market in no way felt any falling off in business. Buyers fully understood the meaning of the increased prices and took little or no exception to them. Prices now are on a very fair basis, considering the high figures that are paid for yarns and wools. All worsted yarns are in rather light supply, owing to the fact that good combing wools are difficult to obtain. Importations have been light for some time, as supplies on the other side are rapidly grabbed up. Men's wear mills on this side have been using considerable worsted carpet stock of the higher order and this fact has something to do with the scarcity. Ingrain carpets are in big demand if they can be obtained, but owing to the fact that over 80 per cent. of the ingrain mills of the country have been stopped for over two months, what goods can be turned out go but a small way to satisfy all demands. Mills that have been able to run throughout the present season have plenty of orders ahead at fairly good prices. The Philadelphia mills in general continue idle, owing to the labor difficulties there, but as the backbone of the strike is practically broken, it is believed that a general resumption will take place within the next few days. Those that are in a position to know believe that the manufacturers who start their plants up now will find little business in the field with which to make out a satisfactory season. All the initial business has gone to other hands and only piece-out orders, it

is believed, will find the way into the hands of the former. Prospects are good for ingrain for the spring trade, but it is the general belief that mills are a trifle too late now to expect much this season.

Rugs—Rug weavers report a very good business in nearly all lines of the better grades. Wilton and Brussels rugs of the carpet sizes are in big request, and productions are well sold up. Smyrnas of the smaller sizes are in good demand. Art squares are in little request.

The Coming American.

What will the American people be like in 100 years?

This question has been answered by Gustave Michaud, a brilliant Frenchman, who has made a special investigation of the subject.

The American of the future will differ from the present day American in a great many respects. He will be:

- Darker.
- Shorter.
- Less enterprising.
- More artistic.
- More domestic.
- Less inventive.
- Round-headed.
- More polite.
- A better husband.
- A worse citizen.

In an article contributed to the Century M. Michaud undertakes to prove that the American people are being changed in the above respects by the continual flood of immigration.

Fifty years ago, he says, 87 out of every 100 immigrants came from the Northwestern countries of Europe—from England, Ireland, Germany, Norway and Sweden. To-day only 35 out of every 100 come from these countries, while the other 65 come from Italy, Russia, Hungary and Greece. Last year, for instance, the number of Italians landed at the port of New York was 136,455, while the number of births in the Italian quarter of the city was over 11,000, or about one-half of the total number.

Belt for the Short Waisted.

A new belt is seen this season and one need not be a millionaire's wife to own it. It is made with two points—one in the front and the other in the back. The front point is laid flat against the waist with the point downward. It lies very trim and quite accentuates the flat figure which is the style. The back point looks upward and makes the back of the waist seem fashionable, flat and curved.

If the woman who is hopelessly short waisted will make one of these belts, with the front pointing downward, and the back pointing upward, and if she will make it out of material to match her waist she will find that she has very greatly improved her figure.

The Place for Him.

"I see you didn't bring your husband along. The last time he came he rocked the boat."

"Well, he's safe enough now. I left him home rocking the cradle."

Rapid
HEATERS



Hot Water or Steam

"Made to heat and do it."

This is our No. 4 Steam Heater embodying the same general features of our hot water heater, excepting we have added a large steam dome, providing ample steam storage capacity, insuring a steady water line and a thorough separation of steam from the water, giving dry hot steam to the radiators and pipes without a "pounding" or "hammering" noise if properly installed. These features, together with the fact of being able to get up steam in 5 minutes from cold water, should commend the Rapid to any unprejudiced person desiring an efficient, economical steam heater.

Every steam heater is equipped with an automatic damper regulator, safety valve, steam gauge, etc., including full set of fire tools.

Write for catalogue telling all about these heaters and why they are fuel savers.

Next week we will tell you how the Rapid Steam Heater saved \$50 coal bill last winter in one house.

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

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.

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.

Produce

Gradual Growth and Improvement of the Produce Trade.

From the retail dealers' standpoint the produce trade has improved to some extent during the last year. This is caused on one hand by the increase in the number of creameries and the use of the cream separator and on the other by the getting together of dealers, thereby eliminating extravagant prices for produce.

There are some dealers who do not regard the creamery a benefit, but they are exceptions. The creamery provides the community with more cash and cuts down the amount of poor butter loaded on the merchant. It gives the wide awake merchant an opportunity to bid for the cash trade he needs so much.

The shipping of cream to central or creamery points is another idea which has been increasing in force. Many farmers now have separators and facilities for shipping their cream instead of making it into butter.

This has increased the amount of butter received at many country stores and of course had its influence on the amount of butter received at the big market center of the Northwest. The change is a welcome one to the retail merchant. Butter from June until September has usually been one of the disagreeable things connected with retail store keeping. How to buy it so as to satisfy the farmer's wife and sell it so as to realize a profit was one of the problems in merchandising that long remained unsolved.

There are many towns which are still working under this disadvantage. The creamery belt is rapidly widening, but the country develops almost as rapidly. In the newer sections farming methods are not what they should be. Some of the new settlers make woeful failures of their attempts at buttermaking. All of it comes to the dealer, in all kinds of colors and in all shapes.

The best plan for handling butter has been long discussed by retailers. Some concerns with little trouble have put good theories into practice. The writer has one concern in mind which built a butter room in the rear of the store, kept it clean, and packed the butter in neat tubs. These it put into storage and in the winter realized a splendid profit.

There is hardly a town of any importance in which this could not be done. The reason it is not done more is that dealers do not like to go to the trouble. The fault lies in the discipline in their store.

When the farmers' wives bring in the butter, in most stores it is stowed away in all shapes. It may go under a table near the eggs for a time or be dumped into a butter chest to take pot luck with butter from all kinds of buttermakers. It does not matter how strong may be the odor from a certain bad lot of butter which is sure to affect the rest, the clerk gives it no preference and no individuality.

The concern previously referred to provided for all of these contin-

gencies. It had two butter chests or refrigerators. In one it put the best butter. In the other the medium and poorer grades.

A little expense and trouble provided all the ice that was needed for this work. Two or three days in the winter finished the job nicely. These facilities gave it the butter trade of the town at all times of the year.

Once each week a woman who knew how went into the butter room and with the help of a boy neatly packed in tubs and jars the butter which had accumulated. Most of this was brought in on Friday and Saturday and was packed before the following Wednesday. The firm adopted a private brand for its butter and sold a large amount of it in small jars. This of course went on the very best makes only. Every effort was made to make the butter even in grade.

When the market was right this firm shipped butter. When not it kept it. It paid a fair price, and furnished a market for all that came to the town if it was not too bad. Its best profit came on the butter which it held until the price went up in the winter. When the returns on these sales were in and the storage stock well cleaned out the butter department had made a satisfactory showing.

But even at this the merchant prefers the modern way of the creamery, the separator, and the cash. It makes merchandising a cleaner proposition. He is not forced to pacify the woman whose butter is bad but who expects as good a price as her neighbor who makes a much finer article.

Eggs continue to be the same old story. No plan for their preservation which the retail merchant can work successfully has yet come into general use. Eggs must be disposed of rapidly and it is here that the merchants themselves must decide whether the price they pay is to result in loss or not.

Local and county associations have saved the dealers many dollars in this connection during the past year. Wherever an association has been formed it has awarded the farmer a fair price for his produce, one perfectly consistent with the market.

But where it has been of value to the merchant it has been in promoting a better understanding whereby the retailer knew that his competitor was not paying more than the market.

Having a fair understanding on one or two points saves merchants money. Troubles in retailing in many towns are due to a misunderstanding of the competitor's motives more than to any other cause. A farmer comes into the store for credit knowing that he can play one merchant against the other. He knows that the merchant to whom he is talking wants his trade but does not want to extend any more credit if he can help it. The farmer may be a slow pay, but it is possible to get the money in the long run. The merchant does not want to lose the business.

So he debates as to whether or not his competitor will give the credit

if he does not. The farmer carries an independent air and sometimes says that he can get the accommodation at some other store. It would be better for all merchants if this kind of trade was put on a cash basis. The only way to put it there is by a distinct understanding among the merchants in the town and in neighboring towns.

The woman who brings a large basket of eggs and a large jar of butter wants to realize as much as possible. So she shops around. If she can persuade one merchant to beat the other's price she does. It is this feature of the produce traffic which finally brings a loss. The merchant who pays the extra price feels that he is doing something which he should not, but he does not know

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

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

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

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.

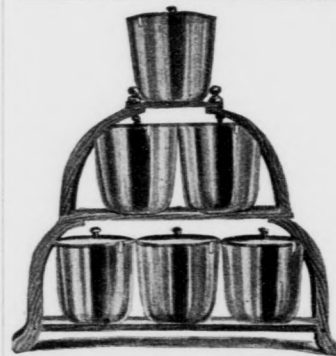
and be sure of getting the Highest Market Price.

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.

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.

what his competitor is likely to do. He is willing to take his chances on getting his share of the trade if he were sure that all dealers would stick to the market. That assurance is given him by the association.

Reports from towns having trade associations have shown how well pleased the merchants in those places are over the work of the associations. The fact that the produce trade has been placed on a good basis is alone sufficient reward for the effort.

The only criticism levied against the association in this particular is that it tends to keep prices so low that it drives trade away from the town. That occurs only in isolated cases and where the association is composed of men who do not understand that it is a means toward securing a fair profit only. There are men who when given a cinch work it hard thinking that it will last forever. They make the wrong kind of people to govern an organization of this kind.

But most of the associations are composed of men who do not forget how bad past conditions were and who realize that any organization like an individual must be fair in business if it is to last. Rather than drive trade away from their town they will hold the margin at a small figure and they are in a position to see when their policy is wrong.

The association furnishes a better opportunity for making any town a better produce market than any individual can do. Merchants united can do more for the town than individuals. Now and then some one merchant may jar things in his territory or county by giving outlandish prices for produce, but he can not stand it long. A body of merchants meeting once each week can take a survey of conditions in towns around them and so regulate their prices as to protect the position of their own town successfully.

Outside of this there is the question of shipping and the returns on produce sent the commission houses. Within the past five years the dead-beat commission man has been well wiped out. Occasionally a complaint comes on some concern which starts in business with the intention of making a temporary killing and gets in its work before the responsible commission houses can move on the fakir. They do not last long and are becoming less frequent as a pest.—Commercial Bulletin.

California Prune Crop Smaller Than Last Year.

Los Angeles, Cali., Aug. 8.—The California prune crop this year will be about two-thirds of that of 1902, or 133,000,000 pounds. The crop is very even, as far as size is concerned, not showing the same irregularity in this respect as in the previous season. The crop last year in Santa Clara county, the banner prune district in the State, was 130,000,000 pounds, that of the State being 200,000,000 pounds. The San Joaquin crop will not be one-half of last year's, while that in the North will

exceed two-thirds, and in many districts the output will be up to that of the previous season. In Colusa the crop is from one-half to two-thirds of the last crop. Besides the regular crop this year, there are 25,000,000 pounds carried over from last year. Last season at this time there was hardly a prune left in the State, the crop of 1901 being at that time shipped to the European market.

Oregon last year had a shipment of 300 carloads of prunes, while this year she will send out 1,000 cars. So far the demand is very light on prunes, notwithstanding that everything points to a brisk demand later on. European buyers, as a rule, do their purchasing in July, but so far this year no great quantities have been sold. There is at present quite a stock of prunes in Europe, and the supposition is that these will be used before the dealers make any further heavy purchases.

Within the last few years it has been shown that after October the prune shipments fall off, because the trade wants the stock for holiday purposes. If the commercial packers are not prepared to supply the demand, there will be the chance of a carryover for another season. In the Eastern markets there is no great demand in prunes. There is a tendency to pass them by and wait until there is an absolute need for them before purchasing. In this State, in some of the northern sections as well as in the San Joaquin, quite a quantity of dried prunes has changed hands from the grower to the packer.

The California canneries are busy on apricots at present. They have 1,200 persons employed, and expect to increase their working force to 1,500 in another week. The fruit this season is both large and of a fine quality. Although it is yet rather early in the season to make any accurate estimate of the citrus fruit crop, a prominent grower says that 30,000 carloads is a conservative estimate. This is about 6,000 carloads more than the crop just closed. The 1903-04 season begins about Oct. 1 and continues until early the following summer.

The experiment by the Santa Fe system last year of shipping lemons to Chicago and New York in the winter and curing them has proved a success. Many of the lemons now used in the Eastern markets are taken direct from these refrigerating houses. The plan enables the railroads to bring the lemons East at a time when the roads are not so rushed with traffic, and it also permits the dealer to get the fruit quickly and in the best of condition as the market calls for it.

Not so many people as usual have left Ireland this year. Many Irish people are returning to the land of their birth. They have hopes that conditions will improve there under the operations of the land purchase bill. It is about time that Ireland ceased to be known as "the most distressed country."

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

PRESENT DAY METHODS.

Advertising Experts Do Not Practice What They Preach.

At no time in the history of the country has advertising been so much talked about as it is to-day. It seems as if a majority of the more intelligent classes of the country take a deep interest in it, notwithstanding the fact that most people have no occasion to use printers' ink in promoting their interests. Most persons work on salary. They have no business to push by advertising, and yet so widespread has the interest in this subject become that a leading literary publication has seen fit to publish a series of articles illustrating what has been accomplished through the use of the pages of the newspapers, magazines and trade papers for the purpose of pushing various kinds of enterprises throughout the country. So successful have these articles been that a second series have been called for. It would seem as though the advertising question is to take a very prominent place in the hearts and minds of the American people from now on.

Perhaps one of the things that has had a tendency to stir up this widespread interest in the art of creating profit-bringing advertisements is the work of the correspondence advertisement schools. These concerns never let up. Every week and month in the year they speak out through the columns of the better class of publications. They tell young men that if they are earning less than \$25 per week they are throwing their talents away, that if they will only take a course in advertisement writing they will be able to command a large salary and be on Easy street the rest of their lives. Hundreds after hundreds of people read these advertisements and believe all they say. As a result the country is rapidly being filled up by a class of youngsters who think they are ordained to save all the business institutions in their respective communities from going on the rocks. Notwithstanding the fact that they know nothing about the fundamental principles of business, they trust themselves, like the graduates of barber schools, on a public already suffering from an over-production of human beings who know it all, and sooner or later come to grief.

We read a whole lot in the advertising publications about telling the truth in advertisements. Some of the best experts in the country claim that they are positive that truth is always mightiest in advertising matter. But they don't practice what they preach. For instance: A leading expert has branched off into the correspondence business. In one of his advertisements he claims to fit any young man to earn a big salary. From the tenor of his announcements one is led to suppose that anybody can be successful if he will take a course in advertisement writing. But we all know he isn't telling the truth when he makes these claims. There is no possible way of making everybody capable. The first requisite is common sense. If nature has not

been lenient to a young man in the way of bestowing upon him a goodly supply of grey matter he will never be able to make a successful advertising man.

I know a man who took a course in advertisement instruction by mail. After securing his \$30 sheepskin he went to the city and secured a position on a daily paper. Although he had been pronounced a full fledged advertisement writer by the mail order school, the management of the paper couldn't see it that way, so he started in at \$12 per week. He afterwards told me that things were different in the actual everyday run of mercantile advertising than one is led to suppose when graduating from one of these schools.

"When you get out and rub up against the real thing," he said, "you find out that things are not as you have been led to believe. A lot of fine spun theories will be knocked out of you in short order."

But as has been said before, these schools are probably responsible for a great deal of the interest that has been aroused, and, no doubt, they have done good in many cases, but when they make the statement that they can make good advertisement constructors out of all kinds of people they claim that which is not so.

It seems as though the advertising idea is growing just as rapidly in the small towns as it is in the cities. A few years ago country newspapers carried very few advertisements, and the special sale was unknown outside the large cities. To-day things are different. There are stores in the small towns that do just as good advertising as do the stores of the cities, although, of course, they do not spend so much money. In one particular the large and small towns are alike. They all have one or more leading store that advertises heavier than all others. In almost every case these heavy advertisers do the bulk of the business. These successful advertisers, it will be noticed, make a practice of quoting prices. All their announcements contain the most desirable information that a man or woman can desire—what they will have to pay for the goods. There is nothing mysterious about advertising, nothing that any good business man does not know. Any man who is a good reader of human nature can write a good advertisement. If he can't write the advertisement it shows that he can't read people. The successful advertising man studies his customers. If they are of the class that desire an announcement of the P. T. Barnum order that's what he gives them. The circus style of doing business is just the thing in some places. Probably some of the experts will claim this is a lie. But in other localities the reverse is true. The natural born advertising man can read the people and tell what they are looking for.

All the experts in the country rave against the yellow advertisement, claim it is no good, etc., but is there anything that does the business any better than the cascade advertisement.

Things We Sell

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

Weatherly & Pulte
Grand Rapids, Mich.

Retailers

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

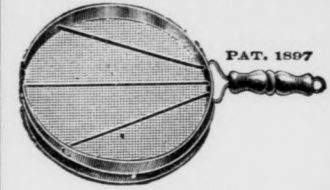
Merchants' Quick Price and Sign Marker

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.

A GOOD SELLER



THE FAIRGRIEVE PATENT.

Gas Toaster

Retails
25c

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

It Saves time by toasting evenly and quickly on gas, gasoline or blue flame oil stoves, directly over flame, and is ready for use as soon as placed on the flame.

It Saves fuel by confining the heat in such a manner that all heat developed is used. The only toaster for use over flames that leaves toast free from taste or odor. Made of best materials, riveted joints, no solder, lasts for years.

ASK YOUR JOBBER

Fairgrieve Toaster Mfg. Co.
A. C. Sisman, Gen'l Mgr.
287 Jefferson Avenue, DETROIT, MICH.

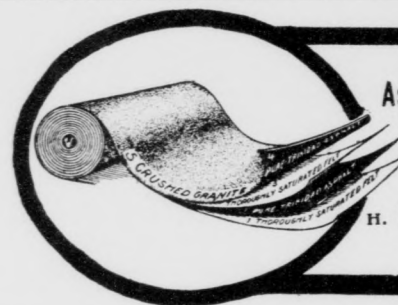
SAVE THE LEAKS

AUTOGRAPHIC
STANDARD CASH REGISTERS
Does what no other register
will

It gives you a complete statement
of your day's business.

IT Makes clerks careful
Detects carelessness
What more do you want? Prices
moderate. Address

STANDARD CASH REGISTER CO.
No. 4 Factory St., Wabash, Ind.



H. M. R. BRAND
Asphalt Torpedo Granite
Ready Roofing.
THE BEST PROCURABLE

MANUFACTURED BY
H. M. Reynolds Roofing Co.,
GRAND RAPIDS, MICH.
Write for Samples and Prices.



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

The Union Trading Stamp Co., Head Office, Whitney Bldg., Detroit, Mich

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



PREPARED MUSTARD WITH HORSERADISH

Just What the People Want.
Good Profit; Quick Sales.

THOS. S. BEAUDOIN, Manufacturer

Write for prices

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

ments? They are the yellowest of the yellow. The same success is obtained by firms whose advertisements are exactly the opposite in style.

It would seem that in the face of all the evidence to the effect that it pays to advertise, more merchants would look after this part of their business more closely. If the people will read articles in the literary magazines treating of this subject it looks as if they must read the advertisements in the magazines and newspapers. It has been generally considered for years that only the poorer classes read the advertisements that appear from day to day. While this opinion is not held so much now as formerly, there is yet a considerable element that believes it is a sort of sign of inferiority to admit of having given attention to an advertisement. Ask the average man if he reads so and so's advertisements and he will answer that he does not, and yet, strange to say, he always trades at his store. But this is probably one of the men who took such great interest in the articles on advertising that appeared in the literary publication referred to above.

From present indications advertising is soon to take a more advanced position than it now occupies. There is no reason why it should not be generally considered in the same class as music, art, agriculture, science and other things that are considered of importance. The spirit of the times leans in the direction of commercialism, sad as this seems to some of the people whose foreheads protrude to an amazing distance. The air is filled with the sound of the jingling dollar. Everybody is after it. It is but natural, then, that the subject of advertising should be of interest to almost everybody.

Advertising is one of the most important things we have to deal with to-day. And at the same time it is the cause of more worthless, fine-spun theories than any other one thing in existence. There are hundreds of experts who tell us that no man can be really successful unless his advertisements are straightforward and truthful. There are also men who stretch the truth with an amazing ease when writing their advertisements and they are very successful. Both kinds of advertising are doing the business to-day. We see every day advertisements headed with such statements as: "No such bargains as these have ever been offered before;" "An array of bargains bewildering in magnitude;" "Marvelous low price offerings;" "Greatest price reductions on record." Pick up any Sunday paper from the big cities and just such statements will be seen. We all know there is nothing marvelous, bewildering or unusually great about these stores or what they offer, but it is human nature to look for and expect a lot of hot air when reading the announcements of department stores. As I write I have before me an advertisement of a certain brand of cigar. According to the advertisement this cigar is a "dream, a delight, a satisfaction, the smooth smoke, and the

largest selling brand in the world," when the facts of the case are that it is one of the poorest cigars for the money to be found anywhere. There are other successful advertisements that read just as bad. This is advertising as it is. When taught by mail it is different. Experts all sigh for the time when truthful advertising shall be the order of the day—and at the same time continue writing lying statements about the stuff they are trying to sell.

Once in a while we hear somebody say that a certain advertiser didn't do all he claimed he would and he failed as a result. Another man succeeds in the same business and his advertisements claim things that no man on earth could back up. We all know this is true. A certain medicine concern offers to pay \$100 for any case of catarrh that can't be cured by using this remedy. This reads well and probably draws business but nobody expects them to back it up. If this was backed up to the letter the firm would be in bankruptcy in a short time. The claim works all right because nobody tries to collect the \$100. It would cost more than that to get it and what is more, we all know that there is no remedy that will cure every case.

It is amusing to go through a newspaper and pick out all the advertisements that state nothing but absolute truth. It will prove interesting at any time and will go to show that the really out and out truthful ones are scarce, or are at least in the minority. They are not untruthful in a way that will injure anybody, but the claims made in most of them are elaborate enough to provoke mirth. If all advertisements were absolutely truthful mighty few of them would be interesting.

I realize that the statements made herein are in opposition to the ideas of present day advertising as advanced on all sides, but if some of the experts (so-called) practiced what they preach, there would be a mighty big change in present day methods.
Raymond H. Merrill.

Recent Business Changes Among Indiana Merchants.

Brownstown—Keach Bros. have sold their hardware stock to M. M. Hamilton.

Cambridge City—J. L. Richey succeeds Jas. McCaffrey in the drug business.

Columbus—John Gysie, retail dealer in boots and shoes, has been succeeded by Edw. McSweeney.

Decatur—G. W. Archbold, of the firm of G. W. Archbold & Son, dealers in groceries, died recently.

Evansville—Henry James, dealer in groceries, has sold his stock to James & James.

Frankfort—Given & Campbell have sold their drug stock to B. A. Archy & Son.

Garrett—Chas. Rodeman, tinner, has removed to Ft. Wayne.

Indianapolis—The Capitol Lumber Co. has increased its capital stock to \$75,000.

Lebanon—Jackson Bros. are suc-

ceeded by Jackson & Lewis in the grocery business.

Point Isabel—J. H. Salyers has sold his stock of dry goods and groceries to H. O. Kilgore.

Seymour—The Golman Dry Goods Co. succeeds S. Strauss & Co. in the clothing and dry goods business.

Terre Haute—Mr. Conrath succeeds Johns & Conrath in the grocery business.

Woodburn—Mr. Wilson, of the firm of Wearley & Wilson, retail dealers in meat, has retired from business.

Moving is almost as bad as getting married—and most people have to do it oftener.

Automobiles

Price \$500

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

Sherwood Hall Co.,

(Limited)
Grand Rapids, Mich.

WE WANT YOU

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

Forest City Mixed Paints

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



The FOREST CITY PAINT & VARNISH CO.

Established 1865. CLEVELAND, OHIO

This is the Season to Buy Flower Pots



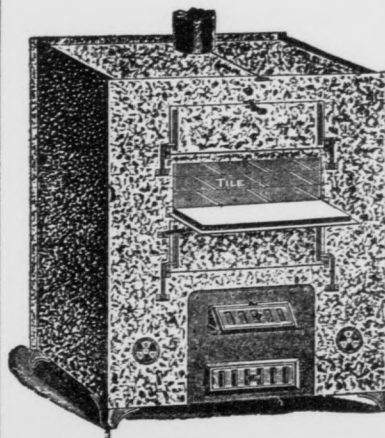
We wish to remind the Michigan Trade that they can buy the best pot made right here at home. The cuts show the three main styles we manufacture. We shall be pleased to send price list to any who will inquire. We have a large stock of all sized pots, saucers, hanging baskets, chains and lawn vases, and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

THE IONIA POTTERY CO., Ionia, Michigan

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

Clothing

Digest of Conditions in the Clothing Trade.

Chicago.

For a week or so recently buyers did not come to the market in such numbers as the manufacturers would like to see. The excursions of the Merchants' and Travelers' Association are excellent for trade, but so long as an attractive rate is offered for a given date reasonably near at hand, the merchants from outlying districts will wait for that date and take advantage of the saving in railroad fare. Saturday, August 1, however, was the date of the first excursion and buyers from the country are beginning to come in.

The opening of new goods in New York has called a number of Chicago manufacturers to that market to make spring selections. House trade for fall is limited to the conservative styles and fabrics. Unfinished worsteds and chevots in nobby effects are good sellers. It appears that the rougher goods will retain their popularity, although perhaps they may be of smoother effect than previously. Such, at least, is the expressed opinion of some buyers. The effect will not be loud, but neat and nobby.

In overcoats the cravenettes are beginning to move as well as the other suitable fabrics. Rough goods for winter and smoother stuff for fall are the proper thing. From 44 to 50 inches are the lengths wanted.

Among the retailers the clothing trade is uncertain, depending to a large degree upon the weather. Some days, when the thermometer mounts up toward the nineties, there is activity manifested, but when the temperature drops the call for summer clothes lapses into desuetude. Then, too, the season is getting late. Cut price sales are on all over the city, most of the leading stores vying with each other in offering outing suit bargains. Cuts range from 25 to 50 per cent. off regular prices.

New York.

With road business pretty well over for the first part of the season, attention is now centered upon store trade. Visiting merchants, however, are arriving more tardily than last year. There have been some in market, but the number is not yet large. Wholesalers say that they believe their customers are still busy in their own stocks, trying to clean up as effectually as possible for the present season before coming on. Even local buyers are slow about placing their fall orders. Only a few have placed their full quota for the season, while the majority have ordered only sufficient for an opening, and there are some who have not yet looked at new goods.

Wholesalers report that interest is increasing in the double-breasted sack coat in staples and fancies, also in the English walking coat in chevots and tweeds and neat grays in worsteds.

There is also an increased amount of business shown by orders on fancy fabrics in overcoats, there being an

improvement in Chesterfields, pale-tots and belted backs in nobby, fancy mixtures, overlaid plaids and small check and broken check patterns in grays and browns.

Wholesale stocks of summer clothing have been pretty thoroughly cleaned up. Some manufacturers have visited local retailers offering homespun and crashes, but none appear to have anything but a sprinkling of sizes.

July trade was rather disappointing. When the hot spell came at the beginning retailers thought they were going to have a month's siege of good business and had prepared for it by postponing vacations until the latter part of August and September. But with the change from hot to cool weather trade fell off and has been only fitful since. Those who had exercised caution in purchases and had their stocks normal so that they could take advantage of the wholesale offerings in two-piece suits found exceptional bargain opportunities. Two-piece suits which had wholesaled throughout the early part of the season around \$8 were closed out at prices which permitted profitable retailing at \$5 the suit. Those who bought up these lots immediately launched into their midsummer reduction sales, sandwiching in their "stickers" with the new stock, and a pretty satisfactory business was done. But even the reduction sales have not been as well attended as it is believed they would have been had the weather been hotter throughout the month. Retailers inform us that they will get out from under heavy stocks this season very nicely, carrying over less merchandise than they did last year. It does not follow from this, however, that business has been so satisfactory that they have pushed out as much merchandise as they wanted to. On the contrary, it is due to conservative buying. It appears that few duplicated on their first purchases to any extent. Their original orders carried them safely through April and May, but the unseasonable weather in June made things look doubtful, and instead of duplicating in the regular way most of the clothiers just pieced in where their stocks had been broken.

How He Lost Sleep.

"I lost an hour's sleep last night," ruefully asserted the man who had been traveling from Chicago to Buffalo.

"How was that?"

"I went to bed at the usual hour, central time, and I got up at the usual hour, Eastern time. In consequence there was an hour of good sleep lost."

The friend being truly sympathetic gave the matter deep thought.

"Not absolutely lost," he said at last. "I know how you can recover it."

"How?"

"By taking a night trip from Buffalo back to Chicago."

The more you advertise your business the more business you will have to advertise.

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

William Connor, President.

Wm. Alden Smith, Vice-President.

M. C. Huggett, Secretary and Treasurer.

The William Connor Co.

28 and 30 S. Tonia St., Grand Rapids, Mich.

Wholesale Clothing

Established 1880 by William Connor. Its great growth in recent years induced him to form the above company, with most beneficial advantages to retail merchants, having 15 different lines to select from, and being the only wholesale READY-MADE CLOTHING establishment offering such advantages. The Rochester houses represented by us are the leading ones and made Rochester what it is for fine trade. Our New York, Syracuse, Buffalo, Cleveland, Baltimore and Chicago houses are leaders for medium staples and low priced goods. Visit us and see our FALL AND WINTER LINE. Men's Suits and Overcoats \$3.25 up. Boys' and Children's Suits and Overcoats, \$1.00 and up. Our UNION-MADE LINE requires to be seen to be appreciated, prices being such as to meet all classes alike. Pants of every kind from \$2.00 per doz. pair up. Kerseys \$14 per doz. up. For immediate delivery we carry big line. Mail orders promptly attended to. Hours of business, 7:30 a. m. to 6:00 p. m. except Saturdays, and then to 1:00 p. m.

"Just as Handy as a Pocket in a Shirt"

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



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

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.

WHEN JOHNSON MAKES THE AWNING

"WE FOOL THE RAIN"
(trade mark)
Canvas Covers

for your store or office you have the satisfaction of knowing that your awnings are the best that money can buy. They are cut, sewed and finished by skilled hands. We also make Sails, Tents and Carpet Covers. Our prices on FLAGS are the lowest. Estimates carefully furnished. Established 1886. All orders promptly attended to. Try us.

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

MADE GARMENTS.

How They Have Revolutionized the Trade.

Things have changed since father was a boy. The clothes are not made in the home.

Making the home more of a home and less of a factory has worked big changes in the dry goods trade. The merchant who realizes that this change is still working out to greater results is the one who is obtaining the best margins on his dry goods sales to-day.

Demand for ready-to-wear goods in almost every line is increasing rapidly. It is invading the smallest communities. It is forcing the smallest dealer in dry goods to buy some of those lines. The dealer who does not wait to be forced into this is the one who has the name of being the most enterprising.

Children's lines ready-made wear are growing in importance. This trade is easy to get and easy to hold if the merchant carries the right stock. But it must be up to date and kept so.

The point is well made that in no other line are the excellent fit and perfection in other features reached that are attained in children's wear. The reason is that faultless fit is less difficult to obtain in children's garments than in those for adults.

One of the developments of the past few years has been the big increase in this class of trade. Mothers are either too busy with other duties or would rather leave this work to the factory too well to put in time making children's wear.

So they buy ready made hats, caps, suits and underwear. The same ideas in styles are demanded in children's wear as in that for adults. Mothers are growing more and more particular about the looks of the children. They begin to feel that if their children look well the community gives them a longer credit mark than if they look carelessly dressed.

This does not mean that every child must be stylishly dressed. But in the big increase in children's wear lines there is an opportunity to dress children neatly, with little trouble, and at comparatively small expense.

This is one explanation of the rapidly increasing demand for these lines. It also explains why manufacturers are going to so much pains to

cater successfully to this demand. Every few months something new for children makes its appearance. It may be a new hose supporter. One instance is the big increase in the sales of children's waists which retail at low prices. These waists are a big improvement over any of the old style garments and there is no bar to any mother purchasing them.

More attention is being paid to children's hose. The trade on children's suits of all kinds greatly increased during the past year. The development of this business is seen in the city stores which now devote large areas to children's garments and furnishings. This means the emancipation of the mothers. No wonder they patronize the children's departments.

To suit the mothers in children's wear is one of the ambitions of many a good dry goods merchant. It is one way to the hearts of women, who do most of the buying in the community. The children's department can be operated at very little expense. There are no changes to make. The garments either fit or they do not. But the mother wants style, service, and a reasonable price, and the manufacturers are combining all three nicely.

The dry goods departments in many general stores are beginning to look more like ladies' and children's furnishing departments than anything else. "By the yard" is still the plan in the better class of dress goods and other lines, but so thoroughly has the garment section worked its way into the space that the dry goods departments of years ago and to-day would not know each other.

To properly care for and display much of this stock requires tables and wider shelves instead of the old plan of a regulation shelf with counters in front. The clerks must be up on the sizes and keep close tab on what is in stock and what is out. In short, all hands must be in closer touch with the dry goods stock than was necessary under the old plan.

Underwear and hosiery are becoming more and more important on account of the greatly increased varieties. The merchant will soon be called upon to purchase his underwear for next spring. From this distance it looks like higher prices than

ruled a year ago. Fleeced underwear manufacturers advanced their prices early. The scarcity of the yarns used in underwear and hosiery manufacture has had much to do with the increase in price.

The underwear section in every store should be adapted to quick handling and ready display. When underwear trade once starts it comes rapidly and nothing should stand in the way of making every possible use of the opportunity.

During the coming year the business in ladies' wear will see a big increase in all sections of the country. More attention is being paid to this branch of manufacture than ever before.

The general dealer who is discussing this feature of his business knows that his call for petticoats, for instance, has been better this year than last. It will see an increase from now on. Every store that is conducted on up-to-date lines is paying close attention to ladies' neckwear and the corset section is increasing with the call for better corsets and the newer methods of selling them through lady demonstrators and other means of advertising.

One of the most interesting developments in the dry goods trade is the tendency of some of the leading stores in some sections of the country to cut their piece goods stocks down to the lowest possible minimum. Some are throwing out the piece goods entirely and confining themselves exclusively to ready-to-wear stuff, which includes hosiery, gloves, garments, millinery, neckwear, parasols, umbrellas, corsets and underwear.

One of the large stores estimates that the trade in these departments constitutes over 50 per cent. of the total business done by a large number of dry goods stores to-day and that the merchant who follows it exclusively will be making good use of a new opportunity. This means, of course, throwing out many household staples found on the shelves to-day and for which there is considerable call.

It will be a long time before the dry goods merchant of the Northwest will be following this lead, but the incident is good for illustration of the trend of the dry goods trade, and all great movements in the trade

sooner or later affect the demand which comes to the smallest dealer.

The demand for piece goods while far less than five years ago in all lines is still with us enough to make it an important element in the business. Even in the larger cities where a woman can buy almost anything in garments she wants ready made the dressmaker is still busy.

So in the smaller town where many kinds of ready made garments are now carried in stock, made from the medium grade fabrics, the women still want to ply their own needles on their own garments or have the dressmaker do it for them. It will be a long time, if ever, before this is a lost feature of the dry goods demand, but the steady trend is toward a big ready-to-wear volume and a much smaller piece goods demand and the merchant must make note of it.—Commercial Bulletin.

One pair of yellow shoes does not make a summer.



"The Kady"

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

The Ohio Suspender Co.
Mansfield, Ohio

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

PAN-AMERICAN GUARANTEED CLOTHING



WILE BROS. & WEILL BUFFALO, N.Y.

Stands the light—it bears critical inspection. It's all wool and well made, good substantial trimmings, haircloth, linen canvas, every seam stayed—and it's guaranteed. "A New Suit for Every Unsatisfactory one." We put the union label on it too—we can sell better finished clothing now for our old prices. Men's Suits and Overcoats \$3.75 to \$13.50. Boys' and Children's Clothing—a full line from lowest to highest grade. Every line with a little extra profit to the dealer.

Detroit office at 19 Kanter Building has samples—salesmen have them, too.

And we're all ready to tell you about our Retailers' Help Department.



Style Tendencies in Little Folks' Wearables.

Chicago.

An estimate of the various reports leads to the conclusion that fall business is up to the average, if not a little above. Merchants are inclined to be conservative during the early part of the season, especially in the corn producing states, until it is known what the corn crop will be. If the yield is a good one everyone will feel more prosperous and buy more liberally. However, it is a little too early yet to make definite predictions. Merchants who have come to town have bought goods, if not extravagantly, at least confidently, as if they had no fear of the issue.

Norfolk jackets are in the lead for boys, the combination Norfolk and sailor effect being one of the popular styles. For young men the single-breasted coat of military cut seems to be one of the most favored styles, while in overcoats the single-breasted belt-back coat of good length is a good seller. Most of these are made so that the belt may be removed. Pleated backs, too, are not by any means out of the running.

Boys' and children's wear among the retail stores is said to be slow. This is on account of the weather, which for some days has been too cool for wash and other summer suits to move freely at all. Whatever stuff is selling is in the serviceable fabrics, in chevots, worsteds, twists, etc.

New York.

Buyers are somewhat late in coming into market. As yet they have not arrived in the number usual at this time. Business so far on fall lines has been largest with Southern clothiers. They are reported to have had a big spring, and consequently have all kinds of money.

Western trade has not developed as much strength as the South, and local and nearby trade is behind the usual time, while the houses in nearby sections sold by travelers have not been "the good customers" they were a year ago. The backwardness of merchants on fall lines is not accounted for by large stocks but by a feeling of conservatism. Salesmen say their customers have not had a very good season this spring and summer and are holding back on their fall purchases until they are actually compelled to enter the market. Those who have bought have shown disinclination to put in their customary full orders, preferring to first feel their way. Such, at least, is the opinion expressed by salesmen, who say that they have been put off by their nearby and local trade with all sorts of excuses, the main one being that they have not made enough money yet this season and can not think of looking fallwards until they get more thoroughly clear of their present stocks.

Yet, notwithstanding these pessimistic views, the leading houses making children's and boys' clothing report that the volume of orders they have booked to this time are somewhat ahead of last year, and that they look for a banner season, inasmuch

as many of their good customers are yet to be heard from. Besides store trade has not yet developed to any extent, and the aggregate of orders taken in the salesroom each season is very important when the season's total is figured out.

There is little change to note from our previous reports regarding the styles selling. There has been no change in the kind of fabrics, and the styles called for in children's clothing are the Russian and sailor blouse fashions, with Eton and sailor collars.

In overcoats for youngsters the Russian cut, with large astrakhan collars and frogs, is taking very well with the retailers doing a nice trade. In the older sizes the fancy frock cut of overcoat is quite popular, decidedly more than it was last year.

In boys' suits the double and single breasted are leading, with considerable favor enjoyed by the Norfolk, which has been shown in various styles, with both broad and narrow pleats, features which lend plenty of variety to this stock.

Buyers, particularly those at the head of departments, appear to be falling into errors of judgment in buying, which can not do otherwise than result disastrously to their business. If the shrewd buyer could stand by during the busy period of the season, when visitors from various sections come in to New York to buy, and watch their colleagues, study their methods and note how many of them are dividing up their season's purchases unmindful of the great advantages which result from concentrated buying, there would be a valuable lesson learned.

Speaking to the writer on this point a very clever and eminently successful buyer said: "I know what it is to have a great many friends and to try to please all by dividing up my orders among Tom, Dick and Harry, but it did not take me long to learn the lesson, and I am vastly more successful since I have concentrated my purchases. I run two lines, a medium grade and a popular line. These comprise my season's stock, and I place my orders with good, dependable houses. When I want bargains at the middle or tail-end of the season I am taken care of, if my people have them, if not I do a little shopping. You will understand me thoroughly when I ask you to name the most successful clothing houses in New York; for instance, take both branches, men's and boys'. Now then, since you have named them, what are they—one line houses? Isn't that proof positive of the effectiveness and success possible through concentrated buying? Then, let us look farther and see if we can pick the most successful buyers in, say three, of our largest cities. Very well, then, since you have named them do you know how they buy? Yes, that is it, they concentrate their purchases. In other words it is specializing in clothing merchandise. Then the best advice you can give is by making use of one of the catch phrases of a Broadway retailer and

advise buyers to 'get the habit' of concentrating their buying."

While there is some logic to this gentleman's remarks, and the tendency appears to be toward concentrated buying, yet the other extreme is bad—where the retailer has been practically owned by the manufacturing house. Where departments and clothiers are actually in the hands of the manufacturer the buyer is handicapped in many ways, preventing the retailer from competing in the open market as freely as is felt advisable at times. It is likewise true that buyers are not at all times to blame for dividing up their purchases, as they are instructed to do this by the house and are simply carrying out such instructions.—Apparel Gazette.

Fixtures For Every Store.

In putting fixtures into a store there are many things that are used equally in the grocery and dry goods sides, and some things that are apt to be neglected also, inasmuch as they are not always considered as necessities by the merchant.

Some of these things seem expensive, perhaps, in the first cost, and many dealers, seeing what appears to be a high price for a desired article, look no further and do not figure up the saving that the device may effect on the first cost as divided among the years which the fixture will last. This ought always to be taken into consideration when buying anything that is expected to be used a number of years, as well as quality which will make the device last long enough to make the cost reasonable.

Shelving is a fixture that no store attempts to get along without but which many neglect.

Nowadays there are a number of kinds of shelving offered ready to put up. It is made for all purposes. The grocery shelving is built up from the floor with the lower part fitted with metal tilting bins ready for stock. For the dry goods sides the lower part is fitted with drawers or whatever is desired. The shelving comes all knocked down and can be put up very easily. The canopy top is one of the favorites.

Then there is adjustable bracket shelving. This is very convenient as it can be regulated to suit any class of goods. The brackets, being small, take up little of the shelf room thereby making more space for the goods.

Cash and bundle carriers have been looked upon by a good many merchants as belonging exclusively to the large city store. But the advantages of these systems are becoming apparent. In every store of any size where some cash carrier system is not used the clerk must run to the cashier's desk with every purchase. This is a nuisance. It takes possibly double the time to wait on the trade when this system is used. Not only that, but the temptation of the clerk to make change out of his pocket or to put the cash in his pocket where no change is required is done away with when a cash carrier is handy to every counter.

A cash register is a very useful thing. It provides a perfect check on every purchase. They are made in

an almost endless variety of styles—total adding, check printing, etc. In fact, some of them furnish almost a complete book-keeping system and all done by simply pressing the keys.

Book-keeping is not what it used to be, and let us be thankful. Systems are now in use that are almost automatic. The "short-credit" system of accounts is a very convenient and safe method of keeping books. It saves much labor and practically does away with errors in accounts.

One of the best things which has been provided for the merchant is the coupon book. This takes out of the credit business the disagreeable itemized account with all of its disputes and errors. It puts the burden on the customer. He is given his book after his note has been taken or a lump charge entered on his account.—Commercial Bulletin.

"The Dangerous Age of Forty."

Charles M. Schwab, as the typical American who has succeeded in the typical American way, is chiefly valuable to his countrymen as an object lesson in physiology. This means, since his eminence as a financier and a philanthropist is of the highest, that the lesson in question is one of vital importance to every business man in the land.

"The dangerous age of forty" is a phrase used only by physicians. It means that about each fortieth year, the period varying with the amount of strain each man has undergone, there comes a meridian line which marks the end of youth and the beginning of age. At this point the body ceases in sleep to store up a surplus of energy over and above the daily need which can be drawn upon without injury to the system. Any man who after passing this point makes the same daily expenditure of force as before is destined to an inevitable premature collapse, whose date depends directly upon the amount of the overdraft.

As a corollary to the census of 1890 it was declared from statistics that the average life of the pushing American business man was 43, an indication that the law of the fortieth year was then claiming its victims by the thousand. Not only should men take care to lighten their labors at this period, but also—and this is of equal necessity—they should so arrange matters in the years immediately preceding, at any cost, that they will be in a position to lessen the strain when the necessity arrives. Mr. Schwab has no desire to work in opposition to his doctor's advice, but he is compelled to work by his responsibilities.

The Japanese, among their many excellent proverbs, have this: "Every man at 40 is either a physician or a fool." Any man who does not understand this may be sure that the last word of the proverb describes him.

The latest fad in the way for a cure for dyspepsia is bread made of sea water instead of fresh water. A Philadelphia baker makes a specialty of this bread, and the dyspeptics who use it declare that it aids them.



Representatives
of
The Ideal Clothing
Company
and their
SAMPLE TRUNKS.



Shoes and Rubbers

Plenty of Nature and Art in Shoes.

Between nature and art in dress there is always a determined struggle on the part of shoe wearers to give art a fair chance to do her best for the feet. There are to-day so many stations between the extremes of nature and art that in footwear we have an ample field to choose from.

The simplicity of nature is not in evidence at the foot any more than it is at other parts of the body. This is impracticable as well as impolitic; but the shoemaker has so skilfully designed the modern shoe that it gives us a lot of artistic beauty with enough of nature to house the foot comfortably.

The woman who buys the graceful modern shoe is not solicitous about natural conditions, further than to get her foot into it; but when it comes to the artistic make-up and external appearance of the thing, she is as critical as the manufacturer could desire, and his best efforts have her cordial approval.

In getting nearer to nature in our foot coverings we are somewhat handicapped at times in the struggle between utility and comfort on the one hand, and beauty of outline and decorative effects on the other, in which there is a lack of space.

But in our accommodating compromises between these wide extremes, thanks to the thoughtful shoe designer, we come out from the contest satisfied, if not always entirely sensible in our choice. We draw the "nature" line at the toe-exposing sandal, and also at the too-generous breadth of the foreign shoe. In fact, we have no use for nature when it conflicts with beauty.

The American shoe builder never makes this mistake, any more than the yacht builder errs in the slender form and graceful lines of the vessel that is designed for beauty and speed alone. The American woman knows a thing of beauty in shoes at once.

While the lowering of the extremely high heel brings us nearer to a natural position, it is not to be supposed that no heels at all on the shoes would fill our measure of comfort at the bottom. Let any one who doubts this try a long rapid walk in heelless slippers, and note the result of the experiment.

High heels have their uses—mostly aesthetic—but they are out of place on the soldier, or on the long-distance pedestrian. To the soldier at drill, the shoe heels serve a somewhat similar purpose as the rudders of vessels, in altering the course.

Aligned and stationary, the heels are drawn as closely together as the conformation of the men will permit; they form this base of support, and center of pivotal motion. But on high heels, in facing about, his balance would be endangered, and the low broad heel of the military shoe he can rely upon.

The high heel, anomalous as it may seem, could bring him nearer to nature, or mother earth, by a fall. On the long march the low, broad heel is indispensable, as a secure and

restful support; while with no heel at all, the muscles of the calves would be painfully strained by the unnatural position.

On the other hand, there is the soubrette to whom the high heel is indispensable, as her pivotings require its aid, and all of her movements are of a different character from those of the soldier. Shoes, like other things, have different uses, and therefore should be adapted to them.

But in getting nearer to nature, either in dress, figure or shoes, few of us will admit, at least in practice, the truth of the poet's lines about beauty, that it is

When unadorned, adorned the most.

Shoe wearers can stand a lot of this adorning nowadays.

Did you ever go into a "lounging" store in quest of a pair of shoes? The writer has, and he wished he was outside again. No one likes to enter a store in which he feels that his first task is to wake up the clerks. He may, in fact, be feeling dull and listless himself, and need rousing a little. If so, he knows he has got into the wrong store.

Don't let possible customers catch you lounging about, with scarcely enough energy to come forward and attend to them. It is depressing to the languid patron and unbearable to the lively one. Get a move on. Pretend to be busy, at least. Keep your hands cut of your pockets when approaching a caller.

Don't turn the store into a debating society. Clerks sometimes get into a heated argument over some question upon which they differ, while a waiting customer is lost sight of. If the latter is the sort that won't stand for such neglect, the probabilities are that he will be literally lost sight of—outside the store.

If you feel an attack of gabiness coming on while waiting on a customer, bottle it up and keep it for your chums. Talk only shoes to strangers unless they ask you some irrelevant question about the weather or the circus. When in doubt, look toward the boss and he will "give you the eye."

Let your customer know something about shoes, even although you may have been in the business for six months. He may have been a shoe buyer while you were at a kindergarten school. At any rate do not tell him what he ought to buy.

Let the customer use the strong terms, and even abuse your favorite style, by saying: "I wouldn't wear such a shoe as that. You have others; trot them out." It is he that is buying, and it is your business to humor his tastes in footwear.

Here is a touching little story of a good little boy and his new shoes. The characters included, besides the boy, are his mother and a shoe retailer. The lesson taught in the tale is that precious boys need watching as well as grown-ups.

A boy, 9 years old, was sent to the family shoe store with a note from his mother, requesting the dealer to fit him out with a pair of stout, serviceable lace shoes. The bright, hon-

Take a Day Off

Come to Grand Rapids on the Buyers' Excursion any day from August 24 to 29 inclusive. Grand Rapids, you know, has many points of interest.

We want you to make yourself at home with us and incidentally we will show you an up-to-date shoe factory in full swing and operation. It will interest you.

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Michigan

Do You Know What We Carry?

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

Lycoming Rubber; (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.

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.

est lad presented himself at the store without the note, and asked for a pair of handsome button shoes, of the latest style.

It was not without some misgivings that the dealer, who of course knew the family, fitted him out with these; but when the boy proposed to keep them on and wear them home, the retailer refused to permit him, and wrapped up the purchase, and told him they must first be shown to his mother, and get her approval before wearing them.

Later in the day the boy returned to the store with the bundle and said his mother wanted the shoes exchanged for a pair of heavy balmorals. As the dealer opened the bundle, the boy's face wore a broad grin. A pair of shoes was disclosed, badly soiled, the uppers smeared with mud, and the soles looked as though they had been tramped in for a month.

"It's a nice scheme, sonny, but it won't work here. You take these home again, and tell your mother that we don't ever deal in second-hand goods."

In less than an hour an excited woman rushed into the store with, "So yoo won't exchange these shoes?"

The dealer pleasantly explained to her that it was impossible as the shoes were no longer salable. Then he opened the bundle and displayed the disreputable things to her astonished gaze.

The young scapegrace, after taking home the shoes and being sent back with them, had surreptitiously put them on and worn them long enough to render an exchange impossible. He then bundled them up again, put on his old shoes and returned to the shoe store, confident that he had secured his favorite brand of footwear—and he had; but what else he secured when pater familias was apprised of the incident is another story, and doesn't matter.

Since the ancient sandal went out, and new styles superseded it, the shoemaker has been obliged to give considerable attention to shoe fasteners. Among the various kinds of shoes with tops to them, some sort of device was necessary to keep the coverings on the feet and prevent them from slipping at the heel.

Considering the length of time that shoes have been worn, the progress and improvement in fasteners have not kept pace with those of footwear. To-day there are three popular sorts of fastenings for shoes, the lace, the button and the congress.

Each of these has its devotees, who praise their favorite by the depreciation of the others. Of course the oldest style of fastener was the lace in its primitive form. The evolution of this method was gradual, and moderns will scarcely recognize in the oldest form of the Egyptian sandal the beginning of the lace shoe.

This was, of course, a shoe without any upper, and it is only by tracing it through its successive stages of development that we find its result in the lace shoe of our time. Although the lace shoe is the progenitor of fasteners, the button and con-

gress also had their crude beginnings, which would be in absurd contrast with those of the present day if placed side by side.

The earliest sandal, according to Wilkinson, the historian, was a simple broad strap, passed under the heel and secured over the instep; this afterward had a sole attached, running the whole length of the foot. In this primitive form it was the first tie or lace shoe known.

The next step was to add a lace, passing between the toes, by which means the sole was secured more firmly to the foot. Later a strap passing over the ball was added; and finally a network of laces crossed the foot without any regularity or apparent design, except to make everything firm and snug.

Following this came the Theban boot or buskin, which consisted of an intricate maze of interlaced straps reaching far up the leg. This fearfully and wonderfully constructed shoe would probably have tried the patience of the most inveterate lacer of our day, or of Job himself, if he wore that style of footwear.

Those ancient worthies, however, were never in the rush of those who had to catch a train; and they had far more time to spend over a much less elaborate toilet than that of their successors, the inheritors of the lace shoe in its present form.

The chief objection to our Balmoral shoe has always been the annoying breaking of laces, and the time required to thread the eyelets. The former trouble has been somewhat mitigated by the use of porpoise leather for laces; the labor of the latter operation has been lightened by the use of lacing studs.

But the latter, like other devices intended to cure one evil, have been attended with another objection. They have played more or less havoc with skirts and trousers at the bottoms, so that there is a class of shoe wearers still clinging to the button shoe.—E. A. Boyden in *Boot and Shoe Recorder*.

Chamois Gloves for Men.

Chamois skin gloves are the latest made for men and they seem likely to become a popular fashion after having struggled for two or three months to gain recognition.

Buff colored gloves are a novelty to which it is a little difficult to get accustomed, but the arrival of the warm weather and the persistent efforts of two or three determined wearers of the gloves have won a place for them.

They are not expensive, as they may be washed and are not affected by perspiration to the same extent as other gloves. One pair may readily be washed two or three times without damage.

A most grotesque feature of these new gloves to some persons will be the fact that they are buttoned, not worn flopping about the wrists as has been the fashion with other kinds of gloves for the past two years. The chamois gloves are heavy or light in weight, according to the taste of the wearers, who agree that the heavier are the better.



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

SUCCESSFUL SALESMEN.

J. A. Sherrick, Representing Rindge, Kalmbach, Logie & Co., Ltd.

J. Adams Sherrick was born in Blanford, Waterloo county, Ont., on a farm in 1854. His parents were both born in the United States. His father's ancestors came from Switzerland in the seventeenth century and his mother's from England, Scotland and France early in the nineteenth century. He came to Michigan in 1865, stopping in Detroit about a year and then went on to Jackson, where he was office boy for the Austin-Tomlinson & Webster Co. and went to school evenings. In 1868 he joined the McKean Buchanan Dramatic Co., a Shakespearian repertoire company. As an actor he proved himself proficient in taking almost any line except vaudeville. In 1876 he returned to Jackson, married Miss Josephine Louise Marin and went to work for



W. N. Woodsum & Co., shoe manufacturers. He worked in all the different branches of the factory and store. He came to Grand Rapids in 1881 and worked in Rindge, Bertsch & Co.'s factory about a year and a half and then for T. J. Lucas at 88 Monroe street about a year and a half and in 1884 went on the road for Rindge, Bertsch & Co. His territory is in the Eastern part of the State and, notwithstanding it is not in the last tributary to Grand Rapids, he has worked up a fine trade which is gradually growing larger every year.

Mr. Sherrick belongs to several societies, being a member in this city of Valley City Lodge, F. & A. M. and the Court of Honor. He is a member of the I. O. O. F. in Stockbridge and a K. O. T. M. at New Hudson, a Rebecca at Linden, an M. P. B. A. at Gaines and in Detroit he is a member of the O. E. S., the John Russell Union, the Gideons and is an honorary member of the W. C. T. U. and also a member of the Church of our Father (Universalist).

Mr. Sherrick is a very modest man and seldom says anything about himself or his ability, yet he wears a beautiful medal which was presented to him as first prize in an oratorical contest a short time ago in the city of Detroit. He is very popular with his customers, also the young

people in the towns he makes, and many times is importuned to take part in their amateur plays, but he tells them he has no time to spend with them for rehearsals and winds up by giving a humorous recitation.

Mr. Sherrick attributes his success to the fact that his house makes extra good wearing shoes, coupled with his thorough knowledge of the shoe business, and that he follows the Golden Rule and in every instance he does by his customers just as he would have them do by him were he in their place and they in his. He is very fond of the drama, literature and art and is a thorough advocate of each one improving himself and developing into a higher and nobler manhood. He has oftentimes been heard to say, "If I were a hundred years old I would still strive to improve myself."

Personally, Mr. Sherrick is one of the most companionable of men. He has a large fund of anecdote always on tap and his complement of stories is one of the most complete assortments in the State. He has a peculiar penchant for accidents and can go through more catastrophes and runaways and escape with slight injuries than any other man in Michigan.

Mr. Sherrick has recently removed from Detroit to this city, locating at 31 South Lafayette street.

Fortune Founded on a Quarter.

There is an interesting little story told of the beginning of the fortune of James Cochran, one of the Sour Lake, Tex., oil magnates. Cochran was a student at the University of Texas when he invested a quarter on a chance on a spavined, moth-eaten pony. He won it in the fortunes of the raffle.

He rode the pony into the oil fields. On his arrival a heavy rain made walking anything but pleasant. It was almost impossible to leave town without carrying away an acre of real estate.

"I say Cochran, I'll give you an acre of ground for that horse of yours," said a water-bound operator one rainy day as Cochran rode by him in the oil.

"What's your land worth?" asked the owner of the mustang, wondering at the same time if there was any bottom to it.

"Oh, I guess 'bout \$50. What's your 'hoss' worth, 50 cents?"

A little more parley and the horse was swapped for the \$50 acre of ground.

Ten days later the ground had advanced to about \$600. Last week a gusher was struck within 400 feet of Cochran's acre and as the trend of discovery is in that direction, one more gusher will send the land up to several thousand dollars.

New Source of Rubber Found.

A special to the Sun from London says: It is said that the world's rubber industry is likely to be completely revolutionized by the introduction of a fibrous rubber obtained from the roots of a plant discovered by a French botanist on the sandy plains of the French Congo. Speci-

mens of the plant, which has been scientifically named *Landolphia thralionii*, had been previously collected in seven places, including Lower Guinea and the Lower Congo, but the plant was never commercially utilized until very recently, when a French firm realized its lucrative possibilities and has since produced excellent rubber, which sells for three shillings a pound.

An English firm, headed by John Holt, has been approached with the view to introducing the manufacture into Great Britain, and Mr. Holt is employing agents to seek the plant in Northern Nigeria, where he hopes there is an important supply. Botanical and other experts predict a material increase of imports from the new source, which will greatly influence the market.

Generalities are as much out of place in an advertisement as in a butcher's shop; meat is what is expected.

We call special attention to our complete line of

Saddlery
Hardware

Quality and prices are right and your orders will be filled the day they arrive.

Special attention given to mail orders.

Take advantage of the Buyers' Excursion August 24 to 29, both inclusive, and make our store headquarters while in the city.

Brown & Sehler

Grand Rapids, Mich.

We have good values in Fly Nets and Horse Covers.

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.

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.

Inherited Enough Common Sense From Both Sides.

Written for the Tradesman.

When Arnold Samuels had almost reached the age of eighteen he made up his mind that it was time to go into business. A little parental insistence with the paternal assertion that he guessed "we'd jog along at school a year longer," had a tendency to keep affairs in statu quo, but the business bee had got into the young man's bonnet and it buzzed and buzzed until the air in his immediate neighborhood was suggestive of a hive of swarming bees.

That was the trouble. The young man wanted to swarm. During the last six months he had become acquainted with J—well, I'm not going to betray any confidences—but she was a pretty girl, the prettiest in the Mississippi Valley, and that is quite an extensive tract of country, you know, and in addition to her beauty she was sensible. The acquaintance soon ripened into affection; then they became each other's "regular;" then the little god with the white wings and the silver bow came in from hunting one day and had two hearts strung together on the same arrow, one marked with a capital J. and the other with an A., and wanted to know if there was any doubt about Ja's meaning yes in Love language as well as in German.

When matters reach such a pass in the life of a boy—he isn't a boy any longer, he's a man—the next natural thing is for him to stop school and go to work, and when he suggested that with the earnestness of eighteen he brought into play the standard reasoning on that much and often talked-over topic, the leading question in this instance being, "What use is algebra"—he hated algebra—"ever going to be to a feller, and what good can it ever do him in business?" Samuels, Sr., listened patiently to the argument of his much-in-earnest son and then with a "Wa-al," which betrayed his New England origin, made another "guess," this time to the effect that there was going to be time enough to get into business when he had had all the schooling he needed. "Go on and do your best, boy, for another year anyway, and then if it's business I'll see what can be done; but you want to give me some mighty good reports for that, boy. School is just as much of business as buying and selling and half-hearted work in one is a pretty fair foreshadowing of half-hearted work in another, and that isn't what we Samuels are noted for. So you buckle down to business for another year and give me a trial balance showing some pretty fair results on the right side of the account—especially algebra—and I'll promise to do the fair thing, only you remember that what you get, you have got to earn."

That ended it. When pa Samuels said no you might just as well go out and talk to the hills. Young Sam didn't do that. He went over and talked to Jessie. There was a good deal more fun in it. You—he could put his arm around Jessie and there was a great comfort in that and

when the arm had settled into its place and her head with its sunny hair had settled into its on his shoulder, it looked very much as if a little practical algebra was sorely needed to settle the unknown distance between their lips, for every once in a little while owing to their miscalculation their mouths bumped right into each other!

So Arnold went back to school in September, where he startled them all from A to izzard by announcing the fact that he was going to change his course and go into the commercial department, where they didn't have to have such inane things as x or indulge in any such nonsense as "bonus-a-um." He was going into business at the end of the year. He was going to start in at the bottom and work up. In two years he was going to be taken into the firm of Samuels Company and "when the rest of you fellers are in the middle of your senseless college course, I'll be strictly in the business-swim with a house on the vacant lot next to my dad's with a sweet thing in hammocks out under the trees and a little golden-haired tot toddling about

"With bib and fixing all complete
And I shall be 'ts dad!"

—a bit of an old college song which he sang with considerable zest, the sentiment of which was evidently in hearty accord with his own ideas on the subject.

At the supper table on that first day of school "Dad" introduced the subject of conversation by remarking, "Mr. Russell tells me that you want to change your course, son."

"I have changed it. I looked the ground all over, and for what I want I concluded that a straight out and out business course is the thing for me. A man can't afford to throw away the best years of his life for the sake of a lot of mummery; so I tell Russell that I'll drop everything but practical arithmetic and bookkeeping and take up a course of reading outside. I can do all I want to do during the fall and by the first of the year be ready to go into the store."

"Well, for that sort of course I should say it would do very well for the sort of person that wants it. Are those studies going to be enough to keep a young man of your active temperament busy? It looks very much to me as if with the practical arithmetic which you've studied ever since you were a baby and the sort of bookkeeping you'll get outside of the counting house that you're going to have about all the time you want for the course of your sort of reading. If you're reckoning on being out of school except when you recite I shall have to put up a bar there; so as I look at it your fall's schooling isn't going to amount to a row of pins."

"Oh, I can put work enough into the two studies to keep me busy, if that's all that's wanted."

"But it isn't all that's wanted. If it was, I would put you into the apple orchard on the farm and tell Pratt to see that you earned your money. There's no doubt about keeping you busy. That isn't it. A man that comes into the house of the

Samuels Company is going to be something besides a bookkeeper. We can hire an expert for that; but we look at the business as a whole. There is where your x comes in and your Latin and your higher mathematics and your English. Great Scott! boy, you can't write a decent letter and spell it correctly to save your little ignorant soul. Your common talk is a lot of nonsense that shows better than anything else what an empty, cobweb-covered apartment you have up there in your upper story! Do you think I'm going to countenance any such thing as that? Why, boy, if I should, ten years from now I should be ashamed to look you in the face.

"Now, then, see here, Arnold. You are only a little past seventeen. Between now and twenty-one you want to be laying in all the learning you can crowd into every minute of it. When the time comes I'll set you up in business, but I want an educated man to set up. If this little affair with Jessie amounts to anything I'm agreeable, only I'm not going to ask her father to give her away to a fool and I don't want you to ask him to. She's a trim, sensible, little body, like your mother"—the face behind the tea urn beamed—"and she ought to have a big hulking, sensible husband as your mother has"—humph! from behind the aforesaid urn—"and if you only took after your father as Jessie did after hers, there'd be some likelihood of her having one"—Oh! oh! from the tea urn's mistress—"but her chances are good as it is!"

"Now, boy, what do you say? Is it education and a fine business opening and Jessie at the end of it, or is it a course of bookkeeping and practical arithmetic and dime-novel reading?"

"I rather guess, father, I've inherited common sense enough from both sides to stick to the regular course;" and he did, but although he went on with his algebra he can't calculate distance yet and the two still go on bumping right into each other.

Richard Malcolm Strong.

Gen. Miles has ceased to be an active officer of the army, but indications are that he will be quite active as a citizen. There are many directions in which he threatens to get busy.

Do You Need a BICYCLE?

We have too many.

Will sell you one wholesale 1903 high grade wheels.

\$25.00 models, - \$15.20

40.00 models - - 21.50

50.00 models (with cushion frame) 28.60

With Coaster Brakes, \$4.00 extra.

Now's the chance—
Write for Catalogue

Michigan Automobile Co.
Grand Rapids, 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

THE RETAIL GROCER

Can Not Make Money Without Some Sort of Co-operation.

Has the retail grocer any future? Or must he be swallowed up in the struggle between and with the larger concerns?

The past year has brought some new knowledge on this point. It has tended to further prove that without some plan of co-operation the retail grocer will not make money.

In other words the retail grocer who successfully stands alone and fights his trade battles single-handed has no future worth considering.

There are exceptions. There are always exceptions. Now and then, in any avenue of endeavor, some man pushes himself above the throng and wins success, where others are scoring nothing but defeat and reaping nothing but regrets.

But go into most of the cities of the country for your proof. There is where the retail grocer is put to the real test. If conditions are favorable, why is it that in many cities a large percentage of these dealers leave the business each year? Traveling salesmen, who call on grocers of several large cities, say that one-third of the men they meet each year are strangers to them. They fill the places of men who have grown discouraged and quit.

The branch store, or the chain stores, have become an important feature of the retail grocery trade of many of the Eastern cities. One man or firm will establish stores in several sections of a city or several cities. He then feels able to demand lower prices than the single dealer who may be next door to his branch store and usually gets them. His expense account is smaller and he proceeds to make it lively for the men who own stores near his branches by putting a low price on staples.

This branch store idea is growing. It has not invaded the Northwest to any extent, but it has made things lively in other cities. Its effect on the retail grocery trade is plain. It tends to a further centralization of the grocery business. It offers no consolation for the small retailer or for the jobber, big or little.

In the large cities the constant struggle for grocery business is between the down town stores and the smaller stores in the suburbs, or the other residence districts. The down town stores can use the daily papers to advantage in their advertising, because they can use all of the circulation. The smaller store, depending for its business on one section of the city, must advertise itself and seek trade in another way.

In many cities this struggle usually sees a cutting of prices which makes many of the leading items of the trade sore spots to the merchant. The down town store thinks this must be done in order to keep the people coming its way. In the meantime the smaller grocer, farther out, finds that he is working for nothing, simply living in hopes that things will be better.

In the country town this struggle is between the retail grocer and the

big general store or between some one big store and a number of smaller ones.

Here is where the association idea has come to the rescue. Losing money on staples is pleasant to neither the big grocer or the small dealer. The association says, "We will help you get a living profit on some of the staples. If you want to you can fight about the rest. The best way is to get a fair profit on your entire line and pay more attention to quality and service."

So the association has been accepted as a practical proposition in many cities and towns. It is nothing more or less than a scheme by which the dealers can co-operate for their mutual interests; a get-together club, an educator for better methods. Wherever this plan of co-operation has been tried the retail grocer, both big and little, has made some money, but no fortunes are being made.

Northwestern cities and towns have made good use of the association plan. Consequently the individual dealer is in better shape here than in other sections of the country. Wherever the chain or branch store has gone, however, it has caused considerable trouble and kept the association busy.

Profits on all lines of groceries are steadily growing smaller. The new era in manufacturing brought on by the big concerns which advertise their goods to the customer has been an expensive thing for the retailer. It has made him more of a distributing agent for well-advertised products rather than a merchant to whom the customer comes for advice on the goods he or she shall buy.

Steadily and surely the grocers' trade to-day is trending more and more toward packages and brands and away from bulk. This wipes out the profit. The manufacturer wants his special brand in a form where he will be sure to get all of the value of the advertising. So he takes a part of the profit which went to the dealer under the old plan and puts it into advertising.

Advertising to the consumer has built up a big business for prepared foods in all kinds of packages. Under this head are the cereal foods which are coming on the market in a steady procession.

It was not many years ago that the merchant who understood his business could build a good trade on goods that paid a good profit. The opportunity is not entirely gone to-day, but it has been badly trimmed down. Even tea, that time-tried friend of the grocer, on which he has always made a good profit, has been lacking during the past few years. The war duty forced the retailer to sell at less margin to keep his customer satisfied. And there is steadily growing a demand for package teas, which will forever take much of the bulk trade out of the reckoning.

For some of this the grocer himself has been to blame. Dirty stores, poorly kept stocks, slouchy clerks and other etceteras have given the package the best of the argument in

its contest with the bulk article for the consumer's favor.

The gospel of cleanliness is being talked by the manufacturer to-day with telling effect. He shows that his goods in a package are cleaner than those in bulk in the average grocery store. No dust, grime, or tainting by close contact with other goods.

With profits cut down all along the line, and his expense as high and higher than ever before, the retail grocer is in no shape to war on his neighbor by cutting prices, be he big or little.

His best plan is to maintain prices at a living margin and work hard for the trade of his territory on other lines.

Developments are constantly bringing the retail grocery business to a point where a long period of price slashing means disaster to many.

Necessity brought the retail grocers' association. It has made the retail grocery business yield some profit, something which the individual grocer can not accomplish.—Commercial Bulletin.

There is over \$100,000,000 in half dollars, quarters, dimes, nickels and cents in circulation, about \$80,000,000 in silver dollars, \$75,000,000 in one dollar bills and \$45,000,000 in two dollar bills. Still there are lots of people who are constantly short of change.

A position in hand is worth a dozen in prospect.

D. McLachlan University

Summer School; Summer Rates; Best School

100 STUDENTS

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

D. McLachlan Co.

19.25 S. Division St.

GRAND RAPIDS.



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

PUSHING FOR TRADE.

Teaching the Country Merchant to Advertise.

There are splendid opportunities for failure in the newspaper business and perhaps there is no phase of making a small newspaper which contributes more to either failure or its success than the neglect or the cultivation of the local advertiser. This is a subject of interest even to the successful publisher, for one must be constantly at work to keep his columns filled, even after he gets up to the mark. Because the field of a country newspaper is limited, to make a financial success of his venture, a country publisher must cultivate to the limit every possible source of revenue, and especially the prolific and most profitable field of local advertising. If in looking over the business interests of the town, I found my columns were not carrying a satisfactory amount of advertising, I should consider it worth while to give the situation and the conditions existing careful study from every point of view. I should first get better acquainted with my old advertisers. I should call upon them oftener, urge the merchants to change their advertisements every week, and if they were late in getting their copy in I'd see that the advertisements were changed even if the foreman did get huffy. If they persisted in neglecting their advertisements, I should keep right after them and perhaps prepare copy for them and submit it. It would please them to be relieved of a task difficult for most merchants. I should provide them with clippings of good advertisements and articles on advertising from the trade journals and with any material along the line of their business that would furnish them with helpful ideas. I should show such an interest in their business and in their advertising that they would soon think their space was really of some account and that if I was interested in their getting value received for it, they ought to be. The point would be to inspire renewed interest in their advertising and to keep on doing it. Soon the new, bright, talking advertisements appearing every week in the old spaces would interest my advertisers' competitors who were accustomed to look upon the advertising of their rivals in business as a harmless but expensive diversion. Later on I should drop in on these fellows who did not advertise. I should talk about their business—not mine—and about everything else but advertising. I should compliment their goods, any special display, or the appearance of their windows. Should not stay over ten minutes—perhaps only five. After a few visits, without appearing very anxious for business, I should make some suggestions and say that I thought it would pay to try a bit of advertising and that if it did not pay the advertisements could be stopped at any time desired without previous notice.

I should have no hard and fast contracts with local advertisers for time or space and should not hold

them up with the intimation that it was their duty to "give" me an advertisement, or to keep it running if they did not think it paid. There is a great deal in a little judicious show of independence to arouse keen interest and appreciation.

In the meantime I should discard my old rate card and make a price of so many cents, net, per inch, per insertion, for three inches or more for three months or more. With this arrangement a merchant can arrive quickly at an intelligent conception of the cost of a display advertisement.

I should be careful not to load up a confiding advertiser with more space than he could profitably use.

The small advertisers need to be encouraged and assisted in their advertising plans. They like to be represented among the business announcements in the local paper, but often they think they can not afford it. I should show these people attention and should not put a prohibitive price on small space. In this connection the one-inch card may be developed into profitable business for all concerned. After getting every merchant who could utilize a reasonable sized space, I should have a double column box head set up—"Some Reliable Business Concerns of Progressville." Beneath I should have set a half dozen inch cards, including carpenters, upholsterers, blacksmiths, piano tuners, etc. In showing proof of these cards it would be easy to close with them all, quoting a rate of fifteen cents a week. Don't say anything about what it costs per year. I know this plan works well from experience. I should collect every three months, as \$1.95 is much easier to pay than \$7.80 at the end of the year.

The "want" advertisements and paid locals, which are a very profitable source of revenue, are frequently allowed to become a drag on the publisher's efforts to build up his advertising. This is caused through carelessness in continuing dead advertisements. I should keep a careful check on them. New short-time "want" advertisements and locals emphasize the value of the advertising columns and encourage merchants to use them. Dead advertisements let run discredit the paper and the office.

I should never run any advertisement a week overtime, and if by mistake it was done I should not charge for it. And if careless advertisers forgot to order out an unseasonable advertisement I should take it out anyway. This saves the paper's reputation and adds to the confidence the advertiser has in you.

A publisher can not assist in educating his local merchants to advertise unless they respect his paper and his business methods. I should have no long accounts on either side. They do not like to pay bills for advertising and it is easy to establish the custom of quarterly settlements. I should not cheapen my space by promising to trade out the advertising account, but I should spend my money with my advertisers.

I should constantly guard the advertising columns and give the merchants and the public to understand that the space was worth the money and that I expected to get it. The business men will then have more respect for the value of newspaper space, will want to use it more and be willing to pay a legitimate and reasonable rate for it.—Newspaperdom.

Deaf mutes, it is said, never become dizzy. There is a certain tube, connecting with the ear, that is the seat, according to William James, of our sensations of dizziness, or vertigo. In deaf mutes this tube is deranged. Experiments made with hundreds of deaf mute children have proved the theory to be correct.

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

For \$4.00

We will send you printed and complete

- 5,000 Bills
- 5,000 Duplicates
- 100 Sheets of Carbon Paper
- 2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

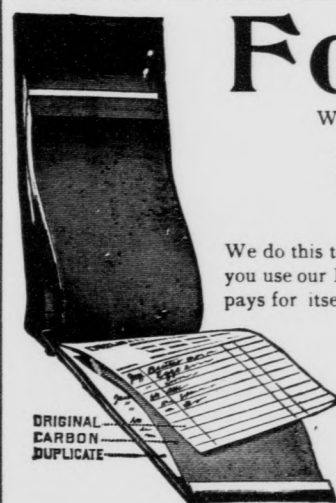
A. H. Morrill, Agt.

105 Ottawa Street, Grand Rapids, Michigan

Manufactured by

Cosby-Wirth Printing Co.,

St. Paul, Minnesota



ORIGINAL CARBON DUPLICATE

SEARCH METAL POLISH

FOR CLEANING BRASS, COPPER, TIN, NICKEL AND STEEL. REMOVES ALL RUST.

DIRECTIONS: APPLY WITH SOFT CLOTH, WIPE OFF WITH DRY SOFT CLOTH OR CHAMOIS

MANUFACTURED BY
McCOLLUM MFG. CO.
DETROIT, MICH. U.S.A.

"Search"

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

McCollum Manufacturing Co.

Chamber of Commerce, Detroit, Mich.

"BEST OF ALL"

Is what thousands of people are finding out and saying of

DR. PRICE'S TRYABITA FOOD

The Only Wheat Flake Celery Food



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

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

Price Cereal Food Co., Battle Creek, Mich.

Ethics of Powder and Paint.

To what extent is a woman justified in making up?

This question, put to several women who may be supposed to speak with authority on the matter, has been variously answered. The statement that but one woman conspicuous in society uses rouge, it may be mentioned here, must be taken with a grain of salt.

"I think that a woman is justified in using artificial means to improve her appearance, provided that the artificiality is not apparent," is the dictum of an authority, who adds: "As soon as the make-up is obvious it becomes vulgar, and if anything is used which is likely to cause injury to health, it is not only vulgar, but foolish and wicked.

"There are many plain women, or women with some blemish in their complexions, who can be made pleasant to look at by a little judicious make-up, but however well it is done it needs to be accompanied and set off by well-chosen and becoming clothes, or half the value of the improvement is lost.

"The natural impulse of the woman who makes up is generally to increase the amount of the rouge and powder as her eyes become accustomed to her made-up face, and a candid friend who has the courage to tell her when it shows should always be listened to gratefully.

"When youth is left far behind it is time to leave off make-up altogether, for, although the desire to look well is natural and even praiseworthy, the despairing clutch at the appearance of youth always excites ridicule, and there is nothing more absurd and contemptible than what is called 'mutton dressed lamb fashion.'"

"In the case of a married woman," says another, in expressing her views on the subject of cosmetics, "I think it depends a great deal upon what her husband's feelings are on the subject.

"Every woman has, of course, a right to render herself as attractive as possible by careful attention to matters of dress and becoming dressing of her hair. But if instead of making up artificially she were to take time for necessary sleep and cease from worrying, she might easily look fresh and charming and give cosmetics the go-by."

Still another view on this important subject, from an actress:

"A woman is only justified in making up when she exercises common sense and modesty in her aids to beauty. By this I mean, if she loses her teeth, let her replace them by false ones for the sake of her digestion. If her hair has become scanty, let her cover her head as becomingly as possible with the hairdresser's kindly assistance.

"It is the duty of every woman to make the best of herself. But no woman is justified in outraging all rules of cleanliness and hygiene by covering her skin with cosmetics and powders.

"There are many arts practiced by modern women, but one that by no means the least charming, has

died out—namely, the art of growing old gracefully. Time's ravages are but signs that the hour has come to step aside and let younger women take our places, as our mothers had to step aside for us. We have had our day. Happy is she who retires voluntarily and gracefully from the pinnacle of youth, and does not wait to be pushed ignominiously from it."

"Should women use cosmetics to enhance their personal attractions?" asks one lovely woman, whose peach blow cheeks look innocent of poudre de riz and the blush from the rouge pot. "If our sisters would exercise moderation, I should say, yes; cosmetics may be used by women to enhance their personal attractions, but when a beauty, finding her nose red, powders it, she is pretty certain to be afraid the cheeks will flush, and so she powders them, too, and in time utterly ruins her complexion.

"It is the same with the eyebrows. If they are not sufficiently marked, she uses a pencil, but will she stop there? I am afraid not. She will go on to darken the eyelashes, but the upper and the lower ones, and probably she puts on such heavy marks that it changes the expression of her eyes, and the change is not a becoming one.

"If a beauty wishes to be really attractive, let her remain as nature made her, and be sure any defect will not detract from the charms of her merits. Do not let her think that 'when nature fails art ought to step in.'"

"I think not," is another reply; "cosmetics are used by most women for the two-fold reason of outdoing their sisters and of appearing attractive in the eyes of men. I quite admit that every woman owes to herself, as a duty, the effort of legitimately making herself look as well as possible by being clean, neat, tidy and as well dressed as her purse will allow.

"I do not think any man worth winning can ever respect a woman whom he finds guilty of sailing under false colors."

Another opinion is to the effect that "a woman would be culpably careless of her personal appearance who would suffer from a shining face when a little toilet vinegar and a few puffs of poudre de riz would improve her appearance; or who would have her fair skin spoiled by sunburn when a simple remedy, such as elder flower water or cucumber cream, would remove it.

"By all means we should enhance our personal charms, but by helping nature, not by using art. Cosmetics, then, are good for use, not abuse."

Dolls Will Stay Asleep.

Germany is responsible for a great many of the improvements in toys, for the reason that there are more people employed in that country in the toy-making industry than in any other. The improvement in the construction of sleeping dolls comes from this great toy-making center. It is a locking attachment made to that class of dolls, the eyes of which are automatically opened and closed by gravity as the position of the doll

is changed. The eyes of such dolls are always supplied with a counterweight, moving in the interior of the head, by which the movement is affected, and in the invention referred to a means of locking this weight in either position is provided. This is done by means of a spring in the back of the doll's head and hidden in the hair.

One of the principal objects which the inventor hopes to accomplish is that children will be induced to go to bed earlier when they have discovered that the doll has gone to sleep, and likewise those children which are hard to get out of bed in the morning may be persuaded by the same means.

One Better.

At an agricultural show a pompous member of Parliament, who arrived late, found himself on the outskirts of a huge crowd.

Being anxious to obtain a good view for himself and some women who accompanied him, and, presuming that he was well known to the spectators, he tapped a burly coal porter on the shoulder and peremptorily ordered:

"Make way there!"

"Garn! Who are ye pushin'?" was the unexpected response.

"Do you know who I am, sir?" cried the indignant M. P. "I'm a representative of the people!"

"Yah!" growled the porter; "but we're the people themselves!"

The egotist uses only one I—and that is a capital.



**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.

Beware of Imitations

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

Genuine Full Cream Caramel

on the market. Made only by

Straub Bros. & Amiotte

Craverse City, Mich.

S. B. & A. on every wrapper.

Every Cake



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

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.

Utility of the Short Skirt.

It is a mystery which has long puzzled the masculine mind why women persist in wearing long skirts on the street. For that matter, the feminine mind has difficulty in presenting a satisfactory solution of the problem. There is obviously no reason why the short skirt should not be worn. It is convenient to walk in; it does not tax the hand to support it and its hygienic value is undeniable. And yet, for some reason, women have not taken to it as generally as they should. The gown the hem of which sweeps the pavement is seen far more frequently than not. A local dressmaker expresses surprise not that the short skirt has failed to arrive, but that any one was foolish enough to imagine it would until every opportunity of wearing muslins is over! No flimsy fabric like muslin, which requires flowing lines for its perfect materialization, can be made short and at the same time graceful. Moreover, with no short skirt can a picture hat or a diaphanous blouse be worn. The two modes are absolutely antagonistic, for one spells elegance and the other utility, and both must be equipped with et ceteras to match.

Trains, then, are as necessary to all toilets made for women to wear at ceremonious affairs as silk hats and frock coats are the essential items of a man's full-dress daytime gala attire. But it must be admitted that the long, wisplike, rat-tail train has not been made this season.

Rotund effects are coming in, and the correct length for the skirt of a woman whose height is 5 feet 7 inches and who is fashionably slim and long-waisted is in front 42 inches and at the back 49 inches. There is grace in this length and grace the sex will have.

In an interesting letter recently received from London, there is a reference to this matter which can not fail to be interesting to American readers. Says the writer:

"Modern Englishwomen approve no violent changes, but rather feel their way toward alterations by gradual degrees. Therefore the same women when the traveling season begins and the opportunity for skirts that clear the ground arrives will put on a skirt that measures 40 inches in front and 42 at the back. It will not be nearly so curtailed as the skirt donned by the American globe trotter who boldly cut hers as short as a girl of 14 and wore it from 3 to 4 inches off the ground all around, but it will nicely clear the ground and demand no irksome wrist work to keep it from the blemish of the roads.

"The shoemakers are quite ready for the invasion of the short holiday skirt with smart and becoming models, and the hosiers are likewise on the alert. White shoes have gone out of fashion, and there is, indeed, not a great demand for colored shoe-leather at present. Even the nut-brown and the clay leather summer shoe is in less request than a well-cut, laced-up, serviceable-looking black Cromwell shoe, or one with

three straps over the ankle to button. "There is always a steady demand among the smart set for biscuit-tinted shoes to be worn with trained muslins and linen frocks at the German watering places, but the short skirt, regarded as it is as a strictly utilitarian product, is to be borne company by the black shoe. Boots, therefore, are being far less sold than they were, save for mountaineering, moor, and like hard work."

How They Buy Hats.

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

"Did you want a hat?"

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

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

This is on Monday. On Tuesday she starts in again, visiting other shops. About Saturday she sails into the highest-priced shop, begins the usual piling up process, and then, with a whoop of delight, finally seizes on the last hat on the wire heads and cries as she hugs it: "Oh! What a love of a hat! That's exactly what she wore!"

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

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

There are few commodities about which nothing new can be said. But do not study how to say something new. Study the commodity.



The First Step

This man is writing for our 1903 catalogue; something has happened in his store that has made him think, and when a man gets to thinking once, something generally moves.

This time it is that pound and ounce scale that's going to move; he's tired of having his clerks give overweight.

Tried it himself and found it was the scale, not the clerks' fault.

Now he is trying to find out what this Near-weight Detector is we have been talking about so much.

Suppose you do the same thing. Our catalogue tells it all—shows you how to

Save three Pennies

too. Do it today, only takes a postal card.

Ask Dept. K for catalogue.

THE COMPUTING SCALE CO.,
DAYTON, OHIO,
MAKERS.

THE MONEYWEIGHT SCALE CO.,
CHICAGO, ILL.,
DISTRIBUTORS.



Woman's World

To What School Shall We Send the Children?

This is the time of the year when thousands of parents all over the land are lying awake at night trying to decide the momentous problem of where they shall send their children to school. Not without reason do they give this question long and earnest consideration, for the school years are the formative ones of a child's life, and the school sets its ineffaceable seal upon him. Its ideals become his guiding impulses, its ambitions his goal, its traditions color and shape his whole life, and it is, therefore, of the utmost importance that it be chosen wisely and well.

Perhaps among no other people is education such a fetish as among us, and the most touching phase of our national life is the inextinguishable determination of parents to give their children a better education than they had themselves. The country is filled with mothers who are making burnt offerings of themselves over cooking stoves and slaving over sewing machines in order that their daughters may take music lessons or go to a boarding school, and with fathers who are growing old and bent with toil before their time to give their sons the benefit of a college education.

The spectacle of these poor parents blindly groping after some good they missed themselves and that they wish to secure for their children is a noble

and a pathetic one that is rendered sadder from the fact that all so many girls and boys bring home as the price of their fathers' and mothers' sacrifices is a college yell, an incurable case of big head and a tendency to patronize the old folks. A little knowledge is always a dangerous thing, but it is a boomerang when the children have it instead of their parents.

Still, no matter what the faults committed in the name of education that does not educate, an education is the sacred right of every human being, and if I could make one wish for the boys and girls of to-day more earnest than another it would be that their parents might be given clearness of vision to see their own children calmly and dispassionately as other people see them, and that they might be given judgment to calmly take stock of their children's abilities and talents. If they did this, we should see no more of the education that is a hindrance instead of a help, for every child would be developed along the lines that nature intended, and in its education would be given a weapon, shaped to its hand, with which to fight the battle of life.

It is, of course, a natural prejudice, and one intensely soothing to parental vanity, to feel that our little Sallies and Johnnies are just as bright and clever as anybody else's little Aurelias and Adolphuses, and that if other people's children can learn to sing and paint and play the piano, and be telegraphed through an edu-

cation at chain lightning speed, our can be, too. Acting on this cheerful belief, we cast our children into the same educational mill, without one thought of the difference in mental capacity, or mental trend, or the impossibility of making the most of a diamond and a lump of clay by the same process.

That the results of our efforts at educating our children under such stupid conditions are disappointing need cause no surprise.

At this moment there are millions of unhappy little girls, with no more ear for music than a fish, who are torturing pianos for no better reason than because Maud Smith or the Jones girl is having music lessons. Hundreds of thousands of good dollars are being wasted trying to teach painting to girls who will never make a picture equal to a colored Sunday newspaper supplement, because it is a fad among girls to dabble at art, and hundreds of young men who might be a blessing to the world as good carpenters or plumbers are qualifying for starvation as incompetent lawyers or doctors, or preparing to bore us as preachers, simply because their doting parents can not see why their son can not be a professional man if the Robinson's son can.

Unfortunately the theory that all men are born equal and can take an equal education is a fallacy that is the first aid to ignorance, and the parents' inability to perceive their children's limitations results in the stunting of many an intellect that

might have been developed under proper conditions into worthy intelligence. Nobody would set a dray horse to race with a thoroughbred and not expect it to be beaten, but we do not hesitate to enter the dull, plodding boy, the boy whose mind comprehends slowly, in the educational race with the boy whose intellect is keyed up to concert pitch and who can grasp knowledge at a glance. The consequences are inevitable. The boy who, if given time, would have arrived at the goal, probably with a bigger and heavier load of education than the swift one could have carried, get discouraged and drops out of the running and into the slough of illiteracy.

It takes courage to face our own shortcomings, but it requires double-distilled heroism to confront the cold fact that our children are less intelligent, less gifted, less beautiful than other people's; but if there is one duty laid more heavily on parents than another it is the necessity of studying their children's weak points, for only by recognizing their defects can they hope to remedy them. Because a father and mother won't see that Mary is cross-eyed and Dick bow-legged does not prevent the general public from beholding and commenting upon these blemishes. It is only when the parents have intelligence enough to recognize the deformities, and call in the services of the oculist and the surgeon, that Mary and Dick are made the equals of their fellows.

The same thing may be done for a



This free book tells how to increase your cash sales.

Cash Sales Increased

We can furnish you with a reliable, inexpensive system that will induce your customers to pay cash for their purchases.

We Can Prove It

We can prove that this system will do what we claim.

We can direct you to one merchant who says that it increased his cash sales \$10 per day; to another who testifies to an increase of \$300 per month; to another who estimates his increase at 50 per cent.; to a hundred others who say that this system has increased their cash sales.

Ask us for the names of these merchants and write to them yourself.

Send for Free Descriptive Booklet

This money-saving system is furnished by our latest improved National Cash Register. It costs practically nothing in the long run.

We can give you the names of hundreds of merchants who say that it pays for itself in less than a year. The operation of this system is explained in a handsome, illustrated book, which we will send free to any merchant who will fill out and return to us the attached coupon.

I am interested in knowing how a National Cash Register will increase my cash sales. Please send me a copy of your book "Best Way to Increase Your Cash Sales," as per ad in MICHIGAN TRADESMAN.

Name _____

Mail Address _____

National Cash Register Company

Dayton, Ohio

Sold on easy monthly payments.

Fully guaranteed second-hand registers for sale.

child mentally as is done physically in curing defects, but it can never be done by ignoring them. It may be ever so mortifying to a parent to see that his child is dull, or even feeble-minded, but the remedy is not to refuse to admit it, or force the slow, dull mind into competition with quick, alert ones. It is to send the child to some teacher who will give it special attention, who realizes that the mind, like the body, only thrives on what it will digest, and who will feed it slowly. Thus nurtured, instead of being the dunces and laughing stock of their classes, many a boy and girl would grow into intelligent and educated men and women, for the slow intellect often has by far the more retentive grasp. Like Emmy Lou in the story, they always knew things the day after, but when once they do know them, they know them forever.

In the pitiful case of actual feeble-mindedness the sensitiveness that keeps a father and mother from acknowledging to themselves the child's defect becomes criminal, for there are schools where trained men and women know how to foster the feeblest flicker of intelligence and nurse it into the light of reason, and people have no right to let pride prevent them from giving an unfortunate child the benefit of such an education.

In selecting a school for their children why, too, should not people try to realize that not every mind will take the same kind of education? Why should the boy who has no love for literature, who sees nothing in the classics but a dull grind of so many lines of Latin and Greek, be forced to waste time in a college when technical schools, in which he would revel in the mysteries of fusing ores and the romance of electricity, where he would find happiness and interest and profit in saw and plane and hammer, await his coming? Why should the boy whose delight in life is swapping jackknives, and who becomes a marble trust magnate on the school grounds, not find his foredestined place at once in a commercial school, instead of dragging through years of aimless idling through a classical school? All education does not bear a university label, and the most useful knowledge we ever acquire is that which best fits our own individual needs and desires.

Another point that is worth bearing in mind in selecting a school is a boy or girl's physical and moral condition. Personally, I am an ardent advocate of the military school for boys and the boarding school for girls. I have seen thin-chested, anaemic little boys come home, after a year or two at a good military school, broad-shouldered, straight, robust and strong, and sickly, pickle and candy-eating, sallow-faced girls converted by a good gymnasium and regular hours into blooming beauties. Moreover, both of these institutions offer salvation to our overindulged and overpetted American children by forcing some kind of obedience from them and demanding respect for rules.

There comes a time in every boy's life when he rebels at his father's authority and scoffs at his mother's opinions, and when nothing short of a guardhouse and a police patrol will keep him at home of nights. Then is the time when he needs the heavy hand of a stranger over him and to be forced to obey rules that do not chafe him, because other boys are obeying them, too. The girl, too, goes through this dreadful hobble-de-hoy period when she knows it all, and wants to do up her hair and have beaux, and there is no other such argument for dealing with her as packing her off and sending her away to a good school, where, if she learns nothing else, she at least learns to appreciate her mother and the home she left.

When all is said, though, the school question is one that we must all settle from our individual standpoint, and while it is true that there is probably hardly a defect of morals or mind that could not be eradicated by the proper education, we shall go on making mistakes about it until the end of time, for we shall never be able to see our children as they are, or to perceive when our geese are not swans.

And that is funny or pathetic, as you look at it. Dorothy Dix.

Business Women as Wives.

It is the opinion of some that a woman engaged in business pursuits soon becomes unfitted for the duties of a wife. Such an idea, however, does not seem to be borne out by the facts. There are many good reasons for this.

The business woman has learned the absolute need of punctuality. She has learned that it is necessary for business people to go by a certain train in order that the office may be

reached by the proper time, and she also knows, perhaps by hard experience, the need of leaving the breakfast table still hungry, so that the train shall be caught. Therefore, also, which to one who stays at home all day mean but a little extra self-indulgence mean to her, the business woman, a self-denial which quickly makes itself felt, and she will, when married, make a point of being up early enough to send the bread-winner off in good time for the train, and yet give him sufficient leisure for his breakfast and for a glance at the paper.

Then, again, the business woman has learned to earn money and to spend it to the best advantage. She has learned to save for coming necessities, and, perhaps, out of the little she has at her own disposal, even to pay her premium towards an "old age pension" for herself. She will be able to guard against the fascination of sales, through the cruel remembrance of times when she gave way to the delight of bargain buying and purchased several things "cheap," with the result that "season ticket" period came around all too soon, and lunches had to be brought down to the "cake and tea" point with the accompanying attack of indigestion.

She has learned to be spoken to sharply and perhaps unjustly, without going into sulks or giving way to tears, both of which luxuries the business woman soon learns to do without.

She has learned to sympathize with the tired feeling in the evening that may even prevent the husband wishing to keep his word and take her to concert or theater; on such occasions, like the wise woman she is, she will put aside her own feeling of disappointment with a quick remem-

brance of old times, when she came home feeling "too tired for anything," and, instead of looking injured, will make things cozy and quiet, thereby earning the gratitude of her "better half," who has been dreading to be reminded of the treat he had promised.

She has learned what it is to feel at times as if life is not worth living and good temper is a thing of no value, and she will not feel inclined to "go and tell her mother" when Edwin nearly snaps her head off for nothing.

She is much more likely to retain her servant than her sister who stays at home, for the simple reason that she will allow her more latitude in the matter of "evenings out," while making her feel that the work must be done and done well.

It is often supposed that the business woman cannot cook. Men see her in the morning starting by train, meet her in the evening returning, and because she is reading a book, many "logical" men are fully convinced that she would be of small value as a wife. They are wrong in the majority of cases. Nearly every business woman can cook and cook well—in fact, in many families where the women go out to business, they take it in turns to do the cooking on Sundays, the only day they have at their own disposal, and the verdict of the brothers—most critical of all critics—and brothers' friends would astonish the "logical" men.

With all respect to the women who have not had to face the ordeal—for to many women going out to business is an ordeal—it must be maintained that business women often make the best of wives for business men. Cora Stowell.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

LOCAL ORGANIZATION.

C. M. Alden's Address to Michigan Hardware Dealers.

I think we should congratulate ourselves upon the place of meeting. There is always a warm spot in my heart for old Detroit, the home of my boyhood—queen of history, romance and beauty. Her history, as far back as 1700 reads like a novel, full of the bloody struggles of the Indians, French and English, until she rests in the bosom of Uncle Sam. May she shine on, as she ever has, the brightest star of the North!

I suppose the only struggle she has now to contend with is our friend "Weber and the Gang." However, considering the fine treatment we have had, and the pleasant prospects ahead, I believe the struggle is a happy affair.

I want to say right here, we must not be like Old Saundres and E.T.A. not be like Old Saunders and expect too many needles for our egg—that was in the times when a treat followed a good trade.

Saunders brought an egg to the grocery and traded it for a darning needle. The merchant noticed him waiting and asked if there was anything more he could do for him.

Saunders—Aren't you goin' to treat?

Merchant—What for?

Saunders—Why, on that trade.

Merchant—What! on that little trade?

Saunders—Wall, a trade's a trade.

Merchant—All right; what will you have?

Saunders—Eggnog.

So the merchant turned out a little of the "stuff" and broke Saunders' egg into it, when lo, out came two yolks.

"Gee whiz!" exclaimed Saunders, "if that egg didn't have two yolks. Say, don't you think you owe me another needle?"

I was invited to talk about local organization. If it had been left to my choice I should have decided to talk about "Two Minutes," so if I talk longer, and say nothing, don't be disappointed.

The most miserable and unhappy man is he who is living in solitude. Isolated and alone, no one but oneself, in solitary confinement, is a state which narrows the individual and often leads to insanity. Association, the opposite, leads to companionship, co-operation and organization, which broadens and brightens the man and establishes brotherhood.

The fever to organize is upon us. It is a disease the Doctor of Industry has never met before, consequently has no medicine in his bag with which to counteract its ravages. It is here and the only thing to do is to have the fever, organize and wait until the Doctor can prescribe the right medicine. And don't you fear but he will finally touch the right spot. Organization, within itself, is not the disease, but the fever to over-do, and do everything and everybody, is the disease.

Organization, as Webster defines it, is "the act of arranging in a systematic way for use and action."

Without organization, force and energy would be without value. Take it in whatever capacity you wish and force and energy must be harnessed, controlled, organized, to be of any use. The earthquake, volcano, tornado and flood are without a doubt systematically arranged by the Creator for an eternal purpose, but because we are powerless to control these forces they cause disaster to us. The vast armies of the world are arranged into divisions, brigades, regiments and companies, and all have their required officers, and being thoroughly organized is their hope of victory, considering numbers. Our nation stands without a peer because we are organized right. The sun, moon and stars are arranged by the Supreme Being into the planetary system, and the animal and vegetable species into their kingdoms, for "organization is the first law of heaven," and must be of earth before the social question will be solved.

Therefore if the Higher Power does not attempt to operate without systematic arrangement, I ask, Why do the hardware men of Michigan attempt it?

The question may be asked by some, "Do we need it locally?" I believe I voice the sentiment of 66 2-3—25 3-10—7 1-2—5 per cent. of the trade of Michigan when I say most emphatically, "We do."

You may say that a man would be a fool to organize in your town. It is because you don't understand the situation existing about you. This reminds me of the man whose wagon wheel was set, and who, going to the nearest house, asked the occupant, who was a Swede, if he had a monkey wrench. The Swede looked at him with a dazed expression and said, "My brother Nelson, five miles south, has sheep ranch, Ole Johnson over west has cattle ranch, but I tink a man a big fool have monkey ranch in dis country."

Local organization is needed for the following reasons:

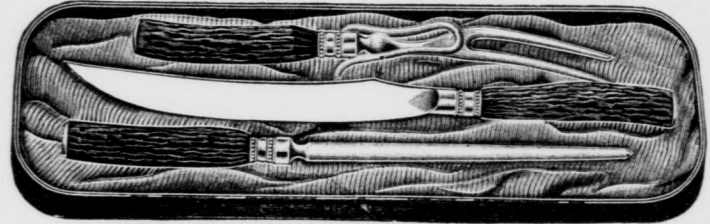
1. Because business methods are changing rapidly and we soon get behind the times—narrowed down to some old rut that we have followed for years. The problems of to-day are larger by far than those of yesterday and details demand our attention as never before. We must meet unprincipled men who undermine our prices by unfair methods. Organization brings out different ideas how to meet these problems. "Two heads are better than one, if one is a sheep's head," so the sheep said. This is an old but true saying, as is demonstrated by the excellent work done in convention all along the line of industry, commerce and art.

2. From a social standpoint the unorganized all hate each other. How many of you ever visited your competitor's store before you organized? You labored under the idea that you had a divine right to your locality, that your competitor was an intruder and that the sooner you "busted him" the better. Organization brings you together, rubs you up against each other and makes you both better acquainted with your jobber, and

not only makes you all friendly, but—dare I say it?—brotherly. Yes, and why not brotherly? This feature alone is worth more than all the paltry dollars you put in for dues and assessments. It establishes confidence in each other.

3. No two stores have the same prices, which is the occasion for 75—25—10—5 per cent. of all the fights.

Smith asks 65c for a shovel. The customer says, "I think I can get it at Brown's for 60c." Smith holds his price and customer goes to Brown and is asked the same. Customer bluffs a little about going back to Smith and Brown says, "Well, take it for 60c." Smith hears about it—and you know the rest. There is a fight on shovels until they are all



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

Buyers' Excursion

The Wholesale Merchants' Association of the Board of Trade will run an excursion to Grand Rapids from all points in the Lower Peninsula, August 24 to 29 inclusive, at one and one-third fare for the round trip.

A cordial invitation is hereby extended to our patrons and to all retailers and their families to take advantage of the excursion.

Foster, Stevens & Co. Grand Rapids,
MICHIGAN

gone, and no money is made by it. Organization would regulate prices on as many articles as you desire, and on a basis of a living profit. You would be enabled to meet the department store and catalogue house prices without feeling that you were cutting your own town prices.

4. The ledger contains the names of a number of dead-beats. There are people who live on the merchant as much as they can. They run accounts at the grocery, meat market, etc., and often move, beat their landlord and merchants and locate in another section of the town and "do them" there. Organization would head off this practice. Jones would be compelled to pay Brown before Smith would trust him. The plumbers in certain localities have this system so perfected that it is impossible to even get a piece of work done on a cash basis unless you settle your old account with the complaining plumber.

5. The need of education. It is a fact that the average man is not up to the standard of his calling. I do not say that this applies to the hardware man any more than to others, but I do think that the retail hardware man needs it very much. No mercantile business has so many advantages for intellectual achievements as the hardware. We are brought into contact with every other line of industry by supplying their needs, hence it is to our advantage, first, to have a thorough knowledge of our own business, especially pertaining to our business methods and to the nature and quality of our goods; second, to know something about our customers' occupation, that we may keep in touch with his demands and meet them with satisfaction and intelligence. Organization can be made a means to this end, by talks on topics of interest bearing on any information desired, thus elevating ourselves to a higher standard of intelligence.

6. To cope with other organizations. As I said before, the fever to organize is on and there are organizations galore—every line of industry is organizing, and with a large majority of them we are indirectly interested. We must meet them with the intelligence and dignity characteristic of the hardware merchant.

Of the many organizations in existence there are two with which we, as merchants, are directly brought in contact. These are, first, the catalogue houses, who are combining for the purpose of formulating and pushing bills through the legislature, furthering their schemes for using the postmaster, letter carriers and freight agents to distribute their advertising matter and converting the United States mail service into freight trains. It will be a sorry day for us if they ever succeed in passing the Parcels Post bill. Nothing but constant, determined individual and concerted effort on our part will ever block their game. Here is needed the co-operation of the manufacturer, the jobber and the state and local organizations. Much more could be said on this question, but, in-

stead, I refer you to the many discussions in the hardware magazines.

The other organization to which I refer is the labor union. There is no class of men that need the benefit of honest and intelligent association any more than do the mechanic and other laboring men. Originally the unions were conducted on this basis, and many are to-day, but some are being deceived by misguided walking delegates and are resorting to the boycott, the black-list and such means to gain their point. Hence we read in the daily papers reports of uneasiness concerning the labor question. Strikes are blocking the wheels of progress and the prosperity we have been enjoying seems tottering on its foundation. How to meet this problem and solve it aright is the question that we must help answer. We are passing through an industrial and social evolution bordering on revolution. There will be a readjustment in which the working man will have his portion of the prosperity he helped to develop, which is his by right of creation. The mischievous walking delegate may delay this realization, but eventually labor will abolish the agitator and then capital and labor—employer and employe—will walk together in peace. Retail hardware merchants, because we are not large employers of labor, may think this question does not concern us, but it may not be many days before we will be obliged to meet our few employes to settle the question of "more pay or shorter hours," or both. They may not deserve either. Organization will help us to meet this question in a way that will be honorable and straightforward, because we are brought in contact with discussions on various topics along this line, and, instead of being a means to antagonize, organization can be made the means to harmonize employer and employe.

Read and study the reports of hardware conventions and you will wonder why you have been without organization in your town and county. If every city, town and county were locally organized, we could dispense with our present organization and in its stead have a state convention, consisting of delegates from these local organizations, which, I believe, would be more beneficial to all concerned. I would suggest to our President that this question be put before us for discussion at some convenient time.

How to organize and stay organized is a problem with some, so I will suggest the following rules to govern you:

1. Be careful how you approach your competitor. If you are a good judge of human nature, you are all right, but if you have any doubt about co-operation call on some one from the State organization to organize you.
2. If there are only one or two in a village take in the township or a certain district around you.
3. Be liberal in your constitution, that it may not be continually annoying you. A good organization will

seldom be obliged to refer to its constitution.

4. Don't seek an office, but never refuse to take the responsibility—it is your duty to work for the cause.

5. Avoid electing the same man as President every year. Pass this office around, and, whoever has the chair, respect him enough to attend every meeting possible, and help him push.

6. In reporting violation of rules, don't be too harsh with the offender. Always give him the benefit of a doubt—customers sometimes lie. Keep your organization in seclusion as much as possible, especially in conversation with your customers. They may get the wrong impression and make a mountain out of a molehill.

In closing I wish to say that we have an organization in Grand Rapids of which I have the honor of being its first President. When we organized nearly every dealer in the city responded to the call and signed the constitution. Last March we held our fourth annual banquet. We are meeting with fine success, and it is because we have adhered to the foregoing rules that I am obliged to make the report that Paddy did when he was asked to break the sad news gently to Mrs. Murphy, on the death

of her husband, who had met with an accident:

The men were taking the corpse home on a plank and Paddy, preceding them, reached the house and rapped. He asked, "Is this afther being the Widdie Murphy?" Mrs. Murphy tossed her head and said, "Ye dirty hathen, I'll be afther making that map of Ireland on yer face look like a chunk o' beloney sausage. I'm no widdie!" "Yous a loier," says Paddy, "fer here comes the corpse."

No, gentlemen, we are no corpse but a living organization, and I assure you that, should any of you make a visit to Grand Rapids, we would do our best to make it pleasant for you.

Strenuous efforts are being made to prevent race suicide among lobsterers. Last year 63,000,000 eggs were collected and 50,000,000 young fry were hatched and planted along the Massachusetts and Maine coasts. There can never be too many lobsterers and life would be less worth living if there were not enough. The nation will applaud every means adopted to encourage large lobster families.

A ventilator is a small closed window in an American street car.

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.



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.

A BOY'S LAMENT.

Has Hard Time and Unburdens
Himself of His Woes.

Written for the Tradesman.

I was talking with a boy the other day—just a little bare-footed, freckle-faced, tow-headed youngster of what, in common parlance, for want of something better (or worse), is designated as "the disagreeable" age—and having, at one period of my existence, lived through the exact counterpart of what he is suffering now, I sympathize with him from the bottom of my great big 7x9 heart!

The doleful wail I give verbatim—it is just as the little rascal would it off, without addition to or subtraction from on my part—and it is a fair sample of what the average boy generally undergoes at the hands of his solicitous adult relatives:

"I'm only a boy, an' I think, the way I'm scolded at all the time, thet folks hain't got much use fer a kid 'bout my size with the name of Tommy Brown hitched onto him. The trouble is, jest about everybody a feller knows wants to take a hand in bringin' uv him up. I git so darn tired, sometimes, of gittin' teached how to be nice thet I wisht I'd always stayed a baby, or wuz born a dwarf, then I wouldn't hafta git so all-fired brung up—I could stay jest that way alluz, an', my suz! watter relief thet'u'd be! After a feller once gits growed up, though, I s'pose he kin take it out uv a nuther feller w'at hain't growed up yit, an' thet's the way he gits things kinder evened up.

"Sometimes I wisht I wuz jest a gray rabbit. A boy kin git away frum folks pretty fast—ef he's got a good start 'round the corner uv the house 'fore they miss him—but a rabbit, he's got such illigent springs inside uv him somewheres thet he kin make tracks pretty lively now, I tell you. A gray rabbit don't hafta git his face washed mornin's, an' his feet washed nights, an' say his prayers before he pops into bed; an' he kin eat every blessed thing between meals thet he kin lay his paws onto. He don't hafta git off the white bedspread, an' take his hat off to the ladies, an' wipe his feet before he kin come in the house. They don't everlastin'ly tell him to stop throwin' a ball er green apples 'gainst the side uv the house where you think there hain't no winders, an' ef there wuz a winder, an' the screen wuz out, a gray rabbit don't git no wallupin' fer smashin' uv the lookin' glass on the other side uv the room where a feller didn't remember it wuz a hangin'. Hully Gee! but Molly Cotton Tail has a peacherina uv a time compared with jest a boy!

"My Gramma brings me up sech a heap thet sometimes I jest set an' look at my Pa an' wonder ef she brung him up so hard ez she is a bringin' uv me, an', if so, why he's so tarnation pesky mean to me. My Pa's a awful stern man, an' I guess the reason is because he got brunged up sech an awful lot by Gramma.

"You know how a feller'll fergit sometimes, when he comes in to dinner, thet he hain't in the gym, an'

he'll up with one uv his legs over the back of his chair an' drop hisself down into it. Thet's one uv the bushels o' times when my Pa puts on his very high an' mightiest, Sunday-go-to-meetin' look an' glowers at me jest turrible, an' then Gramma draws down the corners uv her mouth like a rainbow; but my Ma, she jest giggles perfectly lovely, an' thet helps a feller out a heap with the rest uv the folks, I tell you. When my Ma snickers Pa he can't help hisself. He tries to keep on a lookin' ez sollem ez a owl over to John Ball Park, but bimeby he begins to weaken a little, an' pretty soon he gits on my side 'gainst Gramma an' Aunt Em.

"I'll tell you 'bout my Aunt Em: Aunt Em lives with us—she's come to our dommersile to live with us fer keeps now. She come last winter. She's jest about the worst ever! Say, she gits so mad at me some days that she snaps her teeth together so hard she bobs her glasses off her nose. She says I'm a terror. Well, ef I'm a terror she's another—to me! She says she hates me like I wuz a crockerdile, an' I guess thet's no lie nuther. She b'longs to the 'Literay,' an' she gits stuff outer the siklepedy fer a 'essay,' she calls it, an' then she jest spouts it to the Club House like she made it up outer her own head. Oncet she wuz a sailin' in fer all she wuz worth down there, on the platform, an' I'd b'en a layin' fer her fer quite a spell—ever sence she swiped my airgun an' hid it on 4th uv July sosed to spile my fun. Well, I told her when she swiped it I'd git even with her fer doin' that same. Ef a feller watches out good an' sharp he kin most ginerly git even with everybody w'at's ever mean to him. Well, ez I wuz a sayin', she wuz a spoutin' away there, a sawin' uv the air with her long lank ole boney arms, a tryin' to make w'at she calls 'jestures,' an' there was a lucky winder back uv her in the corner, kinder in the dark like, an' it wuz up a little ways—'bout four inches er so. Well, say! I didn't do a thing to her speechyfyin'! I had everything fixed outside 'fer the occashun,' ez you might say. I'd borrowed Jimmie Slocum's big meggerphone, w'at Santy Claws brung him last Christmas fer bein' good to his big sister's bo, an' when Aunt Em thought she wuz a doin' uv her very purtiest—you see, I'd heard her a 'rehursin', ez she called it, when she talked it all out to her lookin' glass in her room, an' I ketched her at it w'en she thought I'd gone over to Jimmie's, but I hadn't, I fooled her—I jest histed the meggerphone up to thet nice handy dark winder an' I hollered with all my might in it, sosed I made everybody in the hull house hear me:

"'Ladies,' don't cher b'lieve she made thet there speech up herself. I seen her git it all outer the siklepedy!

"Well, say, you jest oughter seen my Aunt Em when she heard thet there speech o' mine! She—well, say! the way my Pa made me see stars outen the woodshed I shell remember—I think!—till I git to be

ez ole ez he is! I needed a rubber tire all over my annatermy fer 'bout two weeks, I guess."

Poor boy! I've been there.

Your Uncle.

A Mean Swindle.

A bargain sale was on—50-cent shirtwaists for 49 cents. The clerk was surrounded by a mob of purchasers. One woman bought two waists and gave \$1 to the salesgirl. Another shopper bought one and presented a \$5 note. When the change came back, the first woman was at the clerk's elbow with observing eye; the second had wandered to a nearby table to look at some 69-cent skirts. The clerk was besieged by a hundred questions.

"One waist out of \$5," she called out.

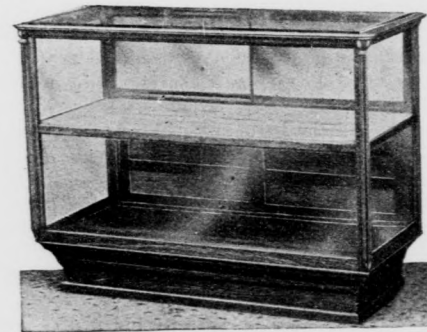
"That's mine," snapped the woman who had bought two waists and given a dollar bill in payment. And she slipped away in the crowd with the change and the one waist. When the rightful owner of the change from \$5 reappeared to claim her property, she received 2 cents and two waists.

There was a storm of protests and the clerk admitted the mistake. The difference in change was deducted from her week's pay, and the shopper who made off with \$4 did so at the expense of a girl who received little more for her week's work.—New York Press.

Love is a monopoly—but it is not always a trust.

Grand Rapids Fixtures Co.

A
new
elegant
design
in
a
combination
Cigar
Case



Shipped
knocked
down.
Takes
first
class
freight
rate.

No. 36 Cigar Case.

This is the finest Cigar Case that we have ever made. It is an elegant piece of store furniture and would add greatly to the appearance of any store.

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

Salt
Sellers

Sellers of Diamond Crystal Salt derive more than just the salt profit from their sales of "the salt that's ALL salt." It's a trade maker—the practical illustration of the theory that a satisfied customer is the store's best advertisement. You can bank on its satisfaction-giving qualities with the same certainty you can a certified check. Sold to your dairy and farmer trade it yields a double gain—improves the butter you buy and increases the prices of the butter you sell. For dairy use the 1/4 bushel (14 pound) sack is a very popular size and a convenient one for grocers to handle. Retail for 25 cents. For more salt evidence write to

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

THE PROBLEM OF UNIONISM.

What Shall Be Done With the Men Left Over?

Unions of skilled trades invariably limit the ratio of apprentices to journeymen and refuse, when strong enough, to work with non-union men. When unions are weak they welcome to their ranks all who have any claim to be skilled in the craft. Where the union includes a large majority of the workmen of a trade the invariable tendency is to so raise the initiation fee as to make it difficult for new men to get in, and also to scrutinize more closely the applications for admission, with a view to shutting out any who will chafe under the tyranny of the walking delegate and insist on rendering an honest day's work for an honest day's pay. As a consequence, the skilled laborers are thrust back into the non-union ranks, while boys who wish to learn the trade are forbidden to do so. In some trades—possibly in all—an age limit is fixed after which no person shall be admitted as an apprentice, thus still more effectually barring the man who might wish to perfect himself in the trade from entering in that way if he can find an employer to take him on.

Conceding the moral right of those engaged in a trade to limit the number of new men who shall come into it by apprenticeship or otherwise, it still remains to determine the basis on which the limitation of number shall be fixed. Evidently, the limit should not be arbitrary but actuarial. If arbitrarily fixed, unions will inevitably so fix it as to always keep the total number of available workmen a little below that for which there is ordinarily a demand, because that would assure steady work at high wages for all within the union. That might be right or wrong, but it is what any body of men, having the power, would do. It would not, however, be satisfactory to the world, which wants its work done and desires that there shall always be men to do it, however brisk business may be, even although there may not be work for all when business is slack. In practice no union, even in such times as these, is able to keep all its members employed every day, but most unions in the skilled trades have less really good workmen than there is demand for. There are in every community boys who would make better workmen than the slovens and incompetents now in the union, but who are not allowed to have the chance.

If the organized workers in any trade assume the right to determine the number of new craftsmen to be admitted they thereby assume the duty of providing for the world's work and also of distributing the available work in their craft to the individuals who, considering all things, ought to have it. There can be no exercise of power without corresponding responsibility. Power arbitrarily exercised is tyranny. Hitherto the requirements of the various trades have been met, pretty roughly

sometimes, under the law of demand and supply. When business was brisk and the supply of skilled men was inadequate, such men as could be had were drawn in for such parts of the work as they could do. When business was dull, perhaps some even of the most skilled had to temporarily seek for some other employment, just as the unskilled have to do all the time. The unions have changed all that. It is, therefore, their duty to endeavor to foresee what the demand will be in future years and provide skilled men to do the work when needed. There is complaint by large employers in some lines that the number of apprentices permitted to be taken in each year is no longer as large as the number who drop out in a year by the natural casualties of life. If this is the fact there is no adequate provision for the increased business in each trade which must come from the increasing population of the world. At any rate, the ratio of apprentices to journeymen should be fixed, not arbitrarily, but mathematically on some assumed basis of increase of business. There are some very large employers of skilled labor who say that they would gladly employ hundreds more men than they have, and can foresee that their requirements will rapidly increase, but they are not permitted to train boys to take the places which will be ready for them. Unionism owes it to itself to provide workers for the work. Another thing demanded of unionism is to make sure that the boys most likely to succeed in a trade have the opportunity to learn it. Until the union became the vehicle of oppression and tyranny, the road has always been open to the ingenious and the alert, through whom, in the main, have come the improvements in all trades which have so greatly cheapened products. Now it is claimed that it is pure luck whether such boys get a chance or not. In assuming to take control of skilled work—an assumption which is ridiculous in view of the fact that no competent man joins the union except under compulsion—the unions have assumed a duty to society to introduce into their trades the highest skill which can be induced to come into them. Otherwise, progress will cease, and it is only by progress that work can be found for the increasing numbers of the world's population.

Finally, there is the great problem of the last man. If, in each avocation, the number to be admitted is to be strictly limited by those already in, and if, as now, there will always be thousands clamoring for admittance, with no door open to them, who shall take care of those? Where shall they go? What shall they do? How shall they live? The power which forbids them to do whatever they can find to do is charged with the responsibility for their lives and their happiness. And it can not evade that responsibility.

Frank Stowell.

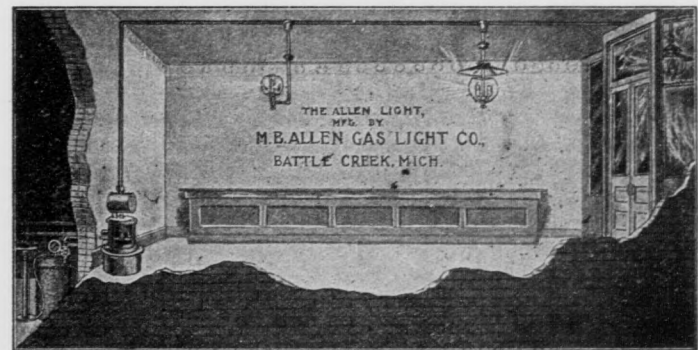
You can not take your money beyond the grave, but it will pay for a large, nice epitaph.

CELERY NERVE GUM



PROMOTES THAT GOOD FEELING. Order from your jobber or send \$2.50 for five box carton. The most healthful antiseptic chewing gum on the market. It is made from the highest grade material and compounded by the best gum makers in the United States. Five thousand boxes sold in Grand Rapids in the last two weeks, which proves it a winner.

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



M. B. ALLEN

Successor to M. B. Allen Gas Light Co.,

Makes the best Gasoline Gas Plant on the market to-day. Never has had a fire loss. Three years on the market. Write for further light. Responsible agents wanted in every town to handle the Allen Light.

MEYER'S RED SEAL BRAND SARATOGA CHIPS

Have a standard reputation for their superior quality over others.



MEYER'S Improved Show Case

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

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

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

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

J. W. MEYER, 127 E. Indiana Street, CHICAGO, ILL.

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.

GOOD INVESTMENT.

Its Termination Brought About by
Brains, not Luck.

Written for the Tradesman.

My only nephew is just twenty-four years old, and a charming fellow. He is big and blond, and serious looking, with a gleam of humor shining in his clear blue eyes.

It is a delightful thing to have a nephew just four years younger than yourself. It puts you in a lovely elder sisterly sort of attitude, and invites confidences.

With Horton, the confidences usually accept the invitation, and that is how I happened to know about the boy's long-cherished desire to go to Harvard, years before the rest of the family dreamed of such a thing.

So when Horton lounged into my sanctum that morning with his face fairly beaming happiness, and threw himself into the long chair by the window, I could almost guess what had happened.

"Aunt Nell," he said, "what do you suppose?"

I put down my pen and looked across the table at his happy face.

"Let me see," I said. "That plump and sentimental looking Miss Green has consented to name the day." Miss Green was a high school maiden who had unsuccessfully laid siege to Horton's heart since his freshman year.

"Elsie Green! Is that the best you can do? No, I haven't asked her yet. It's better than that, but I guess I'll have to tell you, for you'd never guess it at the rate you're going. Jim and I took all the Harvard exams—the last year's ones, you know—and we both got over 95 in everything."

"That's fine," said I. "But haven't you and Jim been taking those for the last four years? I think you ought to be ready to walk right into Harvard this fall."

"And that's just what we're going to do!" and Horton nearly knocked me down with a rush and a bear-hug at the end of it. "Father says he thinks we're so well prepared we ought to have the chance, and Mr. Foster is a sensible old customer, and he says so, too. And so, Aunt Nell, you can just produce all those sofa cushions you have been promising me so long!"

"Well then," I said, enjoying his delight, "I suppose I'll have to give you your birthday present before you go, this year. How would a first-rate chafing dish do—a good big one, you know—and some dishes to go with it?"

"Aunt Nell, you are a trump! Maybe you think Jim and I won't rush that chafing dish! Why, there are scads of fellows there now we know, the Burdick boys and Harry Benedict, and Billy Williams and Tom Farrans—Oh, we'll have a daisy time! I've read so much about it, I feel as if I was there already, and Aunt Nell, you and Mother come up for commencement, and we fellows will show you a good time."

"Yes," I said demurely, "and I'll see if I can't get my cousin Louise

to come down, too. She's a beautiful dancer, and a nice girl."

"Will you, Aunt Nell?" rapturously. "She's the queen of New York, Jim and I both think, but do you think she'd come—for me?"

"Yes," I said slowly, "I think she would. She told me she liked blond men, particularly if they played football and were distantly related to her."

It seemed too bad that, after so much waiting and longing, Horton couldn't go to Harvard after all. I say "seemed" because in the end, I think it worked out rather for the best, as things have a habit of doing if you will only wait and let them.

It was only two weeks after the above conversation that my poor brother was brought home dead—heart failure they called it—and everything changed, all in a minute. There was not nearly so much money as we had all thought, only a slender portion for my sister-in-law and her daughter and nothing at all for Horton.

Harvard, of course, was out of the question, and he resigned it with a wan smile and a shrug of the shoulders that brought the tears to my eyes.

"Now Auntie," he said, "cheer up! If you keep on as blue as that, I'll think you're worried about that commencement plan of ours. It's all O. K. Jim is to ask you and Louise, too. That'll make it nice for Jim, won't it?"

"Oh, Horton, how can you?" I broke out, weakly. "I should think you'd be broken-hearted. You don't seem to realize what a difference it will make in your life."

"Don't realize—!" he said, his face changing rapidly. "Aunt Nell, you don't know what it means to me. I've always wanted it so, and I've fancied I'd go up with Jim and the fellows I knew—be the right stuff from the start, and come out on top some day, a big journalist, or statesman, or judge—at least, a sort of an AI chap, onto the traditions and the atmosphere and all that sort of thing. And I wanted Louise, or a girl like her, a dainty, clear-eyed thoroughbred, with a family tree, and too proud to speak to—what I'll probably be, in stead of what I'd planned. But what's the use of fussing? There are scads of good fellows who never even wanted to go to Harvard, and I'm that much ahead to start with, for I had it all planned. There's no use in wearing a vinegar face, just because creation isn't run on the principles you have always advocated."

"I am all right, and so are you, except that we've both of us lost the best friend we'll ever have—your brother and my father. But even that's going to feel better when we have done as he would have had us do, and make the best of what we have. Mr. Carton has given me a place in the freight office of the X. & Z. and I'm to start in Monday to be my own Jay Gould. When Mother and Sis have gone you and I will have to cheer each other up somehow, so let's be about it, right away."

"Horton, you are an old darling," I said, and I was right, he is just that, and always has been.

As Horton said, it had been decided that his mother and sister should go to the old home in Vermont, while he stayed in the city at his work, and made his home with me.

This arrangement suited me to a nicety. I am an old maid, and I am afraid of tramps, so the thought of having my big nephew as a protector pleased me as well as the fact that he would be down town all day, and leave me to myself.

We had a very pleasant little home, Horton and I. The house was just big enough, and Horton is so cheery and full of life, and I am so fond of him, that it seemed to me as if nothing were wanting to make our comfort complete.

But Horton wasn't satisfied. Sometimes after dinner, when we were sitting in my tiny library, I would look up and see him gazing into the fire with a serious, wistful look that made me wonder. One night it all came out.

"Auntie, I would have graduated from Harvard this spring if I had gone."

"So you would, my dear," I said. "So you would!"

He sprang up and stood with his arm on the mantel-piece looking down at em. I thought to myself how manly he had grown, and I wished his father had been there to see him.

"Aunt Nell," he said quite seriously

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and yet with a funny look in his eyes, "I don't want you to laugh at what I'm going to say because I mean it, and it's every word of it true."

"I won't, Horton," I answered. "when did I ever laugh at you?"

"Never. But I shouldn't wonder if you did, now. The X. & Z. has raised my salary again, and I'm worth ninety a month now."

"Why, that's nothing to laugh at; why shouldn't I believe you? I'm sure it's fine, but not a bit more than you deserve."

"That wasn't just what I meant." Horton looked queerer and more masterful than ever. "Do you know what I was going to do the commencement I graduated?"

"No," I said, "you never told me."

"I'll tell you now. I was going to ask Louise to marry me."

I remained silent, for there didn't seem to be anything to say.

"And now, Aunt Nell, I'm going to ask her anyway. I've been doing a good deal of thinking this winter, and I've rather changed my mind about some things. Because a fellow has had to give up going to school, even to a place like Harvard, does not necessarily make a cad of him. Because I've had to fight my own way, maybe I'm better able to fight hers, too. I've good prospects. This isn't my last raise, Aunt Nell, and if Louise is willing to let the ornamental part slide, for the present, it's barely possible that she'd like to invest in me. Leastways, I mean to give her a chance."

"Now you may think I'm crazy, but I've seen a good deal of Louise lately, and she hasn't climbed the family tree when I was in sight at all. I've seen her do it for other jays, though, so I know it's there all right. I'm going to ask her right now, for I'm sick of waiting, and I want to avoid the rush," and with a hasty kiss, he was gone.

Late that night I was awakened by the click of Horton's latch-key in the door. As he passed my room, he called out, "Auntie, are you awake?"

"Yes," I said, "what luck?"

"No luck at all—just skill and brains. She said she'd be mighty glad to invest while the stock is still reasonably low." And with a happy little laugh Horton turned out the light in the hall and left me to my own reflections. Helen Choate Streeter.

"Check Your Babies Here!"

Two enterprising Los Angeles girls who wanted to earn some money and to have a summer outing this year along with the process have thought up a clever scheme, and are making it pay beyond their wildest expectations, although they have been established but two weeks.

Both of them know something about kindergarten work and are fond of children, so they rented a large tent, pitched it on the sands at a popular resort along with the snake charmer, the fat woman, the side shows. They had no flooring put in the tent, but made it attractive with festoons of seaweed, kelp and shells. On the sand they spread a heavy rug or two, heaps of pillows

and hassock cushions covered with gay, wash cases, added two small bamboo screens, behind which are concealed more pillows and rugs, and in two great trunks they keep all the rest of the accessories necessary to their enterprise.

These are a quantity of small tin pails, toy hoes and spades, building blocks, cardboard, bright wools, blunt needles, highly colored tissue papers, a fine assortment of beads of all sizes, and bouncing balls.

Then they hung out their sign, "Day Nursery." Patrons began flocking as to a lunch counter.

Parents going for a sail checked their whole family; mothers ready for the morning dip deposited the baby with many injunctions; fathers tired of answering "What for?" took their troublesome charges to the tent shelter; giddy young aunts going fishing with their "steadies" took little nieces and nephews to leave, and all received checks for the little ones left.

Now, when fond parents want to go off for the day they take Johnnie, Susie, the twins and the baby to be cared for and fed until the sun goes down.

Often fifteen or twenty children are at the nursery during the greater part of the morning, and a charming sight it is. The attraction fairly out-rides the side shows.

"We are doing more business than the snake charmer," said one of the pretty proprietors yesterday. "We are not only making all our expenses, but will have a big surplus at the end of the season. We shall stay as long as the crowds do. Some of the same children come every day. The mothers know they are taken better care of than by nurses, for we direct their amusements, correct their speech, and give them a constant change of occupation, so they do not get restless and fret. The tent is better for them than so much hot sun."

"Yes, we furnish them lunches when desired; fruit, milk, bread—whatever they are accustomed to eating."

"Do they ever quarrel?" asked a curious observer, noting an incipient struggle over a hoe.

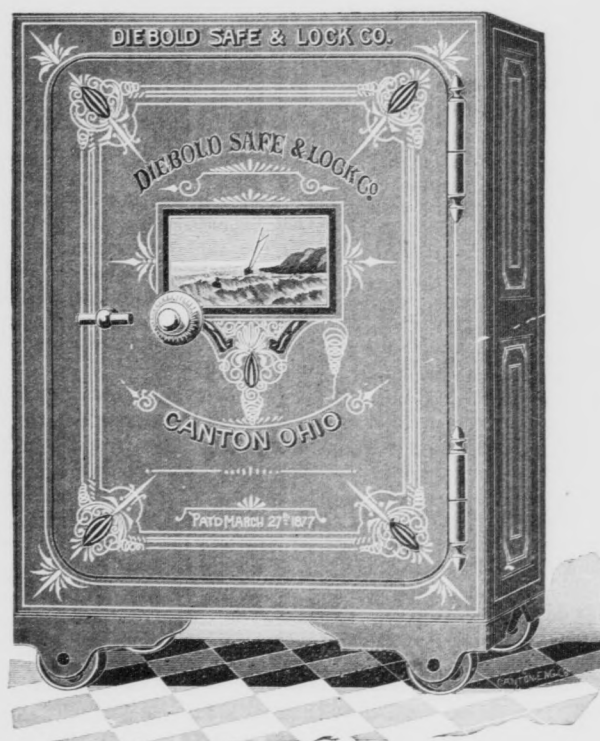
"Oh, no," replied the fair caretaker, unconsciously dispossessing a scowling two-year-old of the implement in contention and replacing it with a brilliantly-red shovel, which at once distracted his attention. "They are such good children, not one of them whining or crying; I suppose mothers would not leave really peevish or half-sick little ones with us. We are very thankful that they are all bright and strong children. It is great fun—and so profitable."

No Such Man.

Manager—Strange there haven't been any answers to my advertisement for a clerk.

Proprietor—No wonder. You made a mess of that "ad." The idea of advertising for a man of "average intelligence!" Everybody who isn't hopelessly below it feels he's far above it.

Do You Need a Safe?



If so, we invite you to inspect our line of Diebold fire and burglar proof safes, which we consider the best safes made. If not convenient to call at our store, we shall be pleased to have you acquaint us with your requirements and we will quote you prices by mail.

Tradesman Company

Grand Rapids, Mich.

The People From Whom We Buy.*

First, who are they? The traveling salesmen, the jobbers and the manufacturers.

I have been requested by your Secretary to treat this subject, and in my paper to you, Brother Retailer, I shall endeavor to look at you from the three standpoints named. Having had fifteen years' experience in the first two, I take the liberty of naming the traveling salesmen first, as most retailers buy the bulk of their goods through them:

The traveling salesmen are expected to have and almost always do have a smile for you when they call, and a store of good things up their sleeve both in a business as well as a social way. They try to make your lot lighter and brighter, although sometimes they find it rather hard to do so, especially when you meet them with "Your house makes so many mistakes—they would not allow my claim—your prices are too high—it takes so long to get goods from you," or some other frigid remark, even before you have told the traveler what mistake has been made, what claim you refer to, what prices are too high and, last of all, the length of time your goods were on the way. You forget that the traveler is not the railroad company and can not hurry it. The traveler has troubles of his own—may be sickness at home, sick himself or business cares, and by adding more you do not benefit either him or yourself. On the other hand what a pleasure it is for a traveler to go into the store of a customer and be met by "Hello, Billy! Glad to see you, old man, what's new?" When greeted in this manner you can bet if there is anything new or any special price or deals he has up his sleeve that customer will get them. Why not all of you help the salesman and help yourself as well? Put yourself in his place just for a moment and look around. By so doing you will no doubt see things in a new light, if you are one of the kind I have just mentioned.

One of the many things with which traveling salesmen in the hardware line have to contend is the selling of only one hardware dealer in a town. This is all right provided you give the salesman the bulk of your business, but when you split your trade up between from five to ten men is it right to restrict or expect the salesman to sell only you? If you had a customer who was buying goods of from five to ten other retail hardware firms and he told you that you must not sell Mr. B., although Mr. B. might make you a better customer, how would you take it? The traveler stands between two fires. The jobber expects him to sell goods and you split your trade so that it is only a little for each. If this does not apply to your way of doing, pass it by, but if it does, please think it over.

When you turn down one salesman because he or his firm sells the druggist, newsman or dry goods men it is no more than fair to use all the

salesmen who sell to you the same, but I have known of a number of cases where members of our Association have not done so. I have found, in ten years as a retailer, that by using the traveler as a friend the most favorable results are obtained. When he comes into our store my first instructions have always been, "Now, boys, is there anything we want from Mr. Blank? Look it up as soon as you can, give him an order if you have one for him, then if he has any extra time to spend with us we give him as much attention as possible, but if he has other work to do it gives him a chance to do it and get out of town on time after finishing his business, and that is what his firm pays him for and expects him to do. The successful traveler is in no hurry until he has your order; then he is in a hurry, as it is his duty not to idle away time or hinder you.

The retailer who is discourteous to the traveler stands in his own light, although may never see his error until he himself has gone on the road; but the retailer who has always a pleasant word and prompt attention for the traveler makes many an extra dollar by so doing.

The traveler can not make a success without the support of his customer, neither can the retailer without the aid of the traveler; so it is to our mutual interest to help each other. In my experience on the road I have yet to find a case where the traveler has refused his aid to a fellowman.

Now, as to the jobber:

He picks out a man who he thinks will make a successful salesman, not alone in the number of dollars' worth of goods he will sell but one who will represent him with honor to himself and the house, who will take care of his interest as well as take care to do what is right and fair for all. The jobber sometimes makes a mistake in the man, but who is perfect in his judgment? He pays the traveler a good salary and expects him to earn it and at the same time make a profit for him, but no legitimate jobber expects or asks more than a fair margin on his goods. Sometimes the price one jobber has is higher than his competitor or lower. Why? There are a number of reasons: If lower, in most cases they have an overstock, or are using that article as a leader to get customers interested, the same as you do when you sell ten quart pails for ten cents or six quart pans for five cents. Do not think, because you can buy a few items from some jobber at a cut price, that the firm you are giving your business to is getting to be a back number. You will find the successful jobbers of to-day must be up to date.

When your order is taken by the salesman he is just as anxious to get it on the way as you are. The jobber wants prompt attention given to every order or letter, and if there is sometimes a seeming neglect do not be too speedy to lay it to the jobber but write him at once. As soon as any seeming neglect to you is called

to his attention he in every case will look it up and see where the difficulty has been, if any, on his part.

Please remember one thing—the jobber has not made a profit on any goods sold you until they are paid for. Remember, also, you have no better friends in business than the jobbers. Who is it that, when you have taken the 30 or 60 days time which is allowed you on hardware, when you find your collections are not coming in, you can go to and ask for more time? The jobber. Jobbers charge interest on past due accounts. Is that not just? If your account, say for \$600, is past due for 30 or 60 days, and you only pay one lot of bills while the same amount is coming due, so that you are having the use of \$600 worth of the jobber's money in your business all the time, and making from 10 to 20 per cent., is it any more than right that you should pay the jobber interest for the use of the money?

When you receive a box of goods and find some of them broken is it right to jump on the salesman or jobber? I say No. Jobbers employ men to do the packing and pay them well for their work and in most cases the broken goods are caused through careless handling by the transportation company's employes or your drayman. It is your duty to report at once the condition in which goods were received and to state parts of goods broken, thereby giving the jobber a chance to order new parts for you, instead of shipping goods back, as is often done, without giving the firm any notice.

Sometimes you ask your freight agent to enter a claim and he is discourteous or refuses to do his duty. In such cases if you will refer the matter to your jobber he will see that your claim is given proper attention by the transportation company, but do not forget that when the jobber receives a clear receipt from the carrier his responsibility ceases and the transportation company assumes risk until goods are delivered to you. If you have any claim against the transportation company for damage of any kind the jobber will be very glad to take it up for you and credit your account when paid. Is it right for you to go after the jobber or salesman when the railroad company has carried part of your goods wrong? No; give him a chance to help you trace the goods. You will find him with you in every case, ready to help locate your goods and get them to you as speedily as possible.

When you receive a back order or cancel sheet from the jobber do not be too speedy to criticise him for being out of goods. Is your stock always complete? Remember that the goods which the jobber has to back order or cancel made him no profit but have made him more work than if he had been able to fill your order complete. You may sometimes re-order at once from another jobber in the same town and get goods promptly, but that does not signify that you could not have done the same thing from the jobber who back ordered or canceled your order, as

goods are coming in and going out of a wholesale house every hour when they are doing business. Sometimes he has only a few reasonable goods on hand, just enough to fill his own orders, and in such cases he will not sell them to his competitors and let his own customers go without, but you will find your jobber is just as anxious to fill your order as you are to have him. The jobber appreciates your favors and would be pleased to meet you at his place of business, or yours, often if he could do so. It would pay you to see the firms you are buying from once in a while; you would then no doubt feel different when you got a letter from some department which did not read to your liking. The letter might be short or not answer your enquiry, but you would be sure that it was not the wish of the jobber to ignore your wishes or be discourteous to you. It is usually through the party who wrote you not understanding your wants, as things look different in a letter than when you can talk it over.

Next comes the manufacturer.

You know the manufacturer does his business largely through the jobber, but a number of us buy direct from the manufacturer on special lines in a great many cases, not on account of price but because we wish some line of goods not handled by the jobber or because we favor some salesman who sells on commission direct.

Our dealings with the manufacturer in most cases are about the same as with the jobber, so I will only call your attention to a few of the misunderstandings with them:

We wish some repairs for goods but do not give complete dates, numbers or letters and an answer comes back for further particulars. Do we always comply, and do we blame ourselves or the manufacturer for not being a mind reader? When we have some defective goods or other goods which we wish to return we should in every case first write the manufacturer or the jobber and state our wishes and they can then instruct us where to send the goods to save us or them freight. In every case we should send the manufacturer or jobber freight receipt and bill for goods sent them. He will then know what is coming back and from whom.

If you would keep a clear copy of every letter or order sent the manufacturer or jobber and answer all letters promptly you would find it would do away with much trouble for all. When you give the manufacturer or jobber a future order remember that that order stands unless you cancel it, and neglect on your part to cancel an order should not be blamed to any one but yourself. All such future orders are taken with the price guaranteed to date of shipment, the firm holding the order to have the privilege of meeting a lower price than you may have been quoted or of cancelling at their option, according to contract. Under this guaranty it is not right to cancel orders. Your duty is to notify

*Paper read by W. W. Wixson, of Minden City, at annual convention Michigan Retail Hardware Dealers' Association.

the firm with whom your order is placed that you have a lower price, and name it. Then they can either meet it or cancel, giving you the opportunity to buy elsewhere.

The manufacturer, when a bill comes due, expects his cash at once or draws on us at sight. Do we honor their drafts, or do we feel that they are in too big a hurry for their money? We sometimes forget that the manufacturer only knows most of us by the orders we send him or the cash.

The manufacturer buys a new patent at a high figure or pays a royalty on some article to manufacture and as they have the exclusive sale for a short time they charge a high price for the goods. Would we not do the same if we could? Often the manufacturer makes a lot of goods only to find they have run through their factory imperfect and finds it out after a quantity have been sold. Should we be too severe in our opinions of this firm's goods? Would it not be better to give them a chance to make good our loss? Just remember how small our loss is compared with theirs.

Some years ago, in talking with a workman who had been discharged by the foreman in a large factory, this man said to me, "Well, I got even with the old firm." I asked him in what way and he told me that he had run his machine open the last day. Now this no doubt caused a lot of trouble for the manufacturer, who was in no way to blame.

The manufacturer or jobber sometimes comes into your town and sells orders direct from factory to consumers. But would they do it if you were on the lookout for the business or if you had gone after it yourself? You no doubt would have been able to have had their help in landing the order and had the goods billed through you or a commission on the sale. In a great many cases I know where nice commissions have been given to the up-to-date retailer.

Now, Brother Retailers, I have tried to look at you through the three standpoints named. If no part of this paper applies to you I am glad of it, but if any part does just put yourself in the other man's place for a few moments and see what you would have done.

Having been one of the first members of this Association and having attended all but one of the annual meetings, I have found that you would rather have facts than flattery at an annual meeting, so I have taken the liberty, at the request of your Secretary, of giving you cold facts.

A Buffalo mechanic has invented an automatic shoe shiner. All you have to do is to put your foot into the machine, drop a penny in the slot and your shoe is quickly and satisfactorily polished. The device is operated by electricity and a company has undertaken to manufacture and place it upon the market. Many an Othello will find his occupation gone if the machine proves a success.

Hardware Price Current

Table of hardware prices including Ammunition, Cartridges, Primers, Gun Wads, Loaded Shells, Paper Shells, Gunpowder, Shot, Augurs and Bits, Axes, Barrows, Bolts, Ropes, Buckets, Cast Steel, Chains, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hollow Ware, Horse Nails, House Furnishing Goods, Iron, Knobs, Lanterns, and various other hardware items.

Table of levels and various hardware items including Stanley Rule and Level Co., Adze Eye, Metals-Zinc, Miscellaneous, Molasses Gates, Pans, Patent Planished Iron, Planes, Nails, Rivets, Roofing Plates, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin-Melyn Grade, Tin-Allaway Grade, Bolter Size Tin Plate, Traps, Wire Goods, and Wrenches.

Crockery and Glassware

Table of crockery and glassware prices including Stoneware, Butters, Churns, Milkpans, Stewpans, Jugs, Sealing Wax, Lamp Burners, Mason Fruit Jars, Lamp Chimneys, Anchor Carton Chimneys, Pearl Top, Electric, Oil Cans, Lanterns, Lantern Globes, Best White Cotton Wicks, Coupon Books, and Credit Checks.

MISSION OF THE TRADE.

Part Played by Hardware in the World's Commerce.*

It has been said that a lawyer can get along fairly well in his career if he has canned up ready for use about four speeches—one for a Fourth of July celebration, a toast on "Woman" at a banquet, a general roast on the other fellow in a jury trial, and another to make the eagle scream on almost any occasion, but when he faces a gathering of substantial business men, such as those I have before me now, he is at his wit's end. He feels out of place and very much like that hardware dog Mr. Weber tells about, who every time he found himself in an uncomfortable predicament inside of the house, made a bolt for the door; or like that young lady who, upon being divorced from her husband after a bitter contest on her part, was met by a kind-hearted old minister who consoled with her and said to her in his gentlest tones: "My dear lady, when you heard the judge pronounce from the bunch that awful decree separating you from your beloved husband, you must have been deeply overcome." "Yes," she replied with a long drawn sigh. "I was entirely unmanned." Thus it is with the lawyer who ventures to address a convention of hardware men. The situation entirely unmans him.

I see in you a body of the prominent, aggressive, progressive hardware dealers of the State. I am deeply in debt to you for your courtesy in asking me to address you on this occasion. It is an honor of which I feel justly proud. I sincerely regret that I can not do justice to the occasion and the honor. The pressure of business in the Prosecutor's office for this county during these extraordinary times of grand jury sessions and of rumors of official corruption that clamor for investigation is so great that we find but little opportunity to give anything else attention. Hence I have been unable to prepare such an address as the occasion demands.

I came, however, to acknowledge the debt I owe and to make you my preferred creditors, like the merchant who had failed in business. He called his creditors together and settled with them by giving them a note for 6 per cent. of their claims payable in six months. One of the largest claimants, a cousin of his, raised very strenuous objections to the small percentage, so the merchant took him aside and said: "I'll tell you what I will do. I will make you a preferred creditor." This somewhat pacified the irate claimant, but finally he asked what was coming to him under the "preferred" arrangement. The merchant replied: "Oh, you won't get anything, and the others won't get anything. Nobody will get anything." "Well," said the aroused cousin, "I thought I was a preferred creditor." "So you are," replied the merchant, "these notes when they become due won't be paid, but it will take the others six months

*Address by Louis C. Wurzer, of Detroit, before Michigan Retail Hardware Dealers' Association.

to find it out. You are preferred, you find it out right away."

So I am going to tell you, as my preferred creditors, right away that the assets of my speech will be entirely inadequate to the liabilities of your courtesy.

I congratulate you, gentlemen, upon this convention and upon your organization. It indicates that the retail hardware dealers of this State are in the van of progress. This is an age of associations. Capital combines; labor combines. The scientist, the educator, the physician, the lawyer, the business man—all have organized in their respective spheres and they have found that they must do so if they would keep step with the onward march of the times.

There is no more beneficent kind of organization than these trade and commercial associations. They diffuse the experience and the knowledge of the individual and uplift, enlarge and broaden the trade or business to which that individual belongs. They stimulate enterprise. They concentrate the energy and the progressive spirit of the American tradesman. They develop that force and power which makes towards the supremacy of American commerce. They are not political; yet they perform the highest services to the State and to the Nation. They awaken in their members a just and grave sense of their civic duties and responsibilities as citizens of a Republic, because they know that extravagance and corruption increase taxes and that increased taxes make it more expensive to transact business. They assist in the enforcement of efficiency and purity in public office and in the enactment of just laws. The passage by a recent legislature of this State of a more equitable garnishment law is but one example of what the influence of business men's organizations can do in this respect. Much other legislation will come before our National Congress and State assemblies in which this Association, as well as other business organizations, will be vitally interested and much legislation that is needed and would not otherwise receive attention can and will be brought before our lawmakers by the united effort and the prestige of your Association and others such as this.

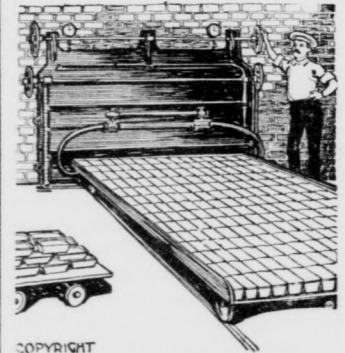
For instance, one of the most important efforts of this kind along the line of legal reform is to secure a uniform law on commercial paper in the United States. Much confusion, uncertainty, insecurity and miscarriage of justice have been caused by the diversity of rights and liabilities of various parties upon commercial paper in the different states. I am glad to say that a draft prepared by the American Bar Association has already been adopted by over twenty states. It is as much to the interest of the business man as it is to the lawyer and, I am inclined to think, a good deal more to his interest to have a sound, simplified, uniform system of laws upon this subject. It is in procuring the enactment of such wise legislation that your Association becomes a public good. I have

mentioned the subject of negotiable instruments only as an illustration. There are others as important as this, but I shall pass them over. I may say that fully one-half of all legislation is in the interest of trade and commerce, and the importance of this branch of American activity, as related to government, was recently further demonstrated by the establishment of a Department of Commerce, which, by the way, can be claimed as another achievement of your business organizations. It was back in 1883, when the Department of Commerce as an adjunct to the President's Cabinet was first talked of, but it was not until the rise in influence of business men's organizations and their insistent demands for such an institution that it was established.

In every department of trade and business old methods, theories and practices are being abandoned. Volume of trade is increasing, competition is growing keener, profit margins are narrowing and credit—that uncertain factor—enters more and more into our daily transactions. There is a continual evolution in business ideas and usages. That the merchant of but several generations ago rolled through a desolate country from village to town and town to village in a stage coach with the cash in his pocket to purchase his supplies and carry them home seems to us like fabled history when we contemplate the volume and methods of business in our country to-day.

All the signs of the times indicate

Everybody Enjoys Eating Mother's Bread



COPYRIGHT

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

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."



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.

that the commercial scepter of the world held for centuries by the Phoenicians and passed down by them successively to the Romans, the Venetians, the Portuguese and the English shall pass on to America and make New York or Chicago the clearing house of the world. The statistics of 1901 show that the exports of the United States amounted to \$1,465,380,900, while those of England, the boasted mistress of the seas, were only \$1,365,048,400, or over a hundred million dollars less. During the five years from the inauguration of our beloved martyred President, William McKinley, in March, 1897, to March 1, 1902, the balance of trade in favor of the United States reached the enormous sum of \$2,708,010,906, which was 600 per cent. more than in the entire history of the Republic before that time; and I may say in passing that the hardware trade has done more than all others to turn the tide of the import trade into a constantly increasing export business.

The production of textile fabrics alone supports 512,000 employes, paying to them \$177,000,000 in wages and receiving for the product \$722,000,000 in money.

The great questions with us in the future will be, not what shall we produce, but what shall we do with the surplus production? The American people to-day produce \$250,000,000 worth more than they can consume. There never was a time for such universal rejoicing over the general prosperity of our country, and yet if American capital and American labor can not find a market for their ever increasing surplus production, this very prosperity is but the Dead Sea fruit that holds within its glowing exterior the bitter ashes of failure and adversity. The commercial and industrial expansion of our nation is one of the problems of the hour. We are seeking new markets all over the world. Cuba is already at our door and the Philippines will be to us a stepping stone into the unexploited markets of China and the Orient, where through the onward march of Western civilization and American enterprise, the consuming capacity of the natives is gradually being educated and developed to the fulness of civilized demands. It used to be said during the last campaign that we sent our missionaries to teach the Filipino to be decent and wear clothes so that we might send our merchants to sell them the clothes. This idea furnishes an excellent suggestion to the hardware association which may result in the opening of a new market for American cutlery in the Orient. It can send Henry Weber as a missionary to China to teach the pigtailed followers of Confucius to abandon their chopsticks for the more civilized instruments of culinary attack, and then the Association can go over in a body to sell them the knives and forks.

I am afraid that I have talked too long now and I may with profit recall the lesson in brevity furnished me by the story of an Irishman, who,

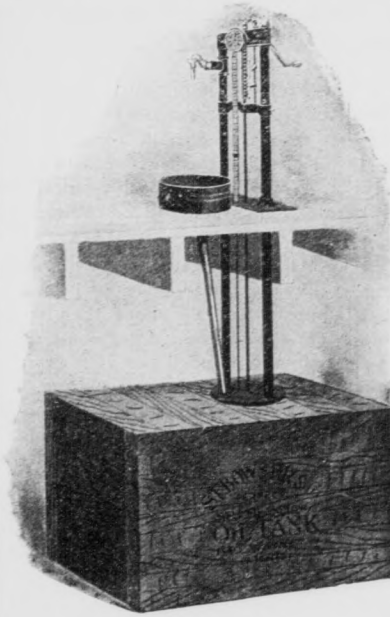
after having looked a little too deep and too long in the cup that inebriates, went into a barber shop to have his hair cut. While sitting in the chair he fell into a drunken stupor and wobbled his head from side to side. The barber found great difficulty, but did the best he could under the circumstances. Once when he had a fair bunch of the Shamrock locks between the shears the old Irishman's head lurched to one side, and instead of the locks the lower portion of one ear fell to the ground. The blood began to spurt and the barber grew very much excited. The neighbors, hearing the noise, began rushing in, but the Irishman still sat unconcernedly in the chair and dreamt fondly of things that were not. The noise finally awoke him and seeing the crowd around he asked: "What is the matter wid yees?" "The matter," gasped the barber, "enough is the matter. I have clipped off the whole lower part of your ear." "Have yees?" said the Irishman, "go on wid yer bizness, it was too long anyhow." That is exactly what some of you are beginning to think about me now, or perhaps have thought since I began.

In conclusion let me say, gentlemen, that the problems great and small which confront us in our commercial and political life, and to some of which I have called your attention, will by your help and the help and influence of your Association, be solved to the greater glory of our Nation and to the increased prosperity and happiness of the individual citizens. These organizations of business men have forever destroyed the idea that a competitor in trade is an enemy to be shunned; they have strengthened the ties of American brotherhood and have made the spirit of compromise and concession a leading factor in the settlement of the disputed questions that vex our day; they contain the quintessence of the enterprise, of the activity and of all that makes for progress in every trade and business, and their growth in power, in influence and enthusiasm is the best guarantee of the continued increase in the commercial supremacy of our land.

Woman of the Alps.

Somewhere in the French city of Lyons is a little cocoa shop kept by a woman who has won a record in the Alps which veteran climbers may well envy. For years she has followed the French Alpine troops with her basket, marching with them on their manoeuvres with her walking stick as support and her basket of cocoa as excuse. Within a few days this wonderful woman has scaled a mountain twenty-five hundred feet high, crossed another covered with snow, ascended another to a height of twenty-eight hundred metres, climbed with the troops to the top of Mont Cenis, and finally left the regiment at the summit of the Frejus, a height of twenty-seven hundred metres. Soldier after soldier fell out of the ranks, but the cocoa woman marched on, up the Alps and down the Alps.

WHAT IS YOUR MOTIVE



CELLAR OUTFIT

For being in business? Are you in business for your Health, or for Fun or for the Profit there may be in it? Various motives actuate men. The motive behind the action like "THE MAN BEHIND THE GUN" is the all important thing. Some people may be in business for Health—not many people are in it for Fun, though there is considerable "funny business" going on. We assume that you, like ourselves, are in business for A REASONABLE PROFIT. Our business is to build the

Bowser

3 MEASURE
SELF
MEASURING

Oil Tank

And to induce you to buy it, if we can. In all seriousness and candor we believe that a Bowser Oil Tank will aid you in your business and save to you a profit that you are now losing. This Tank saves Oil, and oil costs money. It saves Labor, and labor costs money, whether you perform it yourself or hire it done. It saves Time, yours or your clerks', and Time is money. More than this, it is Cleanly, Neat and Handy and reduces your fire risk. It is a profit saver and hence a profit earner. Remember we assume that YOU are in business for PROFIT. Our Catalogue "M" tells more.

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

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.

My Hardest Customer and How I Landed Him.

Since I began to sell shoes on the road I have run up against one or two very serious snags. But I like a battle where there is hard fighting, and I am sorry, sometimes, that I have not been "up against it" more times than I have.

When Cincinnati had a youthful reputation as a shoe town I was working in Chicago for a jobbing house, but I shortly went to Cincinnati and secured a position as salesman with one of the concerns there. I was assigned to the South. This was during the reconstruction days. Traveling men from the North were scarce there, many merchants of the former Confederacy refusing to deal with the "Yanks," as we were then called. I was an apprentice in a shoe shop when the war closed, being too young to fight, but everything was fresh in my mind, and I had a feeling of sympathy for the former foe.

I was sent to New Orleans, where we had two customers, and my instructions were to work up the river. It was in the beautiful spring-time, a decade after the war. The feeling of bitterness had not wholly died out. The day of my arrival I sold to the two customers and then hunted up another dealer who had been recommended to me. I introduced myself and then adopted the usual method then in vogue of sitting for a while and chatting with him on the questions of the day. Of course politics was introduced, and I expressed my sympathy for the ex-Confederates who had lost so much in their great struggle.

"What?" he exclaimed, angrily, and reaching for his cane. "What is this rubbish? You come to me—me, Colonel Markham of the Union army—and have the nerve to express sympathy for those who maimed me for life? Out with you!"

I had not until then observed, as he sat by his old black walnut desk, that one leg was gone and in its place was a wooden leg. I did not "out" as he ordered me, as I thought he was hardly able to stomp across the floor. He recovered himself quickly, however, as I explained that I was from the North, and that the people of my section were sympathetic for the Southerners.

As the truth dawned upon him, I made a break to get away from "general topics" and try to sell him some shoes. He said he held a Federal position and was running the shoe store as a side issue. He would look at my samples but not until morning, when he invited me to call.

I engaged a colored boy, Pete, to carry my samples, and was at the store at 9 o'clock the next morning. I

did not pay heed to the cries of the newsboys as they shouted "Picayune! All about the flood!" I was so anxious to make the sale that I did not care a whit about any flood. When I left my hotel it was raining, and now the water was coming down in torrents.

"Pretty tough sort of a day," I said.

"Pretty tough," he repeated, but I did not like the way he said it.

"Well, Yank," said he, more cheerfully, "let's see the cowhides, anyway."

"At your service, colonel," said I.

The samples—some of the handsomest women's shoes then made—were shown him. After some time, I arose and glanced out of the window and saw the rain still pelting down and water in the street looked like a small river. I hoped that the rain would soon abate and the streets be clear. I finally got him to agree to certain styles, but just how many pairs he would take was another question. He seemed to be anxious to get rid of me and spoke of the storm and the Mississippi rising so rapidly. He astonished me by taking shoes off the lower shelves and carrying them upstairs. Soon he was in an awful bustle.

"What's all this?" I said, anxiously.

"You better get along," said Markham.

"But I haven't got your order yet," I protested.

"Maybe there'll be no store here when the shoes are ready," he replied. "Ever been here during a flood?"

"No; but all I want's the order," I shouted, writing out the order sheets as fast as I could.

"Oh, I don't want 'em at all," declared he, throwing my satchel at me, while I reached for the samples. The water was coming under the door now.

"You promised to order three lots and you'll have hard work this year getting the genuine goat and new Picadilly lasts," was my rejoinder, resuming work on the order blanks.

"What do I want of them with my store being flooded away? You'll have to help me anchor her."

"Sign these orders and I will."

Markham was getting excited. "Let the samples go—I'll pay for 'em if they get lost," he shouted. Boats were now passing the windows. The doors were trembling and the rapidly rising waters were threatening to push them in. Markham began throwing boxes of shoes upstairs.

"Quick," I shouted, and becoming desperate I drew a Colt's army revolver which I purchased after the war.

"Don't shoot!" exclaimed the colonel. "Where are the orders—I'll sign them."

And he did. I saw the waters rising higher and I was excited. I stuffed the signed orders into my coat pocket. Pulling a counter near the door I stood on it while I opened the door. The waters rushed in and took Markham off his feet.

"Help! Help! I'm drowning!" he shouted, and I caught his hand and

drew him up on the counter.

"Be calm, colonel," said I. A row-boat soon came in sight and I leveled my revolver at the man in it and demanded that he rescue us. He came in a mighty hurry and we got in. Markham, the orders and my samples were safe. At the pistol's point the man rowed us to a place of safety and Markham and I went to my hotel. He was thankful for his escape and thanked me. "If the store doesn't wash away, I'll duplicate those orders," he said, tears standing in his eyes. I wrote out what he said, and required him to sign it.

Well, the store remained intact and Markham took the shoes and the duplicates, paying us altogether over \$4,000.

That's my toughest experience in landing a customer. I've had some other tough propositions, but I did not land them.—Shoe Retailer.

Good advertising is an investment that yields cumulative dividends.

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited.

A. B. GARDNER, Manager.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House

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.

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

THE TERRIBLE TRAVELER

The Innocent Victim of Popular Misconception.

Written for the Tradesman.

Who is to blame for the fact that the American traveling man is misjudged; but that he is misjudged I do know. I know the fact because I know the man. As I am not a candidate for office, I feel I can speak thus freely in praise of the commercial traveler without my motives being impugned. I am not looking for the votes of the drummers of this country. My remarks are not inspired by any desire to boom myself politically or to get some fat job for my friends. If I ever see a nice, juicy, well-cooked sinecure on the political platter I will immediately turn a deaf ear—I have one—to the man who wants someone to pass the steak.

It seems almost superfluous for me to say again that my feelings for the traveling men in this country are the kindest. I have no grudge to pay off in thus dragging the timid and blushing commercial traveler forth into the calcium glare of public print. If I am not looking for votes, neither am I looking for revenge. I am not of a revengeful spirit. The only experience I have ever had with revenge, the only time that I have seen red R-r-r-revenge running around loose was when I was looking into the barrel of it. I do not hold anything against the great American commercial traveling public. I have never held anything against any traveling man—at least nothing any better than four aces and then he had a royal flush. It has always bothered me how he got that straight flush; but he had it all right, so there could have been no question about it.

Unfortunately, however, there are people who do not know the traveling man as I do. Not only have they never held four aces and looked long and lovingly at a 29 cent jackpot, only to see it wither and fade away like the first gray mist of the morning or the last car at night, but neither have they bunked with him in the alleged hotels of this country and been bunkoed with him by the hotel clerk in the morning. It is different with me. I have done these things. No one can ever accuse me of deserting a friend, not while his money held out.

But to the uninformed and misinformed public the commercial traveler is one who smokes terrific quantities of terrific cigars, looks upon the wine when it is of a crimson hue and indulges in other forms of deepdyed villainy. He is a man to warn little children against, particularly children of from 16 to 26. He may be married, but to him his own marriage relations are a farce and a comedy. There really are people who have these impressions of the traveling man.

I remember sitting beside one of these heartless wretches at a banquet one night. I had seen him receive a telegram a few minutes before we entered the banquet hall. I had seen him consult a Wood's guide and the hotel clerk immediately afterward

and come away with a disappointed expression. At the banquet I observed him closely and I saw without much difficulty that he was extracting very little enjoyment from the revels of his fellows. I felt sure that some terrible calamity had befallen him. His thoughts were apparently a hundred miles away and he was absent-minded and perturbed. At last I could restrain my sympathetic nature and curiosity no longer. I asked him what great blow had befallen him; and I found that his house had wired him that he must see certain people and that in consequence he would be unable to get home in time to attend a children's party that his wife was going to give for their five-year-old daughter! What a picture of domestic infelicity was this!

I have seen this spendthrift class do many things that were shocking. I have known them to pay off mortgages on the old homestead. I have known them to pass up a Sunday sidetrip to some resort so that they might bring a wife or daughter to this same resort at some later time. I know they have done a thousand things equally as extravagant and selfish.

When I hear these people who know so little about them telling what terribly bad people they are, I am reminded of what Eli Perkins used to say about Jim Fisk: "What a miserable reprobate the preachers all make Fisk out to be! And they are right. Why, the scoundrel actually stopped his coupe one cold, dreary night on Seventh avenue, and got out, and enquired where she lived and gave a poor old beggar woman a dollar. He seemed to have no shame about him, for the next day the debauched wretch sent her around a barrel of flour and a load of coal. One day the black-hearted scoundrel sent ten dollars and a bag of flour around to a widow woman with three starving children; and, not content with this, the remorseless wretch told the police captain to look after all the poor widows and orphans in his ward and send them to him when they deserved charity. What a shameless performance it was to give that poor negro preacher \$20 and send him on to Harvard University! And how the black-hearted villain practiced his meanness on the poor, penniless old woman who wanted to go to Boston, by paying her passage and actually escorted her to her stateroom, while the old woman's tears of gratitude were streaming down her cheeks! Oh! insatiate monster! thus to give money to penniless negro preachers and starving women and children!"

Douglas Malloch.

Owosso Press: Orville Angell, formerly of this city, has quit his job as traveling salesman for Phipps, Penoyer & Co., of Saginaw, and will go on the road for the United States Graphite Co., with the State of Indiana as his territory.

Don't think that advertising does not affect you because you don't order certain brands of goods—you get them anyway.

Late State Items.

Central Lake—The stove mill of Liken, Brown & Co., which has been idle for a year, will be converted into a nail keg factory. G. S. Brown is organizing a company and the plant will be put in readiness for next winter.

Wayland—E. E. Day, who has been doing business in Wayland for some time, has concluded to close out his stock and retire from mercantile life, selling his stock at auction. It is reported that he will return to the ministry.

Oneskama—Horace Kerry and O. W. Briske, of Chief; Hans Hansen and G. E. Upton, of Oneskama, and Christ Miller, of Arondale, have organized the Oneskama Cheese Co. The capital stock is \$3,500 and is owned in equal amounts by the stockholders.

Monroe—The Floral City Canning Co. has merged its business into a corporation with a capital stock of \$15,000. The members composing the new company are Daniel A. Hogan, L. W. Newcomer, Andrew Baier, S. B. Hippart and F. J. Yaeger, all of whom hold an equal amount of stock.

Elk Rapids—The Elk Rapids Portland Cement Co. is considering a proposition submitted by the Bay Shore Lime Co. to effect a consolidation. Both companies have been pushed to meet the demand for their products, and a consolidation would make one of the largest cement and lime concerns in the country.

Allegan—Joseph Mosier and Henry Baines have bought the planing machinery of Myron Ross, of Otsego, and intend to begin the manufacture of a line of kitchen cabinets. The machinery consists of a planer and matcher, sticker, band-saw, rip and cut-off saws, turning lathes and boring machine, all of which have been removed to this place and installed in a factory on the south side.

The Boys Behind the Counter.

Muskegon—Henry Jacobs, for the past two years pharmacist for the Viaduct pharmacy, has taken a similar position with the Union pharmacy.

South Arm—T. J. Morrison, of East Jordan, succeeds Bert Brabant as manager of C. A. Brabant's general store.

Marine City—C. J. Rapp, who has been in charge of the Broadway shoe house since it was opened here two years ago, has resigned his position to take a position in the Peninsula shoe house at Detroit.

Sanilac—J. E. McAllister, for the past year clerk at L. C. Stirling's drug store, has taken a position with C. E. Bricker, of Port Huron.

Bay City—H. E. Leece, of Saginaw, has taken a position with G. W. Milligan, the druggist.

Hart—William Genung succeeds Guy Reynolds as clerk in the E. R. Hubbard grocery store.

Sturgis—Fred Zable has taken a position as salesman in Gardner's department store.

Lansing—Miss Clara L. Bailey has resigned her position with C. D. Woodbury, where she has been for

the past five years, to accept one as book-keeper for Christopher & Loftus.

Allegan—Irving A. Brown has resigned his position in the hardware department of the grange store and will go to Shelby, Ohio, to work for a builders' hardware manufacturing company. Mr. Brown came to Allegan about fifteen years ago, and during the past thirteen years has clerked for R. C. Turner and the grange store, making many friends.

Hart—Merwyn Blanchard succeeds Wm. Genung as clerk in the grocery store of R. DeVries.

New Paper House.

C. W. Mills, who recently sold his third interest in the M. B. & W. Paper Co. to Nathan Winchell, has organized a new company which will be known as the C. W. Mills Paper Co. The corporation has an authorized capital stock of \$20,000, of which one-half is subscribed and paid in, as follows:

C. W. Mills.....	\$4,000
Sol. J. Hufford.....	2,000
Walter C. Hedden.....	2,000
Geo. F. Tradewell.....	1,000
Hiram Gezon.....	1,000

All of the stockholders are directors the first year, the officers being distributed as follows:

- President—C. W. Mills.
- First Vice-President—Sol. J. Hufford.
- Second Vice-President—Hiram Gezon.
- Secretary—Geo. F. Tradewell.
- Treasurer—Walter C. Hedden.

The company has leased the ground floor and basement at 5 and 7 Pearl street, which it will occupy with lines of wrapping paper, twines, paper bags, tablets and stationers' supplies. Stock is now arriving and it is the expectation that the store will be opened for business by Sept. 1.

Mt. Pleasant Times: Karl D. Northrup has taken a position as traveling salesman with the Sifter Stove Polish Co., of Saginaw, for the State of Iowa, with headquarters at Cedar Rapids.

Don't kick about advertising—it keeps the money in circulation.

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.

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

Drugs--Chemicals

Michigan State Board of Pharmacy

WIRT P. DOTY, Detroit	Term expires Dec. 31, 1903
CLARENCE B. STODDARD, Monroe	Dec. 31, 1904
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1906
HENRY HIRM, Saginaw	Dec. 31, 1907

President, HENRY HIRM, 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.

Some of the Trials of the Night Clerk.

During the time of the Pan-American Exposition my family all went to Buffalo to see the sights and visit a few weeks with relatives. While they were absent I slept in the store, and my experience as night clerk convinced me that, as a general thing, night clerks are not needed. I was called up many times, almost always for something trivial, or that could just as well have waited until morning. One night's adventures will answer for all and show that night clerks are not necessary adjuncts.

It was a hot night in August. I kept open until about midnight, and then, hot, tired, and worn out, I closed the store, went to the sleeping room, took a sponge bath, and lay down for much needed rest. About one o'clock the jangle of the night bell roused me from a doze, and slipping my feet into my slippers I went down to the front door, where I found a friend from the postoffice, across the street, with a prescription, the directions being, "a teaspoonful before each meal"—so you see that could easily have waited until morning.

I went back to bed, but not to sleep, for before sleep came there was another fierce pull at the bell, and I went to the door. There stood a woman with a cream pitcher in hand. I was clothed only in a night-shirt and mine innocence, and I had my doubts; so before opening the door I asked:

"What do you want?"

"Oopen th' dure; oopen th' dure," was the reply, the rich brogue indicating the nationality of my would-be customer.

"What is it you wish, Madam?" again I asked.

"Oopen th' dure I tell ye; it's important. Oopen th' dure to wanst."

I opened the door and in she came. "Gimme foive cints wort' ov your best fwishkey," said she.

"Is it for sickness, Madam?" I asked.

"Phat's that to yez?" said she. "Gimme foive cints wort' ov fwishkey; Oi hev the money to pay for't," at the same time shaking the cream pitcher which contained a nickel.

I caught a whiff of her breath—distillery odor—and said, "Madam, you will get no whisky here."

"Ye'll not sell it to me?"

"No, Madam, I will not; and please go out as I wish to go to bed."

She raised the pitcher and looked as though she were going to strike

me, but seeming to think better of it, she screamed out: "Oi'll be 'round in th' mornin', young man, an' inform yer boss," and went out of the store.

Again I went to bed, only to be aroused by a vicious ring of the bell. This time a man wanted a porous plaster. A nice thing to ring a man up for at 2:30 a. m.! Once more I tried to "woo the balmy," but just as my troubled soul was gliding into the land of dreams the bell received another pull, and I hastily hurried to the store door, to find a man who desired to purchase some rubber goods. I most positively refused to sell him, and gave him my blessing for waking me at that time of night.

The last disturber of my peaceful(?) slumbers was a regular customer, a young business man, who rang the bell, banged the window shutters, and yelled, "Oh! Doc," many times, with voice like a megaphone. Finally I got up to find that he wanted a postage stamp. "Must get a letter off on the 4:15 train; willing to pay fifty cents or a dollar for the trouble; letter is on business, and will be worth \$100 if it gets there on time."

That ended it.

I have not had a night clerk since.
J. R. Perry.

She Took the Liniment.

As we were about to close the store one evening, a stout woman rushed in and begged me to relieve a terrible pain in her stomach. She told me in a very pathetic way that she had from time to time consulted a number of physicians, and that none of them had understood her case or had been able to relieve her in the least. At this I wrote a prescription calling for a mixture of rhubarb and soda, and another for turpentine liniment. I told her to come back again after she had tried these remedies. Days went by; she did not return; and all memory of her nearly faded away. But before long she turned up again. She declared that the medicine I had given her was very disagreeable to take. The smell of turpentine "had almost killed her," while the liniment had made her skin brown. Nevertheless, the medicine was good, she said, and was the best she had ever taken. "It touched the spot, doctor; after taking it I passed a tapeworm ten feet long! You are the finest doctor I ever had, and I am going to have the fact mentioned in the newspapers, too."

Of course this was all very delightful, and I invited her into the office in order to learn all the particulars of the case. To make a long story short, I found that she had taken the turpentine liniment internally, and had rubbed herself with the mixture of rhubarb and soda! The turpentine had acted as an anthelmintic, and had done the business!

Circulation is a very erratic quantity at times. Quality may be worth more than quantity.

Swearing is seldom a convincing argument, except to the man who does it.

Two Mistakes Which Fortunately Caused No Harm.

During my earliest years in the drug business I was located next door to a butcher shop. Through the natural means young folks have of becoming acquainted with near neighbors, I soon became intimate with the butcher's boy. This friendship, which often expressed itself in considerable joking, gave me the chance of making a mistake which, while it injured no one, and while I believe no one knows it, even to this day, has caused me to do considerable thinking when time has hung a little heavily on my hands.

The boy in question asked for five cents' worth of powdered mace one day to put in sausage meat as a spice. On a shelf, side by side, stood two half-gallon bottles, one containing whole mace, and the other "powd. myrica." On the instant I reasoned that the whole and powdered mace naturally should stand side by side. So I gave the "powd. myrica" to the boy. After ten minutes he came back and asked if I was sure I had given him mace; he had used it and could get no odor from it. I had already discovered my mistake, and no one but I knew it, so I am afraid I lied to him outright. He thought perhaps he hadn't used enough and that he had better take five cents' worth more, which I hastily gave him out of the proper bottle.

Another experience befell me which fortunately did not involve the patient, and which has been a strong argument in favor of caution and the double checking of prescriptions. A prescription had been received by the prescription clerk and had been prepared and was ready to check. Among other items indicated was one-half grain of bimeconate of morphine. The quantity was to be divided into twelve powders. The writing was poor; the one-half grain sign was written in figures instead of letters; and the mistake was made of believing that two grains were called for instead. While the prescription was being checked it was discovered that there were only ten powders prepared instead of twelve. The work was checked by the proprietor, a man of much more experience than the dispenser, and yet the two grains were overlooked!

When ready the second time the prescription was checked by the manager, who discovered too much ginger in the prescription. The dispenser by this time was getting very much "worked up" towards a nervous shock. No one had yet discovered the two grains of bimeconate of morphine! A third time did the dispenser try to put up the prescription, and everything was then checked as being all right. The mixture was handed to the person in waiting, but by the time it had been carried to the outside of the store the error in quantity was discovered. "Stop! get that prescription," yelled the dispenser. All the previous nervous strain was as naught in comparison with the new tension on the dispenser's nerves.

The coveted package was secured

without exciting much curiosity on the part of the messenger. The powders were thrown away and put up entirely anew for the fourth time.

What a relief there was to that dispenser when all was finally made right and the prescription sent to its destination.—Bulletin of Pharmacy.

The Drug Market.

Opium—Is in small demand, but the market is unchanged.

Morphine—Is unchanged.

Quinine—Is firm at unchanged price.

Cocaine—has advanced 50c per oz., on account of increased price for crude.

Epsom Salts—Has been advanced by manufacturers 10c per cwt.

Menthol—Has declined, owing to competition among holders.

Oil Cajiput—Is in small supply and advancing.

Linseed Oil—Is firm and advancing, on account of higher price for seed.

To prevent possible misunderstanding of your advertisements say just what you mean.

Beyond doubt the advertiser who tells the truth oftenest is believed oftenest.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced-Coccolne.
Declined-Menthol

Acidum	Conium Mac.	800 90	Scilla Co.	50
Aceticum \$ 60 8	Copalba 1 15 1 28	Tinctures	Tolutan	50
Benzozoleum, German. 70 75	Cubebe 1 80 1 80	Aconitum Napellis R	Prunus virg.	50
Boracoe 17	Exochthlos 1 80 1 80	Aconitum Napellis F		
Carbolium 22 27	Erigeron 1 00 1 10	Aloes and Myrrh		
Citricum 40 42	Gaultheria 2 30 2 40	Arnica		
Hydrochlor 30 5	Geranium, ounce 75	Assafetida		
Nitrosum 30 5	Gossypii, Sem. gal. 80 60	Atrope Belladonna		
Oxalicum 12 14	Hedeoma 1 80 1 85	Aurant Cortex		
Phosphorium, dil. 15	Juniper 1 80 2 00	Benzoin		
Salicylicum 42 45	Lavendula 1 90 2 00	Benzoin Co.		
Sulphuricum 1 1/2 1 20	Limons 1 15 1 25	Barosma		
Tannicum 1 10 1 20	Mentha Piper 3 25 3 50	Cantharides		
Tartaricum 38 40	Mentha Verd. 5 00 5 50	Caplicum		
Ammonia	Morrhua, gal. 4 00 4 50	Cardamon		
Aqua, 16 deg. 40 8	Myrra 75 3 00	Castor		
Aqua, 20 deg. 80 8	Olive 10 12	Catechu		
Carbonas 13 15	Picea Liquida 10 12	Cinchona		
Chloridum 12 14	Picea Liquida, gal. 35	Cinchona Co.		
Aniline	Ricina 80 94	Columba		
Black 2 00 2 25	Rosmarin 1 00	Cubeba		
Brown 80 1 00	Rose, ounce 6 50 7 00	Cassia Acutifol.		
Red 45 50	Succin 40 45	Cassia Acutifol Co.		
Yellow 2 50 3 00	Sabina 90 1 00	Digitalis		
Baccae	Santal 2 75 2 00	Ergot		
Uubeba po. 25 22 24	Sassafras 80 85	Ferri Chloridum		
Juniperus 6 7	Sinapis, ess., ounce 85	Gentian		
Xanthoxylum 50 35	Tigill 1 50 1 80	Gentian Co.		
Balsamum	Thyme 40 50	Gulaea		
Copalba 50 55	Thyme, opt 1 80	Gulaea ammon.		
Peru 1 50	Theobromas 15 20	Hyocyanus		
Terabin, Canada 80 85	Potassium	Iodine		
Tolutan 45 50	Bi-Carb 15 18	Iodine, colorless		
Cortex	Bichromate 13 15	Kino		
Ables, Canadian 18	Bromide 40 45	Lobelia		
Cassia 12	Carb 12 15	Myrrh		
Cinchona Flava 18	Chlorate . . . po. 17 19	Nux Vomica		
Cyanide 34 38	Iodide 2 30 2 40	Opil		
Iodide 2 30 2 40	Potassa, Bistart, pure 25 30	Opil, comphorated		
Potassa, Bilart, pure 25 30	Potass Nitras, opt. 7 10	Opil, deodorized		
Potass Nitras 8 8	Potass Nitras 8 8	Quassia		
Prussiate 23 28	Sulphate po. 15 18	Rhatany		
Sulphate po. 15 18	Radix	Rhei		
Aconitum	Aconitum 25 25	Sanguinaria		
Althae 30 35	Althae 10 12	Serpentaria		
Anchusa 10 12	Arum po. 2 25	Stromonitum		
Arum po. 2 25	Calamus 20 40	Tolutan		
Calamus 20 40	Gentiana po. 15 12 15	Valerian		
Gentiana po. 15 12 15	Glycyrrhiza pv. 15 16 18	Veratrum Veride		
Glycyrrhiza pv. 15 16 18	Hydrastis Canad. 7 75	Zingiber		
Hydrastis Canad. 7 75	Hydrastis Can., po. 80	Miscellaneous		
Hydrastis Can., po. 80	Hellebore, Alba, po. 12 15	Aether, Spts. Nit. F	30 35	
Hellebore, Alba, po. 12 15	Inula, po. 18 22	Aether, Spts. Nit. F	34 38	
Inula, po. 18 22	Ipecac, po. 2 75 2 80	Alumen	24 3	
Ipecac, po. 2 75 2 80	Iris plox . . . po. 35 38	Alumen, gro'd., po. 7	3 4	
Iris plox . . . po. 35 38	Jalapa, pr. 25 30	Annatto	40 50	
Jalapa, pr. 25 30	Marant 2 25	Antimoni, po.	40 50	
Marant 2 25	Podophyllum, po. 2 25	Antimoniet Potass T	40 50	
Podophyllum, po. 2 25	Rhei 75 1 00	Antipyrin	2 25	
Rhei 75 1 00	Rhei, cut 7 7	Antifebrin	2 20	
Rhei, cut 7 7	Rhei, pv. 75 1 35	Argent Nitras, oz.	4 42	
Rhei, pv. 75 1 35	Spigella 35 38	Arsenicum	10 12	
Spigella 35 38	Sanguinaria . . . po. 15 18	Balm Gilead Buds	4 50 5 00	
Sanguinaria . . . po. 15 18	Serpentaria 85 70	Bismuth S. N.	2 20 2 30	
Serpentaria 85 70	Senega 75 55	Calcium Chlor., 1a.	2 9	
Senega 75 55	Smilax, officinals H. 2 25	Calcium Chlor., 1/4s.	2 10	
Smilax, M. 2 25	Scilla po. 35 10 12	Calcium Chlor., 1/2s.	2 12	
Scilla po. 35 10 12	Symplocarpus, Festi- 2 25	Cantharides, Rus po	80 80	
Symplocarpus, Festi- 2 25	Valeriana, Eng. po. 30 25	Capitel Fructus, af.	2 15	
Valeriana, Eng. po. 30 25	Valeriana, German. 15 20	Capitel Fructus B, po	2 15	
Valeriana, German. 15 20	Zingiber a 14 16	Caryophyllus, po. 15	12 14	
Zingiber a 14 16	Zingiber j 19 20	Carmin, No. 40	3 80	
Zingiber j 19 20	Semen	Cera Alba	50 60	
Anisum	Anisum po. 18 2 15	Coccus	40 42	
Anisum po. 18 2 15	Apium (graveleons) 13 15	Cassa Fructus	2 35	
Apium (graveleons) 13 15	Bird, is 4 6	Centraria	2 10	
Bird, is 4 6	Carul po. 15 10 11	Cetaceum	2 45	
Carul po. 15 10 11	Cardamon 70 90	Chloroform	55 60	
Cardamon 70 90	Corlandrum 80 10	Chloroform, squibbs	1 10	
Corlandrum 80 10	Cannabis Sativa 84 7 90	Chloral Hyd Crst.	1 35 1 80	
Cannabis Sativa 84 7 90	Cydonium 75 1 00	Chondrus	20 25	
Cydonium 75 1 00	Chenopodium 25 30	Cinchonidine, P. & W	38 48	
Chenopodium 25 30	Dipterix Odorate 90 1 03	Cinchonidine, Germ.	38 48	
Dipterix Odorate 90 1 03	Feniculum 10 10	Cocaine	5 00 5 25	
Feniculum 10 10	Foenugreek, po. 7 7	Cork, list, dia. pr. ct.	7 75	
Foenugreek, po. 7 7	Lini 4 6	Croosotum	2 45	
Lini 4 6	Lini, grd. bbl. 4 4 6	Creta	2 2	
Lini, grd. bbl. 4 4 6	Lobelia 1 50 1 55	Creta, prep.	2 11	
Lobelia 1 50 1 55	Phariaris Canarian. 6 7	Creta, precip.	2 5	
Phariaris Canarian. 6 7	Rapa 5 6	Creta, Rubra	2 8	
Rapa 5 6	Sinapis Alba 90 10	Crocus	38 40	
Sinapis Alba 90 10	Sinapis Nigra 11 12	Cudbear	2 24	
Sinapis Nigra 11 12	Spiritus	Cupri Sulph.	64 80	
Frument, W. D. Co.	Frument, W. D. Co. 2 00 2 50	Dextrine	70 10	
Frument, D. F. R. 2 00 2 25	Frument, D. F. R. 2 00 2 25	Ether Sulph.	78 92	
Frument, E. S. 1 50 1 80	Frument, E. S. 1 50 1 80	Emery, all numbers	2 8	
Frument, E. S. 1 50 1 80	Juniperis Co. O. T. 1 65 2 00	Emery, po.	2 8	
Juniperis Co. O. T. 1 65 2 00	Juniperis Co. O. T. 1 65 2 00	Ergota po. 90	85 90	
Juniperis Co. O. T. 1 65 2 00	Sascharum N. E. 1 90 2 10	Flake White	12 15	
Sascharum N. E. 1 90 2 10	Spt. Vinl Gall. 1 75 6 50	Galla	2 23	
Spt. Vinl Gall. 1 75 6 50	Vinl Oporto 1 25 2 00	Gambler	80 9	
Vinl Oporto 1 25 2 00	Vinl Alba 1 25 2 00	Gelatin, Cooper	2 80	
Vinl Alba 1 25 2 00	Sponges	Gelatin, French	30 60	
Florida sheeps' wool	Florida sheeps' wool 2 50 2 75	Glassware, flint, box	75 8	
Florida sheeps' wool 2 50 2 75	Nassau sheeps' wool 2 50 2 75	Less than box	75 8	
Nassau sheeps' wool 2 50 2 75	Velvet extra sheeps' 2 1 50	Glue, brown	11 13	
Velvet extra sheeps' 2 1 50	Extra yellow sheeps' 2 1 25	Glue, white	15 25	
Extra yellow sheeps' 2 1 25	Grass sheeps' wool 2 1 00	Glycerina	17 4 25	
Grass sheeps' wool 2 1 00	Hard, for slate use 2 75	Grana Paradisi	2 25	
Hard, for slate use 2 75	Yellow Reef, for 2 1 40	Humulus	25 55	
Yellow Reef, for 2 1 40	Syrups	Hydrarg Chlor Mite	2 1 00	
Acacia	Acacia 50 50	Hydrarg Chlor Cor.	2 90	
Acacia 50 50	Aurant Cortex 2 10 2 20	Hydrarg Ox Rub'm	2 1 10	
Aurant Cortex 2 10 2 20	Zingiber 2 85 3 25	Hydrarg Ammoniat	1 20	
Zingiber 2 85 3 25	Ipecac 80 85	Hydrarg Unguentum	50 60	
Ipecac 80 85	Ferri Iod 2 50	Hydrargyrum	2 85	
Ferri Iod 2 50	Rhei Arom 2 80	Ichthyobolla, Am	65 70	
Rhei Arom 2 80	Chenopadii 2 2 90	Indigo	75 1 00	
Chenopadii 2 2 90	Cinnamoni 1 00 1 10	Iodine, Resubi	3 40 3 80	
Cinnamoni 1 00 1 10	Citronella 3 48	Iodoform	3 80 3 85	
Citronella 3 48		Lupulin	2 50	
		Lycopodium	65 70	
		Macis	65 75	
		Liquor Arsen et Hy-		
		drarg Iod.	2 25	
		Liquor Potass Arsinl	10 12	
		Magnesia, Sulph	2 8	
		Magnesia, Sulph, bbl	1 1/2	
		Mannia, S. F.	75 80	

Menthol 7 00 7 25	Seldlitz Mixture 20 22	Linseed, pure raw 37 40
Morphia, S. P. & W. 2 35 2 60	Sinapis 2 18	Linseed, boiled 38 41
Morphia, S. N. Y. Q. 2 35 2 60	Sinapis, opt 2 30	Neatfoot, winter str 85 70
Morphia, Mal. 2 35 2 60	Snuif, Maocoboy, De 2 41	Spirits Turpentine 57 62
Moschus Canton 2 40	Voes 2 41	Paints
Myristica, No. 1 38 40	Soda, Boras, po 90 11	Red Venetian 1 1/2 2 28
Nux Vomica . . . po. 15 2 10	Soda et Potass Tart 28 30	Ochre, yellow Mars 1 1/2 2 24
Os Sepia 35 37	Soda, Carb 1 1/2 2	Ochre, yellow Ber 1 1/2 2 23
Pepsin Saso, H. & F. 2 1 00	Soda, Bi-Carb 3 2 5	Puty, commercial 2 1/2 2 1/2
P Co. 2 1 00	Soda, Ash 3 1/2 4	Puty, strictly pure 2 1/2 2 1/2
Piats Liq. N.N. 1/4 gal. 2 2 00	Soda, Sulphas 2 2	Vermilion, Prime 18 15
Piats Liq., quarts 2 1 00	Spts. Cologne 2 85	American 18 15
Piper Alba po. 22 2 30	Spts. Ether Co 50 55	Vermilion, English 70 75
Piper Alba po. 38 2 30	Spts. Vinl Rect. bbl 2 2 00	Green, Paris 14 18
Piurbi Arg 10 12	Spts. Vinl Rect. 1/2 bbl 2 2	Green, Peninsular 13 16
Pulvis Ipecac et Opil 1 30 1 50	Spts. Vinl Rect. 10 gal 2 2	Lead, red 8 1/2 7
Pyrethrum, boxes H. 50 50	Strychnia, Crystall 90 1 15	Lead, white 8 1/2 7
& P. D. Co., doz 2 75	Sulphur, Subl 2 1/2 4	Whiting, white Span 2 90
Pyrethrum, pv 25 30	Sulphur, Roll 2 1/2 3 1/2	Whiting, gilders 2 95
Quassia 80 10	Tamarinds 2 10	White, Paris, Amer 2 1 25
Quinia, S. P. & W. 2 2 30	Terebenth Venice 28 30	Whiting, Paris, Eng 2 1 48
Quinia, S. German 2 2 30	Theobromas 4 2 50	cliff 2 1 48
Quinia, N. Y. 2 2 30	Vanilla 9 00 18 00	Universal Prepared 1 10 1 25
Rubia Tinctorum 12 14	Zinci Sulph 7 8	Varnishes
Saccharum Lactis pv 20 22	Oils	No. 1 Turp Coach 1 10 1 20
Salacin 4 50 4 75	Whale, winter BBL. GAL. 70 70	Extra Turp 1 80 1 70
Sanguis Draconis 40 50	Sapo, W 12 14	Coach Body 2 75 3 00
Sapo, W 10 12	Sapo M 10 12	No. 1 Turp Furn 1 00 1 10
Sapo M 10 12	Sapo G 2 15	Extra Turk Damar 1 50 1 60
Sapo G 2 15		Jap. Dryer, No. 1 Turp 70 70

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		DECLINED	
Rolled Oats		Pork	
Some Tobaccos		Evaporated Raspberries	
Gum Drops		Scotch Peas	

Index to Markets

By Columns

A	Col.	Axle Grease	1
B		ath Brick	1
		Brooms	1
		Brushes	1
		Butter Color	1
C		Candles	11
		Canned Goods	1
		Catsup	2
		Carbon Oils	2
		Cheese	2
		Chewing Gum	2
		Chicory	2
		Chocolate	2
		Clothes Lines	2
		Cocoa	3
		Cocoa Nut	3
		Cocoa Shells	3
		Coffee	3
		Crackers	3
D		Dried Fruits	4
F		Farinaceous Goods	4
		Fish and Oysters	4
		Fishing Tackle	4
		Fly Paper	4
		Fresh Meats	4
		Fruits	11
G		Gelatine	5
		Grain Bags	5
		Grains and Flour	5
H		Herbs	5
		Hides and Pelts	10
I		Indigo	5
J		Jelly	5
L		Licorice	5
		Lye	5
M		Meat Extracts	5
		Metal Polish	5
		Molasses	5
		Mustard	5
N		Nuts	11
O		Olives	8
P		Pickles	8
		Pipes	8
		Playing Cards	8
		Potash	8
		Provisions	8
R		Rice	8
S		Salad Dressing	7
		Saleratus	7
		Sal Soda	7
		Salt	7
		Salt Fish	7
		Seeds	7
		Shoe Blacking	7
		Snuff	7
		Soap	7
		Soda	7
		Souad, 2 lb.	7
		Souad, 1 lb.	7
		Spices	7
		Starch	7
		Sugar	7
		Syrups	7
T		Tea	8
		Tobacco	8
		Twine	8
V		Vinegar	9
W		Washing Powder	9
		Wickling	9
		Woodenware	9
		Wrapping Paper	10
Y		Yeast Cake	10

1	2
AXLE GREASE	Pineapple
Aurora, doz. gross 8 00	Grated 1 25 @ 2 75
Castor Oil, doz. gross 7 00	Sliced 1 35 @ 2 55
Diamond, doz. gross 4 25	Fair, Pumpkin 75
Fraser's, doz. gross 9 00	Good 90
IXL Golden, tin boxes 75 9 00	Fancy 1 10
	Gallon 2 50
BATH BRICK	Raspberries
American, doz. gross 75	Standard 1 15
English, doz. gross 85	Russian Caviar
BROOMS	1/2 lb. cans 3 75
No. 1 Carpet, doz. gross 2 50	3/4 lb. cans 7 00
No. 2 Carpet, doz. gross 2 25	1 lb. cans 12 00
No. 3 Carpet, doz. gross 2 15	Salmon
No. 4 Carpet, doz. gross 1 75	Columbia River, talls @ 1 85
Parlor Gem, doz. gross 2 40	Columbia River, flats @ 1 80
Common Whisk, doz. gross 85	Red Alaska @ 1 30
Fancy Whisk, doz. gross 1 20	Pink Alaska @ 90
Warehouse, doz. gross 2 90	Sardines
BRUSHES	Domestic, 1/2 doz. 3 1/2
Scrub 75	Domestic, 1/2 doz. 5
Solid Back, 8 in. 75	Domestic, Mustard 6 @ 3/4
Solid Back, 11 in. 85	California, 1/2 doz. 11 @ 1/4
Pointed Ends 85	California, 1/2 doz. 17 @ 2/4
Stove	French, 1/2 doz. 7 @ 1/4
No. 3 75	French, 1/2 doz. 18 @ 2/8
No. 2 1 10	Shrimps
No. 1 1 75	Standard 1 20 @ 1 40
Shoe	Succotash
No. 8 1 00	Fair 1 40
No. 7 1 30	Good 1 50
No. 4 1 70	Strawberries
No. 2 1 90	Standard 1 10
No. 1 1 90	Fancy 1 40
BUTTER COLOR	Tomatoes
W. R. & Co.'s, 15c size 1 25	Fair 95 @ 1 00
W. R. & Co.'s, 25c size 2 00	Good 1 15
CANDLES	Fancy 1 25
Electric Light, 8 1/2 12	Gallons 8 25
Electric Light, 16 1/2 12 1/2	CARBON OILS
Paraffin, 6s 9 1/2	Perfection 11 1/4
Paraffin, 12s 10	Water White @ 11
Wickling 17	D. S. Gasoline @ 15
CANNED GOODS	Deodorized Naphtha @ 14 1/4
Apples	Cylinder @ 34
3 lb. Standards 80	Engines @ 22
Gallons, standards 2 00 @ 2 25	Black, winter 9 @ 10 1/2
Blackberries	CATSUP
Standard 85	Columbia, 25 pints 4 50
Baked 80 @ 1 80	Columbia, 25 1/2 pints 2 60
Red Kidney 80 @ 90	Snider's quarts 3 25
String 70	Snider's pints 2 25
Wax 75 @ 80	Snider's 1/2 pints 1 30
Blueberries	CHEESE
Standard 1 20	Aome @ 11
Brook Trout	Amboy @ 11
2 lb. cans, Spiced 1 90	Carson City @ 11 1/4
Clams	Elsie @ 12
Little Neck, 1 lb. 1 00 @ 1 25	Emblem @ 11 1/4
Little Neck, 2 lb. 1 50	Gem @ 11 1/2
Clam Bouillon	Gold Medal @ 11
Burnham's, 1/2 pint 1 92	Ideal @ 11
Burnham's, pints 3 60	Jersey 11 @ 11 1/4
Burnham's, quarts 7 20	Edam @ 11 00
Cherries	Lelden @ 17
Red Standards 1 30 @ 1 50	Limburger 9 @ 9 1/2
White 1 50	Pineapple 50 @ 75
Corn	Sap Sago @ 20
Fair 1 15	CHEWING GUM
Good 1 25	American Flag Spruce 55
Fancy 1 50	Beeman's Pepsin 80
French Peas	Black Jack 55
Sur Extra Fine 22	Largest Gum Made 60
Extra Fine 19	Sen Sen 55
Fine 15	Sen Sen Breath Perfume 1 00
Moyen 11	Sugar Loaf 55
Gooseberries	Yucatan 55
Standard 90	CHICORY
Hominy	Bud 7
Standard 85	Red 4
Lobster	Eagle 7
Star, 1/2 lb. 2 00	Frank's 6
Star, 1 lb. 3 75	Schenker's 6
Star, 2 lb. 2 40	CHOCOLATE
Picnic Tails 2 40	Walker Baker & Co.'s 23
Mackerel	Premium 31
Mustard, 1 lb. 1 80	Vanilla 35
Mustard, 2 lb. 2 80	Caracas 35
Souad, 1 lb. 1 80	Eagle 28
Souad, 2 lb. 2 80	CLOTHES LINES
Tomato, 1 lb. 1 80	Sisal 1 00
Tomato, 2 lb. 2 80	72 ft, 3 thread, extra 1 40
Mushrooms	90 ft, 3 thread, extra 1 70
Hotels 18 @ 20	60 ft, 6 thread, extra 1 29
Buttons 2 @ 25	75 ft, 6 thread, extra 1 55
Oysters	80 ft. 75
Cove, 1 lb. 85 @ 90	72 ft. 70
Cove, 2 lb. 1 25	90 ft. 1 05
Cove, 1 lb Oval 1 00	120 ft. 1 50
Peaches	Cotton Victor
Ple 90 @ 1 00	50 ft. 1 00
Yellow 1 35 @ 1 50	60 ft. 1 15
Pears	70 ft. 1 30
Standard 1 00	
Fancy 1 25	
Peas	
Marrowfat 90 @ 1 00	
Early June 90 @ 1 00	
Early June Sifted 1 65	
Plums	
Hotels 18 @ 20	
Buttons 2 @ 25	

3	4
Cotton Windsor	Oatmeal Crackers
50 ft. 1 20	Oatmeal Wafers 12
60 ft. 1 40	Orange Crisp 9
70 ft. 1 65	Orange Gem 8
80 ft. 1 85	Penny Cake 8
Cotton Braided	Pilot Bread, XXX 7 1/4
40 ft. 85	Pretzettes, hand made 8
50 ft. 95	Pretzels, hand made 8
60 ft. 1 10	Scotch Cookies 10
Galvanized Wire	Sears' Lunch 7 1/2
No. 20, each 100 ft long 1 90	Sugar Cake 8
No. 18, each 100 ft long 2 10	Sugar Biscuit Square 8
COCOA	Sugar Squares 8
Baker's 38	Sultanas 13
Cleveland 41	Tutti Frutti 16
Colonial, 1/2 35	Vanilla Wafers 18
Colonial, 1/4 33	Vienna Crimp 8
Epps 42	DRIED FRUITS
Huyler 45	Apples
Van Houten, 1/2 20	Sundried 6 5
Van Houten, 1/4 20	Evaporated, 50 lb. boxes 7 1/2 @ 7
Van Houten, 1/8 40	California Prunes
Van Houten, 1s 72	100-120 25 lb. boxes 2
Webb 31	90-100 25 lb. boxes 2 1/4
Wilbur, 1/2 41	80-90 25 lb. boxes 2 1/4
Wilbur, 1/4 42	70-80 25 lb. boxes 2 1/4
COCOANUT	60-70 25 lb. boxes 2 1/4
Dunham's 1/2 26	50-60 25 lb. boxes 2 1/4
Dunham's 1/4 and 1/8 28 1/2	40-50 25 lb. boxes 2 1/4
Dunham's 1/8 27	30-40 25 lb. boxes 2 1/4
Dunham's 1/4 28	1/2 cent less in 50 lb. cases
Bulk 18	COCOA SHELLS
COCOA SHELLS	20 lb. bags 2 1/2
Less quantity 3	Pound packages 4
COFFEE	Rio
Common 8	Fair 9
Choice 10	Choice 10
Fancy 15	Fancy 15
Santos	Common 8
Fair 9	Fair 9
Choice 10	Choice 10
Fancy 15	Fancy 15
Peaberry	Peaberry 11
Maracalbo	Fair 13
Choice 13	Choice 13
Mexican	Choice 13
Choice 13	Fancy 17
Guatemala	Choice 13
Choice 13	Java
African	African 12
Fancy African 17	Fancy African 17
O. G. 25	O. G. 25
F. G. 31	F. G. 31
Arabian	Arabian 21
Package	Package 21
New York Basis 10	Arbuckle 10
Dilworth 10	Dilworth 10
Jersey 10	Jersey 10
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Extract
Holland, 1/2 gross boxes 90	Felix 1/2 gross 1 15
Felix 1/2 gross 1 15	Hummel's full 1/2 gross 85
Hummel's full 1/2 gross 85	Hummel's tin 1/2 gross 1 43
CRACKERS	National Biscuit Co.'s brands
Better	Seymour 6 1/2
New York 6 1/2	New York 6 1/2
Family 6 1/2	Family 6 1/2
Salted 6 1/2	Salted 6 1/2
Wolverine 7	Soda
N. B. C.	N. B. C. 6 1/4
Reception Flakes 13	Duchess 13
Duchess 13	Zephyrette 13
Oyster	Round 6 1/4
Square 6 1/4	Square 6 1/4
Faust 7 1/4	Faust 7 1/4
Extra Farina 7 1/4	Extra Farina 7 1/4
Argo 7	Sweet Goods-Boxes
Animals	Animals 10
Assorted Cake 10	Belle Rose 8
Belle Rose 8	Bent's Water 16
Bent's Water 16	Cinnamon Bar 9
Cinnamon Bar 9	Coffee Cake, Iced 10
Coffee Cake, Iced 10	Coffee Cake, Java 10
Coffee Cake, Java 10	Cocoa Nut Macaroons 18
Cocoa Nut Macaroons 18	Cocoa Bar 10
Cocoa Bar 10	Cocoa Nut Taffy 12
Cocoa Nut Taffy 12	Cracknels 18
Cracknels 18	Creams, Iced 8
Creams, Iced 8	Cream Crisp 10 1/2
Cream Crisp 10 1/2	Cubans 11 1/4
Cubans 11 1/4	Curran Fruit 10
Curran Fruit 10	Frosted Honey 12
Frosted Honey 12	Frosted Cream 8
Frosted Cream 8	Gingers 8
Gingers 8	Ginger Gems, large or small 8
Ginger Gems, large or small 8	Ginger Snaps, N. B. C. 8 1/2
Ginger Snaps, N. B. C. 8 1/2	Graham Crackers 10 1/2
Graham Crackers 10 1/2	Graham Wafers 12
Graham Wafers 12	Grand Rapids Tea 12
Grand Rapids Tea 12	Honey Fingers 12
Honey Fingers 12	Ioed Honey Crumpets 10
Ioed Honey Crumpets 10	Imperial 8
Imperial 8	Jumbles, Honey 12
Jumbles, Honey 12	Lady Fingers 12
Lady Fingers 12	Lemon Snaps 12
Lemon Snaps 12	Lemon Wafers 12
Lemon Wafers 12	Marshmallow 16
Marshmallow 16	Marshmallow Creams 16
Marshmallow Creams 16	Marshmallow Walnuts 16
Marshmallow Walnuts 16	Mary Ann 8
Mary Ann 8	Mixed Plonon 11 1/4
Mixed Plonon 11 1/4	Milk Biscuit 7 1/4
Milk Biscuit 7 1/4	Molasses Cake 8
Molasses Cake 8	Molasses Bar 8
Molasses Bar 8	Moss Jelly Bar 12 1/4
Moss Jelly Bar 12 1/4	Newton 12


5
Pork
Dressed 6 1/2 @ 7
Loin 11 1/2 @ 2
Boston Butt 3 8 1/4
Shoulders 2 9
Leaf Lard 2 7 1/4
Mutton
Caracas 8 @ 7
Lamb 7 1/4 @ 9 1/4
Veal
Caracas 6 1/4 @ 7 1/4
GELATINE
Knox's Sparkling 1 20
Knox's Sparkling, pr gross 14 00
Knox's Acidulated 1 20
Knox's Acidulat'd, 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 1/4
Amoskeag, less than bale 16 1/4
GRAINS AND FLOUR
Wheat
Wheat 77
Winter Wheat Flour
Local Brands
Patents 4 35
Second Patent 3 85
Straight 3 65
Second Straight 3 15
Clear 3 50
Graham 3 50
Buckwheat 3 00
Rye 3 00
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Worden Grocer Co.'s Brand
Quaker 1/2 4 00
Quaker 1/4 4 00
Quaker 1/8 4 00
Quaker 1/16 4 00
Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2 5 10
Pillsbury's Best 1/4 5 00
Pillsbury's Best 1/8 4 90
Pillsbury's Best 1/16 paper 4 90
Lemon & Wheeler Co.'s Brand
Windgold 1/2 5 00
Windgold 1/4 4 90
Windgold 1/8 4 80
Judson Grocer Co.'s Brand
Ceresota 1/2 5 25
Ceresota 1/4 5 00
Ceresota 1/8 5 00
Worden Grocer Co.'s Brand
Laurel 1/2 5 20
Laurel 1/4 5 10
Laurel 1/8 5 00
Laurel 1/16 and 1/32 paper 5 00
Meal

SPECIAL PRICE CURRENT

AXLE GREASE

 Mica, tin boxes.....75 9 00
 Paragon.....56 6 00

BAKING POWDER
JAXON
 1/4 lb. cans, 4 doz. case..... 45
 1/2 lb. cans, 4 doz. case..... 85
 1 lb. cans, 2 doz. case..... 1 60

Royal

 10c size..... 90
 1/4 lb. cans 1 35
 6 oz. cans 1 90
 1/2 lb. cans 2 50
 3/4 lb. cans 3 75
 1 lb. cans 4 80
 3 lb. cans 13 00
 5 lb. cans 21 50

BLUING
 Arctic, 4 oz. ovals, per gross 4 00
 Arctic, 8 oz. ovals, per gross 6 00
 Arctic 16 oz. round per gross 9 00

BREAKFAST FOOD
Nutro-Crisp
 The Ready Cooked Granular Wheat Food
 A Delightful Cereal Surprise
 Cases, 24 1 lb. packages..... 2 70

Oxford Flakes.
 No. 1 A, per case..... 3 60
 No. 2 B, per case..... 3 00
 No. 3 C, per case..... 3 60
 No. 1 D, per case..... 3 60
 No. 2 D, per case..... 3 60
 No. 3 D, per case..... 3 60
 No. 1 E, per case..... 3 60
 No. 2 E, per case..... 3 60
 No. 1 F, per case..... 3 60
 No. 3 F, per case..... 3 60

Plymouth Wheat Flakes
 Case of 36 cartons..... 4 00
 each carton contains 1 1/4 lb

TRYABITA
 Peptonized Celery Food, 3 doz. in case..... 4 05
 Hulled Corn, per doz..... 95

Grits
 Walsh-DeRoos Co.'s Brand.

CHEWING GUM
Gelery Nerve
 1 box, 20 packages..... 50
 5 boxes to carton..... 2 50

CIGARS
 G. J. Johnson Cigar Co.'s Brand.

 Less than 500..... 33 00
 500 or more..... 32 00
 1000 or more..... 31 00

COFFEE
 Roasted
 Dwinell-Wright Co.'s Brands.


 White House, 1 lb. cans.....
 White House, 2 lb. cans.....
 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 Jackson; B. Desenberg & Co., Kalamazoo; Symons Bros. & Co., Saginaw; Melsel & Goeschel, Bay City; Fleibach Co., Toledo.

CONDENSED MILK
 4 doz in case.


Gall Borden Eagle..... 6 40
 Crown..... 5 90
 Daisy..... 4 70
 Champion..... 4 25
 Magnolia..... 4 00
 Challenge..... 4 40
 Dime..... 3 85
 Peerless Evaporated Cream..... 4 00


CRACKERS
 E. J. Kruec & Co.'s baked goods
 Standard Crackers.
 Blue Ribbon Squares.
 Write for complete price list with interesting discounts.
 Perfection Biscuit Co.'s brands


 Perfection Wafers, in bbl. 06
 Florodora Cookies, c'se. 2 00
 Subject to liberal discount. Case contains 50 packages. Complete line of high grade crackers and sweet goods Perfection Biscuit Co., Ft. Wayne, Ind.

Freight allowance made on all shipments of 100 lbs or more where rate does not exceed 40c per hundred.

FLAVORING EXTRACTS
FOOTE & JENKS' JAXON
 Highest Grade Extracts.
 Vanilla 1 oz full m. 1 20 1 oz full m. 80
 2 oz full m. 2 10 2 oz full m. 1 25
 No. 3 fan'y. 3 15 No. 3 fan'y. 1 75

COLEMAN'S
 HIGH CLASS
FOOTE & JENKS' CLASS EXTRACTS
 Vanilla 2 oz panel. 1 20 2 oz panel. 75
 3 oz taper. 2 00 4 oz taper. 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 1/2

IMPORTED
O.S. AND REGISTERED JAPAN RICE


Best grade Imported Japan, 3 pound pockets, 33 to the bale.
 Cost of packing in cotton pockets only 1/4c more than bulk.

SOAP
 Beaver Soap Co. brands


100 cakes, large size..... 6 50
 50 cakes, large size..... 3 25
 100 cakes, small size..... 3 85
 50 cakes, small size..... 1 95

JAXON
 Single box..... 3 10
 5 box lots, delivered..... 3 05
 10 box lots, delivered..... 3 00

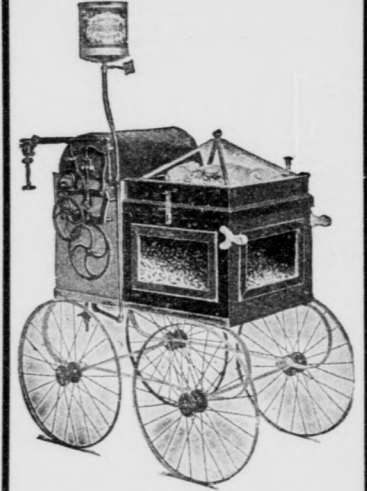
Place Your Business on a Cash Basis by using Coupon Books. We will send you samples if you ask us. They are free. Tradesman Company Grand Rapids

We Are the Largest Mail Order House in the World--- WHY ?

Because we were the pioneers and originators of the wholesale mail order system.
 Because we have done away with the expensive plan of employing traveling salesmen and are therefore able to undersell any other wholesale house in the country.
 Because we issue the most complete and best illustrated wholesale catalogue in the world.
 Because we have demonstrated beyond a shadow of a doubt that merchants can order more intelligently and satisfactorily from a catalogue than they can from a salesman who is constantly endeavoring to pad his orders and work off his firm's dead stock.
 Because we ask but one price from all our customers, no matter how large or how small they may be.
 Because we supply our trade promptly on the first of every month with a new and complete price list of the largest line of merchandise in the world.
 Because all our goods are exactly as represented in our catalogue.
 Because "Our Drummer" is always "the drummer on the spot." He is never a bore, for he is not talkative. His advice is sound and conservative. His personality is interesting and his promises are always kept.
 Ask for catalogue J.

BUTLER BROTHERS
 WHOLESALE OF EVERYTHING - BY CATALOGUE ONLY
 Randolph Bridge, Chicago

Little Gem Peanut Roaster



A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.
 Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$8.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 lb. sample and recipe free), Flavoring Extracts, power and hand Ice Cream Freezers, Ice Cream Cabinets, Ice Breakers, Porcelain, Iron and Steel Cans, Tubs, Ice Cream Dishes, Ice Shavers, Milk Shakers, etc., etc.

Kingery Manufacturing Co.,
 131 E. Pearl Street,
 Cincinnati, Ohio

Here Is a Pointer



Investigate our **COUPON BOOK SYSTEM** and find out how easy it will be for you to change your business from a credit to a cash basis. This system prevents forgotten charges, poor accounts, loss of time and does away with the detail and expense of book-keeping.
 We manufacture four kinds of coupon books and sell them all on the same basis. We will send you samples and tell you all about the system if you are interested enough to ask us on a postal card.

TRADESMAN COMPANY, Grand Rapids

GREAT GRAFT.

Restaurants Which Appeal to the Credulity of Dyspeptics.

Anybody who doubts the hold that the health foods have on people ought to have a little experience that I had one day last week.

I tell you the world is full of dyspeptics, and every one of them thinks some health food is the greatest thing that ever happened.

Several times when in Philadelphia I have passed an eating joint which bore the name of "Physical Culture" cafe. It is on a small side street and seemed an unpretentious place. I should not have been struck by it at all if it had not been for the people I saw going in there at all hours.

Finally one day my curiosity went on strike and I went in myself.

Really, I don't know what my stomach ever did to me that I should have played a trick like that on it. I should not have done it—it was too bad.

There was nothing stylish about the place—it was just an ordinary cheap eating room. The tables were well filled, and they had real lady waiters in black dresses, an appropriate costume for the mourning I did for the good dinner I did not get.

One of the waiters brought me a card and I studied it. There was nothing on it except health foods—no meat at all. There were two soups—bran soup and vegetose soup, if I remember.

One of the professional dyspeptics near me was eating soup. I did not order any, for I had water in my glass.

Another of the pieces de resistance was vegetable hamburger steak. That is what I ordered. That and a cup of "health coffee." The brand of the coffee was not given, but by the way it tasted I will bet a cent it was Postum.

All the time I was ordering, my stomach was kicking to beat the band. Really, I was afraid somebody would hear the poor thing. After I had gotten as far as the mock steak and the imitation coffee I decided that I would go farther and simply give my stomach something that would make it meek and humble for all the rest of its life.

So I ordered a shredded whole wheat biscuit, and then braced myself hard.

While I waited for my sumptuous repast to be brought in, I leaned back in my chair and rubbered around.

There were probably thirty men in the room and I am not exaggerating to the slightest degree when I say that I did not see a single good, ruddy, healthy one among them.

I was the only good-looking specimen of humanity in the lot.

Next to me two men were sitting. Both were thin. One had a red nose and the other was pasty-white, with deep, nervous lines graven beside his upper lip. They were talking.

"I am getting so I can eat quite a lot of things," the pasty-faced one said to the other. "I believe this place is doing me good."

"What do you eat for breakfast?" asked the other one.

"Force and milk," said the first one, proudly. "I like Force better than 'Rubberello.' I have tried a lot of them, and somehow Force seems to fill me up better than the rest."

"My case is different," said the other fellow. "The doctor does not seem to know what ails me. I am a good feeder—I like steaks and mince pies and I had rather die than do without them."

The first man shuddered and closed his eyes when the other man said "steaks."

"Now for dinner," said the man with a pasty skin, "I am trying something that my wife saw advertised the other day. It is made of chopped fruit and barley or something like that. I did not like it at first, but I soon got used to it. It fills you up real quick, too."

Think of that, you laddy bucks who put away your rare beefsteaks and fried potatoes. Think of sitting down to a banquet of chopped fruit and barley! Why wouldn't this poor dyspeptic's description do for a catch line for this—"the food that fills you up quick?"

Just then my meditations were broken in upon by the arrival of my own meal. (I say "meal" out of politeness; it was really a punishment.)

"Don't you sell meat here?" I asked the real lady waitress.

"Oh, no, indeed," she said primly, "we think meat is bad for the system, bringing many diseases and complaints not usually attributed to it." Exactly in the manner of a parrot reciting a lesson.

"What do you eat instead of meat?" I asked.

"Well, we have vegetable meats," she answered; "they are made by our own chef. He invented them. Why, he was the most awful dyspeptic you ever heard of and he could not get any relief from the doctors, so he got up some foods for himself, and they cured him so that now he can eat anything."

"But does he eat 'anything?'" I asked.

"Oh, yes," she said; "he eats meat or anything he wants."

"But where?" I persisted.

"Oh, I believe he goes out for his meals," she said.

"And his foods cured so many people," she continued, "that he started this restaurant, and we have all the dyspeptic trade of the neighborhood."

"What was your chef's business before this?" I asked.

"He had a sawmill," she answered, which removed all doubt concerning the character of my vegetable hamburger steak, to which I then turned, amid more violent protests from my unfortunate stomach.

As nearly as I could diagnose the steak, it was a choice blend of genuine white pine sawdust, probably imported from the chef's sawmill, and white potatoes. I drowned it in tomato ketchup, and in that way managed to get a little down. After it was swallowed I heard my stomach telling it what it thought of it, and I have my suspicions that they came

to blows. I am unable to say definitely who licked, but I think it was the steak.

Some more fragments of conversation from the next table floated over.

"Well," said the red-nosed man, "I have tried every health food I have seen advertised. They are about alike—I don't see much difference. They will all fill you up, but they leave you hungry—leave you wanting something. I only eat them anyhow when my stomach goes back on me from eating real food."

Just then a sad-faced friend of the pasty-faced gentleman came by and stopped to chat.

"What are you eating to-day, Jim?" said he of the pasty countenance.

"I had stewed prunes and piney-woodo (that is what it sounded like) to-day," he said, "and a glass of sterilized milk. Went good, too," he added.

This third man had one of the finest tummies, on the outside, I ever saw. Maybe it was turned inside out.

I washed down some shredded biscuit with a glass of real water and asked for my bill. As I went out I marked a double cross on the door, so no other gentleman with a good stomach will go there by mistake.

Until people cease to be hypochondriacal, such places as this, where neither loathsome meat nor deadly pie can ever come, will draw trade like a magnet. It is a great graft, boys—appealing to this belief, that we all cherish more or less, that we have something the matter with us.—Stroller in Grocery World.

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 M'fg. & Carpet Co. Ltd.
Petoskey, Mich.

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



Send for Illustrated Catalogue

CHAS. A. COYE, Grand Rapids, Michigan
11 and 9 Pearl Street



"The Perfect Wheat Food"

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

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

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



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

WANTED—TO HEAR FROM SOME TOWN where capital can be raised to establish a permanent industry, for the product of which there will be a constantly increasing demand. August Cramer, Coopersville, Mich. 653

DRUG STOCK FOR SALE—NEW STOCK— Involves \$1,100; 75¢ on the dollar. Only drug store in town of 400 population. Must go south this fall. Address R. G. F., care Michigan Tradesman. 652

FOR SALE—GENERAL STOCK, INVEN- torying about \$4,000, consisting of dry goods, groceries and shoes, in a hustling town near Grand Rapids. Splendid opportunity for a legitimate business. Speculators not wanted. Address X. Y. Z., care Michigan Tradesman. 651

BAKERY, CONFECTIONERY, ICE CREAM business in sunny state of Colorado. Established on good paying basis, with high reputation financially and promptness and quality of goods. Ill health, must change altitude immediately. Books open to parties meaning business. \$2,500 invoice. Hoffman Bros., Florence, Colo. 630

TO RENT—A SINGLE OR DOUBLE store room 80 feet long; a very fine location; building is solid brick. Baughman & Yunker, Gobleville, Mich. 632

FOR SALE—A FIRST-CLASS STOCK OF clothing, furnishings, hats, caps and shoes in Bussey, Ia. A thriving town of one thousand inhabitants. Must be sold for cash at once. One of the best farming countries to be found. For further information address Eli Kaufman, Knoxville, Iowa. 631

DRUG STOCK FOR SALE; OTHER BUSINESS is reason for selling. Charles Maynard, Britton, Mich. 647

FOR SALE—BAKERY, CONFECTIONERY, soda water and ice cream business, in good manufacturing town of 4,000. Centrally located between three other towns with a total population of about 15,000. Everything new and up-to-date, doing good business. Would prefer to sell business and real estate together; but if not convenient to buyer, will sell business and fixtures separate. My reason for selling is I have a patent continuous ice cream freezer of my own invention, which I want to manufacture and put on the market. The business will stand the most rigid examination. For further information, address H. J. Gerner, Vandergrift, Pa. 638

SHINGLE MILL FOR SALE. RARE chance. On Manly Schoenly Co., in running order, with dry run and complete camp and logging outfit, with shingle timber. Owner will buy out of mill. Robert King, Lapeer, Mich. 636

FOR SALE—BUTHER BUSINESS IN good town 1,400 inhabitants; two miles from three mining camps employing 700 miners. Will sell cheap; sales, \$25 to \$35 daily; rent cheap. Reason for selling, sickness. For particulars address J. M. Knox, Box 23, Viola, Ill. 635

FOR RENT—TWO FINE UPPER FLOORS, well lighted and accessible by two elevators, above a dry goods store of thirty years standing with a fine established trade. Proprietor in business alone and cannot attend to two departments. Rent very low. The established trade of dry goods store would be of great advantage to a ready-to-wear department. An excellent opportunity. Apply to Sol Frankland, Nashville, Tenn. 634

FOR SALE—GROCERY DOING \$18,000 business. Small stock; excellent place for mixed store. L. W. Barr, Kenton, Ohio. 633

FOR SALE OR EXCHANGE—PORTABLE sawmill, nearly new; thirty horse power boiler and engine, mounted on wheels. Will take lumber of any kind. J. A. Hawley, Leslie, Mich. 646

FOR SALE—OLD ESTABLISHED FURNI- ture business. Stock invoices about \$3,000; good, clean stock; population between 5,000 and 6,000; only two stores in town; will sell at discount, as owner must go away to settle up his father's estate. Address No. 615, care Michigan Tradesman. 615

FOR SALE—STOCK GENERAL MERCHAN- dise involving \$12,000; best agricultural town in Northern Michigan; terms easy; will trade for good real estate in part payment. Address Lower Peninsula, care Michigan Tradesman. 643

FOR SALE—DRUG STORE IN THRIVING West Michigan town of 1,500; doing good business; invoices about \$4,000; owned by physician; reason for selling, practice requires his whole attention; rare opportunity for the right party. Address No. 641, care Michigan Tradesman. 641

FOR SALE—WHITE OAK STUMPAGE. We own and want to sell oak (principally white oak) on 5,000 acres on Tom Bigbee 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

WANTED—HARDWARE STOCK WORTH about \$2,000 or location for new stock in thriving town or city, Northern Michigan preferred. Address P. O. Box 72, Mariette, Mich. 622

FOR RENT—A SPLENDID OPENING FOR a first-class dry goods or shoe store; corner building, two-story brick, 28x90 feet, plate glass front; oldest and best business corner in the city; population 5,000; paved streets, electric lights; Carnegie library; rent reasonable. Address Geo. W. Herdman, Jerseyville, Ill. 650

FINE RESIDENCE, THREE LOTS, ALL kinds of fruit, new store building, general stock of merchandise for sale. Will consider some real estate in exchange. Lock Box 280, Cedar Springs, Mich. 648

FOR SALE—VICTOR TALKING MACHINE and 35 records. Cost \$60 this year. \$35. J. H. Davis, Ewart, Mich. 639

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—\$3,000 STOCK OF CLOTHING, shoes and furnishings. New stock, only started two years in town of 1,200; no other gent's furnishing store in town. A good opening for a hustler. No trades. Address M. W. Wileman, Vermont, Ill. 649

FOR SALE—STOCK OF GENERAL MER- chandise in Grandville, Mich. Involves \$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 Visscher'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

NOTICE TO ALL MERCHANTS. IF YOU want to boom 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., Galesburg, 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. 619

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 305, Clyde, Ohio. 605

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 BAR- gain—Four 6 foot and one 8 foot square front show cases 17 inches high; 112 oak front drug drawers and cases with pulls and labels; one 8 foot painted prescription case with glass doors in front; 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 1,600; 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, gent's 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. 620, care Michigan Tradesman. 620

DOUBLE YOUR MONEY BY KEEPING surplus eggs until winter. Beepie how to keep them, \$1. Reliable and not expensive. Address Lock Box 42, Virginia, Ill. 624

FOR SALE—BAKERY AND HOMEMADE candy store in town of 3,000. Reason for selling, bad health. L. W. Hovey, Howell, Mich. 623

FOR SALE—MANUFACTURING BUSI- ness, established 1895, doing a good mail order trade in forty states, also good local trade. Cleared over \$3,000 last year. Will do better every year. Poor health the sole reason for selling. Lauterback, 1062 Monroe St., Chicago. 602

DRUG STORE 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

BAZAAR STOCK FOR SALE CHEAP, IF sold at once. Reason, other business. Address No. 595, care Michigan Tradesman. 595

FOR SALE CHEAP—APPLE EVAPORAT- ing machinery in good condition. Address F. J. Bertschy, Spring Lake, Mich. 590

AGENTS—BECOME ACQUAINTED WITH our portraits; regular money makers; descriptive circular free. "Chess" Picture Co., 1033 W. Monroe St., Chicago, Ill. 594

FOR SALE OR EXCHANGE—LARGE wood working plant suitable for manufacturing. Fine power. Lively town of Central Michigan. Several railroads. Address No. 593, care Michigan Tradesman. 593

FOR SALE—A GOOD CLEAN STOCK OF hardware in college town of 800; modern brick store; best location; very low rent; well established trade; good reasons for selling; no trades wanted; stock will inventory about \$5,000. Address Lock Box 4, Olivet, Mich. 578

I WILL TAKE \$180 PER FRONT FOOT for lot 34 Ionia street, opposite Union Depot. This is less than any lot between the new Brooks Dock and Monroe street has sold at within the last ten years. If 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

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 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. 369

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. 643

SAFES—NEW AND SECOND-HAND FIRE and burglar proof safes. Geo. M. Smith Wood & Brick Building Moving Co., 376 South Ionia St., Grand Rapids. 321

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—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, involving \$2,000, in finest farming community of Northern Indiana. Will rent building or sell out entirely at bargain. Poor health of senior member reason for selling. No agents. Address Box No. 373, Mentone, Ind. 553

FOR SALE—STOCK OF HARDWARE AND farming implements; good location for trade; prospects good for new railroad. The survey is complete and the graders at work within six miles of us. Stock will invoice about \$5,000. Population about 600. Store building 24x60, two stories; wareroom, 24x40; implement shed, 50x50. Must have the money; otherwise do not reply. Reason for selling, wish to remove to Oregon. Address No. 502, care Michigan Tradesman. 502

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. Schrouder, 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

MISCELLANEOUS

WANTED BY REGISTERED PHARMA- cest, position at once. Fifteen years' experience. Best of references. F. W. Hamilton, LeRoy, Mich. 629

WANTED—DRUG CLERK COMPETENT to run store, registered, in Indiana; good salary; young man 27 to 30 preferred. Address, giving age, experience and references., A. R. Otis, Kendallville, Ind. 637

WANTED—POSITION AS MANAGER OR buyer of clothing and shoe department; five years' experience; best of references. Address Box 239, Coleman, Mich. 614

WANTED—COMPETENT DRY GOODS clerk and stockman with some knowledge of window trimming; good salesman; also up-to-date shoe clerk. Address Lock Box 28, Alma, Mich. 644

WANTED—POSITION BY REGISTERED pharmacist by Sept. 1, twelve years experience both in city and country; single, 25 years old; do not use liquor or tobacco in any form. Address No. 642, care Michigan Tradesman. 642

WANTED—DRUG CLERK. MUST GIVE first-class references. C. P. Utley, Hesperia, Mich. 626

WANTED—CLERK IN A DRY GOODS store. Must be a fair window dresser and good salesman. Address No. 566, care Michigan Tradesman. 569

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—PREMIUM SALESMEN OF experience to handle our premium line of superior selected semi-porcelain crockery, high-class decorations; 20 per cent. commission; on repeating orders from customers after once sold, 10 per cent. commission. Can be handled as a side line. References required. State experience. The Merchants' Supply Co., East Liverpool, Ohio. 640

WANTED—SALESMAN AND LOCAL agents to handle the brilliant Noontide gas light. Nothing like it on the market. Fast seller. Big money for hustlers. Investigate quick. Noontide 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—SALESMAN TO SELL AS side line or on commission Dillee Queen Washer. Any territory but Michigan. Address Lyons Washing Machine Company, Lyons, Mich. 558

TRAVELING MEN—WE HAVE THE BEST selling slide line ever introduced. Light, easily carried, sells at sight. Address Lindenmeyer 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

"THE O'NEILL SALES"

absolutely sell to per cent. of your stock in a day.
Retail Selling—New Idea System



C. C. O'Neill & Co.

SPECIAL SALESMEN & AUCTIONEERS
408 Star Bldg., 356 Dearborn St., Chicago
We also buy and sell Store Fixtures and take them on consignment.

FOR SALE

Thorne typesetting machine in good order, with or without Crockier & Wheeler motor. Sell cheap for cash or on satisfactory terms.

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

The New Sensation

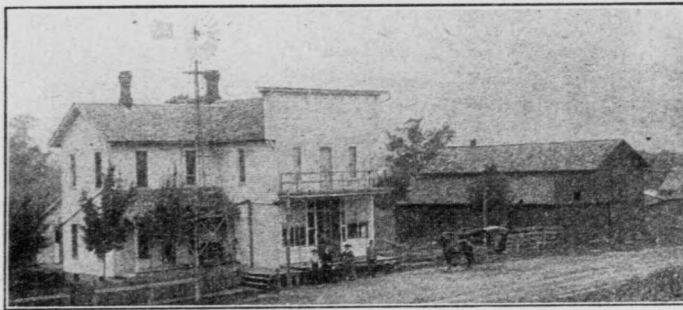
The best seller in the market

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





A Whole Wheat Food
Ready to Serve

Quality? In a class by itself

Oxford Flakes

3 SIZES 3

Retails at 7c, 10c, 20c

Liberal Profit. It's up to you, Mr. Retailer, to confer a favor on your customers by recommending it as the cleanest, purest, daintiest food sold. Compare with other flakes, and you will cheerfully do so.

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 CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

WE ARE READY

For the holiday season of 1903 with the most extensive and magnificent lines of fine

HOLIDAY GOODS

ever shown outside of New York. This display embraces the most beautiful creations in the various lines of celluloid goods, such as toilet cases, manicure sets and fast selling novelties. Also brush and comb sets, fancy mirrors, metal novelties, dolls, games, books and an unusual large assortment of toys of every description.

Our goods are all new from start to finish as we closed out practically our entire stock last season. Our low prices and liberal terms make it possible for you to have the most profitable holiday business ever known. For the convenience of customers we have arranged our goods on special counters and have numbered these counters as follows—

Counters
No. 1 to 4
Quarto albums at all prices; Long-fellow albums; easel albums and musical albums.

Counters
No. 5 to 15
Toilet sets in cases; a beautiful variety to retail at 50c to \$15.00 each.

Counters
No. 16 to 20
A splendid assortment of fancy celluloid collar and cuff boxes. Rapid sellers.

Counters
No. 21 to 28
A full line of imported mechanical toys to retail from 5c to \$1.00

Counters
No. 29 to 35
Children's toy drums from 10c to \$5.00 Tool chests 25c to \$5.00, and trunks 10c to \$3.00.

Counters
No. 36 to 50
Dolls in every known variety; an extraordinary assortment to retail from 1c to \$10 each.

If You Can't Call Send for Our 1903 Holiday Catalogue. It's Free!

Holiday trade this year will be greater than ever. Buy early and get the best choice of goods. Our terms are just the same if you buy early or late.

H. LEONARD & SONS, Grand Rapids, Michigan