

MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 2, 1903

Number 1041

IF YOU HAVE MONEY

and would like to have it
EARN MORE MONEY,
write me for an investment
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Will pay your money back
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WE FURNISH PROTECTION AGAINST
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WHY NOT BUY YOUR FALL LINE OF

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

The William Connor Co.

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

O. E. MOORONK, Manager.

Have Invested Over Three Million Dollars For Our Customers in Three Years

Twenty-seven companies! We have a portion of each company's stock pooled in a trust for the protection of stockholders, and in case of failure in any company you are reimbursed from the trust fund of a successful company. The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
1023 Michigan Trust Building,
Grand Rapids, Mich.

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WET WEATHER

Failed to Spoil the Picnic at Bay City.

Bay City, Aug. 28.—By actual count 830 persons boarded the first section of the Bay Cities' grocers and butchers' excursion train for Port Huron yesterday morning, despite the drizzling rain and a sky that gave no promises for a let up. There was a big crowd for the second section, 565 people finding seats on the train. The third section carried 313 people, a total of over 1,700 leaving the city for the day. Committees from the Butchers' and Grocers Association distributed badges, assisted in getting tickets and gave aid in general wherever possible. Despite the rain, the crowds were good natured, probably on account of the heavy proportion of persons of ample size. Ever notice how many fat people go on excursions? And how they enjoy themselves better than anyone else, despite the fact that they are always more uncomfortable?

The Merchants and Manufacturers' Association, of Port Huron is composed of nearly 300 business men of all classes of that city. It has been in existence ten or twelve years and during the period of its life not one industry has been located in the Tunnel city but what the M. & M.

FOR SALE

Brand new grocery stock and meat market combined. Stock will inventory about \$2,500. Rent, \$250 per year. Best location in growing town surrounded by fine farming country. Reason for selling, owner has other business in view. Address Dunkirk, care Michigan Tradesman.

had something to do with bringing it there, sometimes all of it. The members pay towards the support of the Association according to their abilities, the amounts ranging from \$3 to \$50 per month. This money is used solely in influencing the location of industries and for entertainment purposes when county, state and other gatherings of any description are held in the city. The Association does not encourage the granting of sites to a great extent, but after committees have investigated a proposition, the Association offers what it deems the prospective industries will most appreciate or need. When propositions are made or any member of the Association hears of some firm elsewhere which contemplates changing its location, he reports at the weekly meeting of the Association and a committee is at once appointed. The committee immediately goes after the firm and reports as soon as possible, when the Association takes up the matter if it is found to be worth consideration. A visit to Port Huron will demonstrate the benefits of the Association.

Excursions are by no means overlooked by the M. & M. and the glad hand is given everyone. For the grocers and butchers' excursion the M. & M. had arranged a special card at the race track, a base ball game, side excursions to three resorts, a farmers' picnic and had erected a dancing pavilion in water works park at an expense of \$150. In addition, they had arranged with the local people for a program of athletic sports and competitions of all kinds, but the rain destroyed every calculation and everything had to be declared off. The M. & M. people at once hired the military company's armory, opened up their own commodious hall and club rooms and sent members all over the city to bring in the excursionists, and conduct them to the comfortable quarters. This work completed, the members sought out the Bay City business men and provided escorts, for all who wished to venture out to visit different points.

The three sections of the excursion train arrived in Port Huron on time. A big reception committee from the Merchants and Manufacturers met the trains at both the P. M. depot and water works park. In the latter place several hundred ate their lunches before they were aware that the Merchants and Manufacturers' quarters had been thrown open to them. The dancing pavilion was useless on account of the rain; the races had been declared off and the crowd gravitated rapidly towards town. It got so big that in order to give everyone shelter and afford some pleasures, the M. and M. hired the spacious brick armory. The

Bay City band, which accompanied the excursion, began dance music and in a few minutes a hundred couples were waltzing. The dancing continued all afternoon, hundreds of excursionists enjoying themselves almost as well as if they had been more favorable. Members of the M. and M. made themselves known to the visitors and piloted parties here and there about the city on street cars, while several parties went to Gratiot, Huronia and Kewahitan beaches. During a short lull in the rain the ferry boats running to Sarnia were swamped by visitors, who invaded the dominion in force. Many of them brought back packages containing souvenirs, etc., and amusing dialogues took place when Uncle Sam's watchful customs deputies forced an examination of each package, women especially making strenuous objections or not understanding. The flower show in the auditorium, given under the auspices of the M. and M., attracted large crowds who wandered about the big hall admiring the beautiful floral display. And so the day was spent, many persons naturally being discouraged on the start and remaining indoors wherever able.

Forty Years in the Grocery Business.

On August 26, 1863, Wm. G. Clark opened a grocery store in the building now owned by H. A. Horton on Main street. There were scarcely any horses in this section at that time and he drew his goods from the depot with oxen and his customers would come for ten and twenty miles with ox teams to do their trading. Later he purchased a horse and then he named his store the "One Horse Grocery," and it was known by that name for years. In 1866 he built a store on the lot where his store now stands and did business there until Jan. 1, 1899, when it was burned. He then built the store he now occupies.

About ten years ago his son, Arthur B., became a partner in the business and since that time the firm name has been W. G. Clark & Son.

Thus for forty years Mr. Clark has been one of the business men of Saranac and has been closely connected with its growth and development. He has seen the village change from a forest to one of the best and most prosperous towns in the best State in the Union. Mr. Clark is our oldest business man. J. J. Granger comes next, he having opened a store here in 1866.—Saranac Local.

Jackson—The Jackson Body Co. is the style of a new enterprise at this place which has been organized to engage in the manufacture of bodies for buggies. The capital stock is \$24,000.

CROOKED MERCHANT**In Prison for False Swearing in Bankruptcy Proceedings.**

In January, 1899, John Arrowsmith began business as an implement dealer at the village of Holland in Pipestone county, Minn. For the purpose of obtaining goods upon credit he made property statements in writing to the effect that he had \$4,500 worth of personal property unincumbered, farm lands aggregating 315 acres of the value of \$8,675, incumbered for \$2,100 only, 80 acres of which was exempt as a homestead, and that his personal indebtedness was \$600. This showed him with net assets (less incumbrances, homestead and debts) of over \$8,000, which entitled him to credit. During the season he purchased from various implement and vehicle dealers in Minneapolis and elsewhere goods amounting to \$15,000, all on time. In most cases he settled by notes payable in October and November of that year.

Early in September he sold out the remnant of his stock for \$1,500 in cash to his brother, collected his good accounts and discounted practically all of his notes taken for goods. The giving of a bill of sale to his brother for his stock brought matters to a crisis. One large creditor immediately attached the stock, garnishments were made and an effort made to induce the debtor to settle. His only answer was that the bills were not due and that everybody would get their money if they would wait until it was due. Creditors were not willing to accept his explanations as to why he had sold out, etc., and were incredulous as to his protestations of honesty and good faith in converting everything available into cash without paying them. At this time the father-in-law of the debtor, an Englishman by the name of George Marsh, who resided with the debtor, disappeared. Investigation showed that one-quarter section of land had a few days before been deeded by the debtor to Marsh, the debtor having in the meantime mortgaged it, and that Marsh had sold the land and got cash for the equity.

Here was a "pretty mess;" prompt action was taken. Arrowsmith was arrested on complaints sworn out before a justice at Pipestone charging him with obtaining goods under false pretenses. These were based upon the discovery that the debtor had personal debts larger than he had stated at the time property statements were made, and that he did not have personal property aggregating in value the amount stated. It was claimed also that he owed for one quarter-section of land at the time the property statements were made. The defendant was held by the justice, the matter submitted to the grand jury later and the defendant indicted by that jury in Pipestone county. In the meantime the defendant gave bonds and obtained his liberty pending his trial before the District Court.

Bankruptcy proceedings were next instituted and the bankrupt's affairs thrown into the Bankrupt Court. After the appointment of a trustee in

bankruptcy, the bankrupt was examined thoroughly in regard to his property, but refused to answer all questions under the direction of his counsel, on the claim that his answers would tend to incriminate him. This made it necessary, at large expense to the trustee, to investigate the transactions of the defendant by calling witnesses from far and near, by which at least \$10,000 in cash was traced into the defendant's hands, where it disappeared, the bankrupt refusing to give any account of what had become of it. When this evidence was collected, an order was made by the referee in bankruptcy requiring the bankrupt to turn over this cash to the trustee. The only answer which the defendant would make to the demand of the trustee was that he could not because he did not have it.

These proceedings were then certified to the Judge of the United States District Court at Minneapolis and the defendant required to show cause why he should not be punished for refusing to answer questions and for refusing to turn over the assets traced to his hands. On a preliminary hearing before the court, it excused him from answering questions which might tend to incriminate him, but indicated that the court would punish him for not turning over money traced to his hands, unless he should answer excusing his failure to deliver up the same.

Time being allowed for the preparation of this answer, the bankrupt put in a novel explanation. His sworn answer filed in the case was, that his father-in-law, Marsh, had an English patent for a screw propeller for steam vessels which Marsh believed to be worth over a million pounds sterling; that Marsh desired \$10,000 in order to place the same upon the market; that the bankrupt became convinced that Marsh was right as to the value of the patent and agreed to let him have the \$10,000 to exploit his patent and to "stand off" his (the bankrupt's) creditors in the hope of reaping large profits; that the bankrupt had accordingly turned everything possible into cash, deeded the quarter-section of land to Marsh after having first placed a mortgage upon the same and in various ways had gotten together upwards of \$8,000 in cash, which he had secreted in a trunk at his house and the location of which was known only to himself and Marsh, intending presently to loan it to Marsh; that after he was arrested before the justice and while absent from home and in jail, Marsh had disappeared, and the money had disappeared, and he knew nothing of its whereabouts except his suspicion arising from the disappearance of Marsh.

This explanation of the bankrupt was slightly corroborated by testimony of his wife. The court, in passing upon the sufficiency of the answer, stated he had grave doubts as to its truth, but that under the law he could punish a bankrupt, for not turning property over, only where the bankrupt had at such time possession or control of the property

so that he could turn it over; that the burden of proving that the monies were then in the control of the bankrupt was upon the creditors or the trustee, and that he, the court, was not convinced that the bankrupt was then able to deliver up the money. The court, therefore, declined to punish the bankrupt.

The creditors had an equally discouraging outcome to their first efforts in criminal proceedings in Pipestone county. The indictments were "nolled" by the county attorney on the ground that that was not the proper county; the trustee realized but about \$3,500 out of the remnant of the stock of goods which were attached at the start; the expenses had already been nearly enough to consume these assets, and the bankrupt was at liberty with no charges of any kind hanging over him in any court. To "add insult to injury," the bankrupt now brought two suits against creditors for large damages for malicious prosecution for and at the time of his arrest before the justice; and the brother who had bought the remnant of stock brought suit for recovery of its value, claiming to be a bona fide purchaser. The bankrupt and his crowd seemed to feel that they were the "cocks of the walk," and he, through his attorneys, offered terms of settlement which would simply permit him to have a discharge in bankruptcy and walk out "scot free."

But the creditors were not made of that kind of stuff. The trustee at once employed counsel to defend his right to the stock of goods which constituted practically the only assets, and the creditors likewise joined to defend the suits against them for damages. By their co-operation it was not long until indictments had been returned against the defendants for grand larceny, by the grand jury at Minneapolis. The several civil suits were in turn defended and defeated in court. They proved a boomerang to the defendant by disclosing fuller evidence to sustain the indictments of larceny in obtaining goods by false pretenses. Evidence was disclosed which showed certainly that the quarter-section of land before referred to in fact never belonged to the defendant, although a deed was made to him for the purpose of giving an appearance of title. When the trial came on, with the advice of his counsel, the defendant pleaded guilty of grand larceny in the second degree and was sentenced by the court and is now "doing time."

In the meantime Marsh, who is supposed to have left the country with the money, has never been seen, the defendant is penniless and in prison, and when he comes out he will be met with a continuing indebtedness of about \$15,000; for his application for a discharge from his debts has likewise been defeated. The result shows what creditors can accomplish with vim and determination and by standing together shoulder to shoulder. The result is an example which will probably deter any one else from attempting a like course in this territory for years to

come. The case has attracted much attention in the trade throughout this section. Chas. S. Cairns.

Official Call for the Port Huron Convention.

Port Huron, Aug. 29—The fifth annual convention of the Business Men's Association of Michigan which will be held in Port Huron on Wednesday and Thursday, September 16 and 17, is of vast importance to every retail merchant in Michigan and will doubtless be attended by a representative gathering of retailers from all over the State.

The indications are that at least 500 delegates and possibly double that number will be present at that time and we earnestly urge that you use your best efforts to have your city represented by coming yourself and getting some of your brother merchants to come with you.

It will hardly be necessary for me to remind you of the vast amount of good which the Association has accomplished in behalf of the retail merchant. The garnishee bill, the false advertising bill, municipal garnishee bill and itinerant vendors' bill are monuments of what has been accomplished by our Association. We would call your attention to a few of the matters which the officers have mapped out and which require your co-operation at this time:

1. We must take some aggressive action to prevent the passage of the parcels post bill. There is a strong effort being made by catalogue houses to have this bill transformed into law and we must fight it tooth and nail or see the trade of the merchants in the smaller towns and cities diverted to the large mail order concerns.

2. We want to establish a credit rating system which will enable all our members to cut down their losses from bad debts.

3. We want to take some action towards knocking out trading stamps in this State. It has been done in Minnesota by the State Association and we expect to be able to accomplish the same result.

In addition to an excellent programme which is being prepared, the committee is arranging to entertain the delegates in various ways and with the assistance of the Port Huron merchants and manufacturers, who will take a hand in entertaining, an enjoyable time is assured to all who attend.

We have arranged for a rate of a fare and a third on all roads on the certificate plan. Buy your ticket one way to Port Huron, taking your railroad agent's receipt for the same. On arriving in Port Huron have the Secretary certify your receipt. This will entitle you to a one-third rate for the return trip.

If you feel that the business from which you make a living is worth protecting, make your plans to attend the convention and support the work which is being done. Please notify the Secretary if you will be in attendance. J. T. Percival, Sec'y.

A DOUBLE PROFIT

Royal Baking Powder yields a greater profit to the grocer in proportion to the number of cans sold than cheaper and inferior powders.

The profit per cent per can on cheap baking powders may look big—but if you will stop a minute to estimate the total profits on an equal number of cans of Royal, you will sell Royal every time.

Royal Baking Powder gives greater satisfaction to the housekeeper because it is pure and healthful and always sure in results.

You seldom have complaints about the flour, eggs, butter, etc., from a housekeeper who uses Royal Baking Powder. Why is this?

When you sell Royal you not only please your customers but maintain your reputation for selling only reliable goods.

This increases trade and swells your profits.

You profit doubly when you sell Royal Baking Powder.

Around the State

Movements of Merchants.

Mt. Pleasant—Knox & Steele have opened a new shoe store.

Manistee—A. A. Aniba, confectioner, has removed to Grand Rapids.

Adrian—A. J. Walters has sold his grocery stock to James F. Young.

Charlotte—G. V. Collins, the pioneer druggist was 77 years old Saturday.

Hillsdale—C. W. Jones succeeds Briggs & Jones in the grocery business.

Honor—Burt Hammond has purchased the meat market of Geo. B. Miner.

Allegan—E. T. Messinger has purchased the grocery stock of G. M. Wirick.

Detroit—Edward Marks has sold his grocery stock to Rudolph W. Richter.

Hancock—John Russell succeeds Russell & Crowley in the grocery business.

Ishpeming—W. P. Kinsman has added a line of groceries to his confectionery business.

Newberry—J. C. Foster succeeds the M. R. Manhard Co., Ltd., in the hardware and grocery business.

Hadley—Geo. S. Hutton is succeeded in the grocery, drug, paint and oil business by Kirk W. Ivory.

Bellevue—N. H. Johnson is building a two-story addition to his furniture and undertaking establishment.

Marilla—Henry Danville is erecting a store building here, which he expects to occupy with a general stock.

Mason—Frank C. McEuen and Frank P. Dean have formed a co-partnership to carry on the coal and fuel business.

Muskegon—The Muskegon Fruit Growing Co. has been organized to engage in the raising of fruit. It is capitalized at \$25,000.

Detroit—A new cigar and tobacco company has been formed under the style of J. D. Johnson & Co. with a capital stock of \$5,000.

Marilla—Geo. L. Brimmer is erecting a new store building and will handle lines of stationery, confectionery and baked goods.

Baldwin—Edgar Campbell, formerly engaged in the drug business at Thompsonville, will shortly open a new drug store at this place.

Ann Arbor—Albert Lutz, formerly of Gruner & Lutz, shoe dealers, has purchased the King shoe stock and will continue the business at the same location.

Alma—E. A. Bivins has purchased the store building of E. A. Webb and will occupy it with his drug stock as soon as it has been properly repaired.

Six Lakes—Wilder & Co. have sold their stock of groceries and hardware to William Manterstock, of this place, who will continue the business in the same building.

Ovid—J. A. Rose succeeds J. A. & J. A. Rose in the dry goods, boot and shoe, grocery and crockery business. John Rose, the retiring partner, will open a new shoe store in Lansing about Sept. 15.

Ithaca—C. E. Goodwin has purchased from Geo. Richardson the two story building which he has been occupying and has leased it to his nephew, T. A. Goodwin, who recently purchased his drug stock.

Detroit—Articles of association have been filed by the C. C. Starkweather Co. to carry on the grocery business here, with a capital stock of \$2,500, the capital paid in being as follows: Clifton C. Starkweather, \$2,498; Geo. Hatt, \$1; Arthur V. Rothwell, \$1.

Petoskey—The Clark Shoe Co., Limited, has merged its business into a stock company under the style of the Clark Shoe Co. It has a capital stock of \$8,000, held as follows: Geo. S. Rice, 40 shares; John C. Clark, 30 shares and Leon Chichester, 10 shares.

Grass Lake—The stock of drugs owned by the D. W. Clark estate has been purchased by D. L. Livingston. The new firm will be Livingston & Clark and the business will be transferred to the store formerly owned by D. W. Clark. The firm will carry lines of jewelry and silverware.

Lake Linden—H. Ginzburger, proprietor of the novelty store on the corner of First and Hecla streets, will soon leave for Detroit, where he will locate. Nearly all of his stock has been disposed of and the remainder will be sold in a few days.

Reed City—John Berner has sold his meat market to Robert Harris and Frank James, who will continue the business at the same location.

Lake Linden—The forty creditors of F. P. Levine & Company, who went into bankruptcy a few months ago, will receive about \$2,300 in settlement of their accounts against the outfit. That amount is less than one-fifth of the sum due the parties who sold Levine and his partner, Louis Miller, goods with which to equip their elegant store on Calumet street, but it is several hundred dollars more than many thought the stock would bring. The stock was closed out in a lump to Samuel Lawrence, of Calumet, whose bid was \$2,775.

Adrian—The A. W. Frantz Co-operative Association has begun business with an authorized capital stock of \$30,000 and an actual capital of \$5,800, contributed by fifty-eight stockholders who have paid in the sum of \$100 each. Mr. Frantz has merged his implement and vehicle business into the Association, placing W. Zedder in charge of this department. C. A. Westerman, who has been employed in the grocery store of A. J. Walters for several years, will have charge of the grocery department.

Manufacturing Matters.

Flint—The Flint Paint Co. has increased its capital stock from \$15,000 to \$25,000.

Flint—The Flint Skirt Manufacturing Co. has been organized with a capital stock of \$10,000.

Detroit—The Safety Incandescent Gas Machine Co. has been organized with a capital stock of \$5,000.

Detroit—Wm. H. Hamilton, of New York, has taken the management of the Banner Cigar Co.

Pontiac—The capital stock of the Pontiac Buggy Co. has been increased from \$25,000 to \$250,000.

Amble—The Amble Creamery Co. has been organized to engage in the manufacture of butter at this place. The capital stock is \$5,300.

Mio—The Mio Milling & Manufacturing Co. has been incorporated with a capital stock of \$9,000 to engage in the manufacture of flour and feed.

Detroit—The Diamond Stove Co. has filed articles of association with a capital stock of \$100,000, of which \$52,200 has been paid in, consisting of patents valued at \$51,000, owned by Newton J. Carey. Operations will be carried on at Detroit.

St. Johns—The stockholders of F. C. Mason & Co. have voted to increase the capital stock to \$50,000, which will enable the corporation to increase its stock of implements and expand its sales and scope of operations very materially. A contract has been let for the construction of a new warehouse, 40x125 feet in dimensions, to be constructed of brick and cement.

Jackson—Carncross & Kellogg have merged their business into a stock company under the style of the Carncross & Kellogg Co. The corporation has an authorized capital stock of \$40,000, consisting of \$13,000 preferred and \$27,000 common. The stockholders are as follows: William Alden Smith, Grand Rapids, 200 common, 100 preferred shares; William Connor, Grand Rapids, 200 common, 100 preferred shares; Jos-

eph S. Hoffman, Monroe, 200 common, 100 preferred; M. C. Huggett, trustee, 560 common, 280 preferred; George B. Kellogg, Jackson, 200 common, 100 preferred; J. M. Carncross, Jackson, 600 common, 300 preferred; J. B. Chaddock, Grand Rapids, 40 common, 20 preferred, and M. C. Huggett, Grand Rapids, 700 common, 300 preferred.

East Jordan—Another new enterprise has been added to the list for East Jordan, which makes the fifth for this season. Grief Bros., of Cleveland, Ohio, have closed arrangements for putting in a large heading and stave mill which will employ 150 men. They have contracted with one firm alone for a supply of 10,000 cords of wood per year for a term of years and will purchase much outside of this contract. Work will begin at once on the erection of buildings.

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

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Vege-Meato Sells

People

Like It

Want It

Buy It

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

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

The M. B. Martin Co., Ltd.

Grand Rapids, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugars—The higher level noted last in the raw sugar market has resulted in an advance of 1-16c on 96 deg. test centrifugals, with the market very strong. Refiners are ready buyers on this basis, but importers are asking 1-16c advance over these figures. Refiners so far have refused to pay the advance, but may be compelled to a little later in order to get the stock that they will need to supply their wants. The stronger market for raw sugar has stimulated the demand for refined to a certain extent, due to the belief that refiners would advance list prices, but the improvement was not as large as might have been expected when it is considered that the canning season is now at hand. However, according to all reports, the fruit crop in all sections will not only be small but also late and a rather slim canning season is expected. There are no changes in price in the refined market. Arbuckle Bros. are still quoting 10 points below the basis of other refiners.

Dried Fruits—Unfavorable weather and the probable effect it will have on the growing crops continues to be the most interesting feature of the canned goods market. The heavy rains of the past week, and the lack of sunshine make growers very depressed. As the season advances, conditions do not seem to improve much, if any, and considerable disappointment is felt regarding the continued cool weather which is so greatly retarding the growth of corn and tomatoes. Packers, as a rule, have sold all they dare to sell until they see what the outcome of the pack is going to be and consequently orders are being turned down every day, as no one is willing to accept any more under the present state of affairs. Higher prices for both corn and tomatoes are looked for soon, unless there should be a great improvement in the conditions governing same within a very short time. Peas are unchanged, moving out quite satisfactorily at previous prices. Reports from Wisconsin are that indications are for a fair average crop of good quality, but by no means a large crop. In canned fruits sales of most varieties are somewhat restricted. Holders are not anxious to dispose of what small supplies they have on hand in view of the large shortage reported in most varieties this season. Conditions are practically unchanged, but are not considered favorable in any line. Gallon apples are offered freely now, as everything indicates a good sized crop and the probability of a large pack of these goods. Peaches, however, will be exceedingly short and but very few are being offered, packers having sold all they dare to. There is a very large enquiry for these goods and orders for thousands of cases have had to be turned down. The sales of Michigan peaches last year were good and to various sections of the country, so that the

Michigan pack became quite well and very favorably known, which accounts for the increased enquiry this year. Sardines remain firm and are expected to continue so on account of the short pack this season. The salmon situation is growing stronger every day. Red Alaska shows another advance of 5c per dozen, with trade good at the advance. There has also been quite a trade in Columbia River salmon during the past week and Warren has now advanced his prices 5c per dozen on talls and flats and 10c on ½ pound flats. Sales of all grades of salmon are reported very large from all sections.

Dried Fruits—The dried fruit market remains practically unchanged. Sales are principally in small lots. Buyers are not anxious to secure supplies at what appear to them the high prices prevailing and holders are equally insistent upon obtaining full range for everything offered. Prunes are unchanged except that possibly a slightly firmer feeling is noted on medium sizes. Large sizes are firmly held at full quotations. The demand is fair for this season of the year, but is not quite so large as that of a few weeks ago. Raisins are selling quite well at previous prices, although orders are for small lots only for immediate use. Apricots are firm, with an upward tendency on the best grades. Spot peaches are exceedingly dull, but there is a little call for futures. Currants are moving out very satisfactorily, showing no change in price. Future figs are in good demand at full prices. Dates, as usual, are dull, but with the advent of the late fall season will probably show considerable activity. The evaporated apple market is rather unsettled. The demand is very light and a large stock of goods is carried over. The low prices prevailing for this old stock and the prospect of a large pack this season cause dryers to feel rather discouraged and practically none of them have started on early fruit yet. This is quite unusual, as generally by this time there is quite a little early stock on the market. It is a good thing, however, for stock made from early fruit does not keep nearly so well as the cold storage stock and, on account of the poor keeping quality, lowers the market and the better goods have to suffer also.

Rice—Advices received from the South reported unfavorable weather for the harvesting of the new crop of rice and it is very probable that free supplies will not be received until much later than has generally been anticipated. In the local market business is fairly active, although mostly for small orders to meet immediate requirements. Dealers have only a moderately small stock on hand, however, and consequently show no disposition to sell below quoted prices, especially as the new crop will be so late.

Molasses and Syrups—The molasses market remains unchanged. Sales are few, but holders are firm in their views and no concessions in price are made. There is a very good demand for corn syrup, especially in cans,

which are fast replacing the goods in barrels.

Fish—The fish market continues very firm, with quite a good demand for all grades. Codfish is especially strong, with an upward tendency. The mackerel market also continues very firm. The catch is not improving and, what makes matters worse, the medium sized fish, such as the trade generally desire, are not to be had at the present time.

Nuts—There is nothing particularly new to report in nuts. New crop Brazils and filberts are meeting with a ready sale at full quoted prices. Peanuts are moving out well, with no change in price.

Rolled Oats—The rolled oats market continues very firm, with prices showing an advance of 20c on barrels, 5c on competitive cases and 10c on Banner Oats.

The Produce Market.

Apples—The crop of fall apples appears to be good in all the apple producing regions, in consequence of which local dealers find some difficulty in moving the local crop. Alexanders, \$2.25@2.50; Sweet Boughs, \$2.50; Early Harvest, \$2.25; Duchess, \$2.50; cooking, \$1.75@2.

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

Beets—50c per bu.

Butter—Creamery is without particular change, dealers still holding to 19c for choice and 20c for fancy. Receipts of dairy grades are fair and the quality averages good, on account of the prevailing cool weather. Dealers meet no difficulty in obtaining 12c for packing stock, 14c for choice and 16c for fancy.

Cabbage—50@60c per doz.

Carrots—50c per bu.

Cauliflower—\$1 per doz.

Celery—16c per bunch.

Cucumbers—15c per doz.

Eggs—Receipts are meager and by no means equal to the demand. In consequence of this condition the market has advanced 1c and still higher prices are looked for. Prices range from 17@18c for candled and 15@16c for case count.

Egg Plant—\$1.50 per doz. for home grown.

Grapes—Wordens meet ready sale on the basis of 12c per 4 lb. baskets and 18c for 8 lb.

Green Corn—12c per doz.

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

Green Peppers—75c per bu.

Honey—Dealers hold dark at 9@10c and white clover at 12@13c.

Lemons—Californias, \$3.50; Messinas, \$4; Verdellis, \$4.50.

Lettuce—Leaf, 50c per bu.; head, 65c per bu.

Mint—50c per doz. bunches.

Muskmelons—Home grown osage fetch \$1.25 per doz.

Onions—Home grown command 75c per bu.

Oranges—California late Valencias, \$4@4.50; Mediterranean Sweets, \$3.50@3.75; St. Michaels, \$4.50@5.

Parsley—25c per doz. bunches.

Peaches—The demand exceeds the supply and an even higher range of values than now prevail is expected as the season progresses. Barbers,

\$1.50@1.75; Ingalls Mammoth, \$1.40@1.60; Crosbys, \$1.25@1.50; Early Crawfords, \$1.50@1.75; Barnetts, 1.25@1.50; Old Wixons, \$1.50.

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

Pieplant—2c per lb.

Plums—Burbanks, \$1.25@1.50; Guyes, \$1.40@1.50; Bradshaws, \$1.50@1.75; Lombards, \$1.25. The crop of all varieties is large and the quality fine.

Potatoes—Local dealers pay 40c and find ready outlet on the basis of 50c.

Poultry—Receipts are just about equal to the demand. Local dealers pay as follows for live fowls: Spring broilers, 11@12c; 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—75c per bu. box.

Tomatoes—75c per bu.

Turnips—40c per bu.

Watermelons—10@18c, according to size.

Wax Beans—75c per bu.

John M. Beatty, general dealer at Chippewa Lake, recently uttered a chattel mortgage on his general stock, naming as trustee E. J. Sealey, a young man in the employ of Joseph Barton, the Big Rapids attorney. As the mortgage was so drawn that the property covered could be sold at private sale without notice to the creditors, and as relatives of Mr. Beatty were named as creditors in the mortgage to the amount of \$2,426, the merchandise creditors very properly filed a petition in bankruptcy, with a view to determining the exact character of the claims of the relatives. If the loans of the creditors are found to be legitimate, Beatty will probably be compelled to face a criminal charge of obtaining goods under false pretenses, he having made two statements in writing within a few months that he owed no borrowed money. Hon. Peter Doran is looking after the interests of local creditors in the estate.

Joseph S. Hoffman, First Vice-President of the Wm. Connor Co., has removed to this city from Monroe to take the position of buyer and superintendent of the manufacturing department. Mr. Hoffman was engaged in the clothing business at Monroe seventeen years and brings to his new position an actual and accurate knowledge of the business which will be of great value to the Connor institution.

The Worden Grocer Co. sold a complete grocery stock last week to the A. W. Frantz Co-operative Association, which has engaged in general trade at Adrian.

PILES CURED

DR. WILLARD M. BURLSON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

BANKING MADE EASY.**Check Books for Little Depositors.**

There was a time in New York City when it meant something for a small business man, a young lawyer or clerk to have a bank account. It meant that he kept a balance of \$250 or \$300 at least, and that he was beyond the savings bank stage.

Now this is no longer so. An eight-dollar-a-week clerk is likely to say, "I'll just write you a check for it," and follow it up by filling out a piece of paper that would impress a Wall Street broker of the old days with its engraving. The clerk may have a balance of only \$17.30, but he can check out the seventeen without a word of protest from the cashier. Even newspaper reporters are known to have checking accounts these days.

It was only a few weeks ago that the uptown banks instituted a new departure, the house-to-house, or rather store-to-store, collection of deposits by messengers, whom the banks paid. In some parts of the city the bank messenger now follows a regular route, starting out, perhaps, an hour before the closing hour of the bank. He calls on all customers, receives their deposits and enters the amount in their bank books. On paydays or other occasions when the customers desire to draw, they telephone the bank and a messenger brings the money. It is undoubtedly bringing new business to the banks which follow the practice—how desirable the business, however, remains to be seen.

The department store bank is not old enough to have passed the novelty stage. Several of the uptown stores operate full fledged banks. They give out elaborate check books, and no amount is too small to open an account.

Many of the older banks have cut down the amount of balance required. There are many new trust companies, of undoubted stability, which will receive deposits subject to check, and even pay 2 per cent. interest on the balances. In fact, some of the trust companies are doing a veritable department store business. One person may have several kinds of accounts in the same bank.

First, there is the small checking account, very active and of little value to the bank, on which the interest paid is perhaps 2 per cent. Then comes the inactive checking account, with 3 per cent. interest attached. This account is subject to checks in case of emergency, the depositor deciding the emergency. Then there is the certificate of deposit to run for a stated time, six months or a year. This may be made payable to a man or his wife, to either of two partners or to the survivor. This form of deposit will draw 3½ and even 4 per cent. interest.

Several uptown trust companies which are closely connected with national banks downtown can deposit in the national bank by bringing their passbooks. This is a great saving of time, and one need not visit the home bank once a year unless convenient.

It is no trouble at all to open a

trust, company account. One is ushered through marble halls to the mahogany fitted quarters of one of the officers. He asks the balance one expects to keep and states the interest that will be allowed. Then one registers in a big book name, business and residence address, occupation, etc.

"Now, is there some one in this vicinity who can identify you?" asks the banker, blandly.

That may be a puzzler. Perhaps one has gone far from the home precinct in search of a bank. When suddenly called upon to put his finger on some one in a particular district who knows one it is not easy in New York. One may have a hundred acquaintances and friends about City Hall Square, and not one within a mile of Twenty-third street and Fifth avenue. It does no good to reach in pockets for letters, or to ask the banker to telephone to one's office. Personal identification is necessary, and it is well to have some one in mind going to the bank.

"My savings bank days are over," said one young man, who had just received a blank book of watered paper checks. "No longer will I have to stand in the long and greasy line when I need to draw out money. No longer will I be called upon for my mother's maiden name. It is a check for me now, just the same as the boss."

But will the young man save as much under the new order of things? There never was any delay about putting money into a savings bank. There was method in making the drawing of savings a trying operation. The very difficulty of it often kept the money there until the desire to buy a new suit or to invest in some "soaring" stock was past.—New York Tribune.

An Inexcusable Surplus?

As the income of the United States is merely a by-product of laws designed to protect domestic industry and discourage the use of beer, whisky and tobacco, only habitual extravagance can avert a surplus revenue in good seasons, and the deposit of public funds in the banks is a legitimate way of reducing the mischief resulting from Congressional refusal to reduce taxation. But the state revenues are levied directly upon business and property, and there is no excuse whatever for maintaining a revenue that creates a surplus of more than \$12,000,000 to be distributed among 118 banks and trust companies. That money ought to be in the pockets of the citizens.

To know how to advertise, what to advertise and when to advertise is a problem which can be solved only through practical experience.

FREE FOR ONE YEAR

BUTTERMAKERS who are regular users of our Improved Boston Butter Culture winning either the first or second prize at State Fairs for 1905 will be entitled to our Culture free for one year. Fifty-five prizes in one year are not won by chance. Don't be backward about sending for free samples and instructions for the prize winning culture to

O. DOUGLASS, Treasurer
25 John Street BOSTON, MASS.

THE BRILLIANT GAS LAMP

Halo 500 Candle Power.

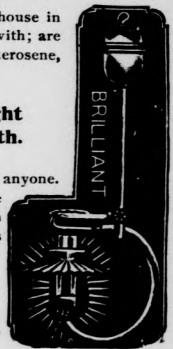
Should be in every store, home and farm house in America. They don't cost much to start with; are better and can be run for ¼ the expense of kerosene, electricity or gas.

**Give 100 Candle Power Gas Light
At Less Than 15 Cts. a Month.**

Safe as a candle, can be used anywhere by anyone. Over 100,000 in daily use during the last five years and are all good. Our Gasoline System is so perfect, simple and free from objections found in other systems that by many are preferred to individual lamps.

BRILLIANT GAS LAMP CO.

42 State St., CHICAGO.



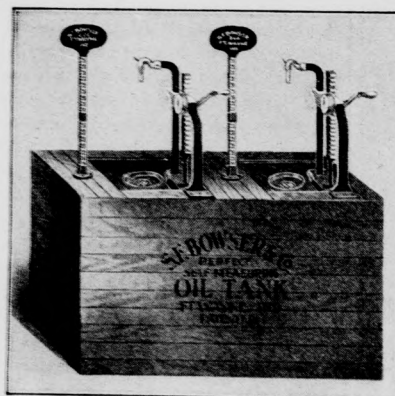
100 Candle Power.

Mail Orders

Appreciating that an up-to-date retailer is sometimes "out" and wants a small order in a hurry we have arranged our shipping system so as to be able to give mail orders immediate attention. We solicit your small mail orders as well as your larger ones to the salesman and guarantee quick service.

WORDEN GROCER COMPANY

Cor. Ionia and Fulton Sts., Grand Rapids.

WASTE MEANS LOSS OF PROFITS

FIRST FLOOR DOUBLE OUTFIT.

That's why there's so little profit in handling Oil or Gasoline in the Old way.

STOP THE WASTE

Caused by evaporation and loss from leaky barrels and dirty "sloppy" measures by installing an improved

**BOWSER 3 MEASURE
SELF MEASURING OIL TANK**

IT'S THE NEW WAY

It pumps a Gallon, Half Gallon or Quart directly into the customer's can without use of measure or funnel.

No Waste of Oil. No Loss of Time or Labor.
No Dirty, Oil-Soaked Floors.

We shall be glad to explain more fully. Ask for Catalogue "M"—It's free

S. F. BOWSER & CO.

FORT WAYNE, INDIANA

THE CURTAILED SKIRT.

Correct Length in London for the Holiday Season.

The curtailed skirt, with no train to attract the microbes of the pavement nor to weary its wearer's little hands over its uplifting, was promised an uninterrupted success this season by some of the tailors. Its hygienic qualities and its comfortable properties it was felt would secure it a welcome from women. But September is here, and the short skirt is only, so far as London goes, a rarely vouchsafed vision. Women evidently have some grievance against it. What is it?

A West End dressmaker declares his surprise, not that the short skirt has failed to arrive, but that any one was foolish enough to imagine it would until every opportunity for 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. Ascot would have frowned had a short skirted woman appeared on the scenes, and at Goodwood there will not be one. But it must be admitted that the long, wasp-like, 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 five feet seven inches and who is fashionably slim and long waisted is in front forty-two inches and at the back forty-nine inches. There is grace in this length, and grace the sex will have.

Modern English women 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 forty inches in front and forty-two 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 fourteen and wore it from three to four 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.—London Mail.

An Example of the Power of Suggestion.

Shortly after the Boer war was brought to an end, one of the Boers was in a certain New York clothing store buying outfits for his family of boys.

The salesman in charge of the customer was considered to be the best man in the store when it came to selling a big bill of goods, as he usually sent his customers away satisfied and their wants well supplied.

He had succeeded in selling his Boer customer pretty nearly everything in the line of wearing apparel that was necessary for his comfort, including hats for all, excepting one little fellow, and was about to say good-bye to the customer, when a fellow salesman of the store called the salesman to one side and said:

"Did you notice the hat band on that sailor hat the little boy is wearing?"

"No," replied the salesman.

"Then look at it," said his fellow salesman, "and see if it doesn't suggest something to you."

The salesman read the letters on the little fellow's hat, and saw that they spelled, "His Majesty's Ship Powerful." Recognizing the fact, at once, that this British made hat had evidently been purchased on the other side, and associating the natural hatred the Boer would have for anything British, he stepped up to one of the elder boys of the party, and smilingly remarked: "That is a nice line on your little brother's hat band."

The elder brother read the words, and like a flash snatched the hat from the little boy's head and exclaimed rather excitedly:

"Please show me to your boys' hat department."

While the salesman was, of course, a good one, the result proved that in this instance his power of observation had not been sufficiently penetrating.

It always pays to keep your eyes open in selling goods, as a very little thing will often lead to big results. By the mere suggestion to the Boer of the fact that his brother was wearing a British made hat another sale was made, and the salesman given a splendid example of the power of suggestion.—Salesmanship.

GRAND RAPIDS FIRE INSURANCE AGENCY

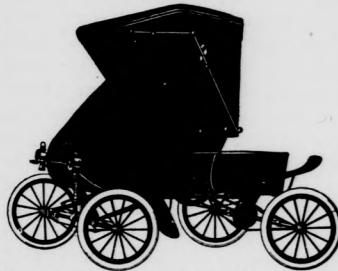
W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

THE OLDS MOBILE

Is built to run and does it.

\$650



Fixed for stormy weather—Top \$25 extra.

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

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

ADAMS & HART

12 West Bridge Street, Grand Rapids, Mich.

We call special attention to our complete line of

Saddlery Hardware

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

Special attention given to mail orders.

Brown & Sehler

Grand Rapids, Mich.

We have good values in Fly Nets and Horse Covers.

VOIGT CREAM FLAKES



Try Them For Breakfast

DELICIOUS, CREAMY FLAKES OF HEALTH-FOOD, FULL OF NUTRITION.

VOIGT CEREAL FOOD CO., LTD. Grand Rapids, 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



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are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

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Entered at the Grand Rapids Postoffice

E. A. STOWE, EDITOR.

WEDNESDAY - - SEPTEMBER 2, 1903

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, de-
poses 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. 26, 1903, and saw the edition
mailed in the usual manner. And
further deponent saith not.

John DeBoer.

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

Henry B. Fairchild,
Notary Public in and for Kent coun-
ty, Mich.

BODILY HEALTH.

Next to the acquirement of wealth,
which may be considered the all-im-
portant and absolutely-absorbing ob-
ject in view of the American people
to-day, comes in the scale of public
attention the question of the acqui-
sition and preservation of our bodily
health.

Men who have spent their lives
and worn out their constitutions in
seeking riches or some other kind of
gratification realize that they are in-
capable of any sort of enjoyment.
Some are prematurely old and others
are in various stages of bodily decay
and disablement, so that life to them
is little more than weariness and
vexation of spirit.

Naturally, there is a most active
demand for relief upon the medical
profession, and there never was a
time when the medical men were so
numerous or so full of business, while
the remedies for the bodily ills
of mankind have been multiplied many
fold. In the meantime, however,
much attention is being directed to
Nature's remedies, diet and rest.

The human body is made up of the
material it extracts from the air, the
water and the food it consumes.
Everybody knows that impure air,
water and food are extremely injuri-
ous to the physical health and a de-
mand for pure food and better condi-
tions is the logical sequence. But we
can carry the investigation farther
by discovering not only what food is
pure in the sense of being free from
adulterations and in sound condition.
This, however, is not the limit of
our explorations,

We can discover, by experiment,
what sorts of food furnish most
readily, and with the least labor of

digestion, precisely the sorts of mat-
erial that a particular patient needs.
Many different materials are requir-
ed to furnish the substances that
are needed to make up the many
parts and to maintain in operation
the numerous and complicated func-
tions of physical life. By studying
these matters we may determine just
what substances are best suited to
each individual's condition, and
which will give him what he needs
with the least expenditure of energy
in the process of digestion and in
extracting therefrom and assimilating
to the body just what is required
to keep it in a state of health and
vigor.

As was to have been expected,
there has been lately much examina-
tion into the chemistry of the human
body and the animal functions. A
living human body is a wonderful
chemical laboratory which is con-
stantly engaged in extracting from
the air, the water and the food that
is put into it the material for its
bones, flesh or muscles, fat and the
interior glandular organs, skin, hair,
nails and the numberless parts and
processes that make up a living hu-
man organism. The idea has been
put forward to assist nature by pro-
viding such food as is best adapted
to supply the needs of the body with-
out requiring it to dispose of an un-
due quantity of waste matter, and
hence has come the large amount of
attention that is being given to the
questions of food.

In this connection the processes of
digestion itself are being examined
with renewed care. Formerly no
consideration was given to the sub-
ject of digestion further than that
the food was supplied, and that it
was left to nature to extract from it
the needed material. But when the
business of digestion has been more
carefully examined much has been
learned that is valuable and makes
greatly for the conservation of
health. In discussing this subject in
his recent book on "The Living Tem-
ple," Dr. J. H. Kellogg, of Battle
Creek, remarks:

"Mr. Horace Fletcher, a wealthy
gentleman residing in Venice, Italy,
has recently called the attention of
the scientific world to the results of
experiments conducted by himself
and the physicians associated with
him, which show that the prolonged
mastication of food increases greatly
its nutritive power, so that the
amount of food eaten may be very
considerably reduced without dimi-
nishing the bodily strength or weight.
These experiments have been re-
peated in the laboratories of the
great University at Cambridge, Eng-
land, under the supervision of Prof.
Michael Foster, the eminent English
physiologist, and the results obtain-
ed by Mr. Fletcher have been veri-
fied.

"Mr. Fletcher finds that when the
food is chewed carefully and thor-
oughly, it is, by a reflex action, mov-
ed forward by the muscles at the
back of the throat at frequent inter-
vals during mastication, thus retain-
ing it in the mouth until every parti-
cle has been reduced to a fluid or

semi-fluid state. In those who have
been accustomed to eat rapidly, es-
pecially those who eat very little dry
food, and who drink in connection
with their meals, this reflex is not
active, but it is recovered in the
course of a few weeks when a per-
sistent effort is made to chew the
food thoroughly, and becomes a sort
of physiological mentor guarding the
entrance to the stomach in the same
way that the pylorus guards the way
to the small intestine. Persons who
have difficulty in swallowing a pill
will understand what this reflex is,
although its ordinary action is much
less violent, and hence may be over-
looked until attention is called to it.

"Those who desire to eat physio-
logically, and thus maintain the body
temple in its best condition, should,
as far as possible, take the food in
a dry state, and should cultivate the
habit of chewing the food until all
the soluble parts have been thor-
oughly dissolved and reduced to a li-
quid state. As a rule, this will not
be until a sufficient amount of saliva
has been secreted to wash out of the
food all substances having taste; that
is, each morsel of food should be ch-
ewed as long as there is any taste
left in it. Strongly flavored sub-
stances which are wholly soluble should
be held in the mouth until so diluted
by the saliva that their flavor has
nearly disappeared. Any one who
will take the trouble to adopt and
carefully follow these suggestions
will be more than amply rewarded
by the increase in strength and en-
ergy, the greater enjoyment in eating,
and the disappearance of gastric dis-
turbances of various sort; in fact,
nearly all forms of gastric disease,
except a few incurable maladies, may
be quite readily cured by the follow-
ing of this simple suggestion alone,
providing, of course, that the food is
of a proper sort."

The once sacred histories which
narrate that man was originally a
most vigorous, perfectly organized
and physically and mentally power-
ful being, enjoying a life term that
extended through centuries, but that
from various causes he has degener-
ated in health and vigor, and that
his life has been shortened to its
present span, when surveyed from
the standpoint of human experience,
seem far more reasonable than the
claim of modern science that man
has reached his present condition by
a long course of evolution and de-
velopment from the depths of the
lowest and most degraded brute ex-
istence.

On the contrary, Dr. Kellogg, in
the book quoted, calls attention to
the overwhelming accumulation of
facts which indicate that on the
whole the human race is declining in
vigor and stamina instead of advanc-
ing. Entire tribes and races of men
are becoming extinct under our eyes,
and new species of maladies and new
varieties of known diseases are con-
stantly making their appearance. In-
sanity, epilepsy and imbecility have
increased enormously during the ex-
perience of the present generation,
and the evidence is vastly more to-

wards the existence of a state of phy-
sical decadence than of progress.

Alcohol, tobacco and many injuri-
ous drugs were unknown to earlier
generations, alcohol having been in-
vented by the Arabian alchemists
about the time America was discov-
ered, while tobacco was found in
America and was introduced thence
throughout the world. Opium, al-
though known to the Asiatics from
early times, has only grown into
common use in modern times, and
has only become a curse to the Chi-
nese since the English occupation of
India.

There are other drugs even more
baneful in common use and they are
the products of the science of to-
day. The adulteration of food has
become so systematic and regular a
business that the public food supply
is too often an accumulation of poi-
sons. It is difficult to imagine that
under such conditions the human
race is progressing in health and
vigor. On the other hand, the con-
viction forces itself upon the obser-
ver that the improved knowledge and
increased resources of medical sci-
ence are not even able to cope with
the multiplying foes of health, and
that the constant encroachments of
the death-rate upon the birth-rate in
even the most advanced nations, in-
cluding our own, are enough to ex-
cite anxiety and horror.

In this country there is a good
deal of objection to the subsidy for
American ships. Whenever that
proposition is advocated it calls out
criticism that is long and loud. The
British government and the British
people have no such scruples. They
have given large subsidies to the
Cunard Company, which is distinctly
English. Generous donations are
made, handsome pay given for carry-
ing the mails and \$13,000,000 loaned
at less than 3 per cent. The English
see no objection to ship subsidies.
The Government's generosity gives
the Cunard line quite an advantage
at the start in competition. The
United States withholds such favors,
but "gets there just the same."

The new 1903 city directory, just
issued by the Grand Rapids Direc-
tory Co., is so manifestly inaccurate
as to be a disgrace to the city. The
work of compilation appears to be
done in a more slovenly manner than
usual and the classification of trades
and professions is not only absurdly
ridiculous, but bears conclusive evi-
dence of bad faith on the part of
either the solicitor or compiler. The
printing and binding are the only re-
deeming features in the publication,
both being done in a thoroughly
workmanlike manner.

Chauncey M. Depew is home from
Europe with a cargo of optimism.
President Roosevelt is to be nomi-
nated by acclamation next year, pros-
perity is to continue and all things
are to go on happily. Chauncey is
in great good humor and so is his
wife, it seems. "My wife consulted
all the physicians of fashion in Par-
is," he says, "and purchased several
stunning gowns."

THE COMING CONFLICT.

Hon. Peter Grosscup, Judge of the United States Court at Chicago, recently made an address before the Lutheran Assembly at Dixon, Ill., on the operation of trusts and monopolies, in the course of which he asserted that, because the people are afraid to invest their money in trust stocks and bonds, they have withdrawn it from business and deposited it in bank. It is true that only speculators put money in trust stocks or in railroad stocks. Small capitalists do not touch such investments, because they know that those stocks are being constantly manipulated for purposes of speculation, and there is no assurance that the stock has any real value. People have seen hundreds of railroad corporations sold out for debt, entailing an absolute loss on the stockholders, and there is no assurance that the stock of a railroad trust or of any other trust has any fixed or real value when the bondholders have a mortgage on the property. The stock may be worth something or nothing, but so long as there is any property the holders of the mortgage are the real owners.

The real reason why so much money has been withdrawn from business and hid away at a small rate of interest is that the trusts are rapidly driving out of business all small manufacturers in their line. There is a certain economy in a trust, because it consolidates the business of numerous concerns into one. In this way there are fewer presidents, bosses, superintendents and the like. There are a few high-salaried men, and all the other employes are forced to accept what they can get or lose their employment entirely, because there are no competitors who would be glad to employ them.

Not only are the manufacturing and mercantile trusts driving out of business all competitors, but the labor trusts are assisting to increase and multiply the despotism of monopoly. The small manufacturer finds himself engaged in frequent conflicts with his men, whose exacting demands are always increasing, and the concern that was too small for the capitalistic trusts to buy out, and has escaped, by some lucky chance, being crushed out, succumbs to the tyranny of the labor trust. They withdraw their money from business and wait for better times.

Meanwhile the struggle between the great capitalistic trusts and the labor trusts goes on. Both sides are powerful and each is confident of its ability to overcome the other. The struggle will go on as it has been going, and years may pass away before the grand decisive conflict shall be fought, but the day will come. Labor will either open the battle, or it will respond to a lockout in some important industry by a general sympathetic strike. Then all business will stop. Nobody will be earning anything; the manufacturers of the various articles of consumption will cease to produce anything; transportation of necessaries will cease, and there will be universal

distress and suffering. The enraged people, without rhyme or reason, will burn many of the idle mills simply because they are idle, and great destruction will be wrought upon the idle railroads for the same reason or lack of reason. There will be enormous disturbances of social order and a state of things more frightful than can be well imagined, but it will end in one side being starved out, and whichever shall be found to possess the greater powers of resistance will conquer.

All this will happen because the American system has in it no provision to prevent such an occurrence or to deal with it when it shall come to pass. Although the secession of a state was generally claimed and widely acknowledged to be a right, no provision had been made for such a contingency, and when it became a reality it brought on a revolution which shook the American Republic to its foundations. Just in the same way a tremendous conflict is going to occur between labor and capital, because no provision has been made to prevent it. Already conditions of extreme unfriendliness exist between the two parties. There is no means for the adjustment of differences between the two save what can be accomplished by force or mutual concession. It is quite as frequently that violent means is employed as that peaceable measures are adopted, and this state of things goes on, and will go on until it will end in a frightful conflict.

From the beginnings of organized society judicial tribunals were in existence to settle disputes over claims to property and rights. The necessity for such authoritative adjudication of those claims was at once recognized. But combinations of capital and of labor were unknown in primitive times when judicial courts were instituted, or else the wise men who invented the courts for settling other disputes would have made provision for the adjusting of labor controversies. But labor disputes are matters of the present day, a period when there is no statesmanship in the land. The controversy between labor and capital, or what is the same thing, between employe and employer, threatens the very greatest evils, and yet there is not only no legal remedy, but there is no disposition to provide one, and so affairs are allowed to drift until they will sooner or later be driven to destruction upon the rocks and breakers of internecine war, a warfare which in all probability will transform the Republic, already in no small degree changed from its original purpose and condition by the war of secession, into the Empire to which it is steadily tending.

The only way in which a tremendous labor trouble can be prevented is by the establishment of a proper, efficient and authoritative labor court to adjust and settle all matters of difference that may exist or grow up between employes and employers. This will not be done, however, because both sides are strongly opposed to it. Both sides are waiting for

the grand struggle in which each hopes to destroy the other. The politicians in state and National legislatures will take no action towards protecting the country from such a peril, because they are equally subservient to the Capitalistic Trust and to the Labor Trust, and when the great outbreak shall occur it will be too late to do anything.

There is nothing chimerical in this forecast. Many intelligent people have already foreseen it and many more are looking forward to it with great anxiety and apprehension. This is largely the reason why so much money has been withdrawn from business and is on deposit in vaults, where it can be taken out at a moment's warning to meet any great and terrible emergency, like another civil war, which will not, like the other, be drawn upon sectional lines and issues, but will be like that tremendous and awful conflict foretold by the ancient holy prophets, when the worst enemies of a man will be those of his own household.

The operating expenses of the Manhattan elevated railway in New York were reduced \$99,017 during the first three months following the introduction of electricity as the motive power. During the same time the company did an increased amount of business and provided better service than before. There can be no doubt that electricity is destined to have larger use in the future on all city and suburban traffic lines. It is to be preferred not only on account of its economy but its cleanliness. The smoke from locomotives is a serious nuisance in many communities.

So much cork is now used in the manufacture of linoleum and in shipbuilding that the protection of cork trees has become a matter of prime importance. Italy is taking steps to this end in Sicily and Sardina, where there are large cork forests, those of Calabria having been nearly destroyed in the making of charcoal. It is said that Spain is showing a like interest in protecting these trees, as the manufacture of corks is a large industry there. Only a few years ago the exportation of wine-bottle corks from that country amounted to about \$5,000,000 annually.

Simeon Ford, the witty New York boniface who has just returned from a sojourn in Europe, was asked if the cuisine in the hotels over there was not superior to ours. "Not at all," was the reply, "and our service in many instances is infinitely better. Why, the only two warm things that I could absolutely rely upon in getting abroad were the ice water and the butter."

The county jail at La Fayette, Ind., is being equipped with means to repel the attacks of mobs. Neither guns nor barricades are being erected, but water stand-pipes, which throw many streams at high pressure. Water is just as effective as bullets in discouraging lynchings. It dampens their ardor while inflicting no permanent injury.

Those fond of gossiping about Wall Street affairs say that there is great rivalry for financial supremacy between Messrs. Morgan and Rockefeller. Both are men of almost unlimited means. Both have worked themselves up to the head in the management of great affairs. There is almost nothing which they can desire which they can not buy and pay for in cash. Since they can not be content with equality they will naturally strive for supremacy. With this competition the general public has no immediate concern, but for all that it is deeply interesting. The rivalry will be watched and any change promptly noted. It is a struggle of giants, with resources that are enormous. Both have incomes far beyond the most extravagant expenditure for living purposes. They would grow rapidly richer if both retired from business and simply sat in receipt of their revenues. Both have so much money that neither can impoverish the other. If they settle down to a race for supremacy their fellow citizens will afford them a free field and the opportunity for a fair field.

An American who passed all too soon from the stage of life was John J. Ingalls, United States Senator from Kansas. If he was not a great statesman, he was at least an interesting and eloquent one. Ingalls was swept out of office by the wave of Populism that deluged the West, and, after some desultory attempts to return to Washington, he suddenly passed out of existence. He is buried at Atkinson, Kansas, and it is announced that his grave is to be marked with a large granite boulder, which he himself selected several years before his death. It will be inscribed with the name of the deceased and the following excerpt from his well-known essay, "Grass:" "When the fitful fever is ended and the foolish wrangle of the market and the forum is closed, grass heals the wound which our descent into the bosom of the earth has made, and the carpet of the infant becomes the blanket of the dead."

Whether pajamas shall be substituted for night shirts for the enlisted men of the Navy is a question with which the Department officials are now wrestling. Night shirts have been worn by the men from the first days of the Navy, but a maker of pajamas, who is looking for a large order and some advertising, has offered to furnish his brand of night garments at a tempting figure. He offers to prove that what the Navy needs is pajamas and not night shirts. The question will be passed up to Rear Admiral Taylor.

The Board of Health of Flushing, L. I., has issued a proclamation that roosters which crow before 7 a. m. will be treated as nuisances, which means that they will be killed or confiscated. The suburban poultry owners are now trying to devise some plan to silence their chanticles. It is suggested that hoods be provided for them.

Dry Goods

Weekly Market Review of the Principal Staples.

Staple Cottons—There has been little change in the conditions affecting the staple cotton goods market. Buying is being conducted in a conservative way, being confined closely to immediate requirements. The majority of buyers have little thought for future requirements. Export buyers are doing little. For bleached goods there has been a fair demand, running principally to 7-8 and 3-4 goods. Buyers complain of the slowness of deliveries on bleached goods, ticks, etc. There is a steady demand for ticks, but the market is in a well-sold position, and several factors are accepting further business.

Linings—Quiet conditions and strong prices characterize the lining market. The buying for the most part is for pressing needs. Sellers claim that any material increase in activity will be accompanied by an advance in prices. Moderate orders reported on percalines, silesias, kid finished cambries, etc. Mercerized goods are moving steadily at full prices. Individual orders lack size, however. The clothing people are buying mohairs, serges, alpacas, cotton warp Italians, twills and Alberts, in a fair way.

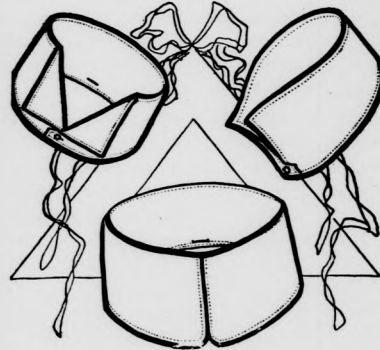
Wool Dress Goods—The showing of staple lines of spring dress goods is practically complete and fancy and novelty effects are also being opened. Buyers are operating in a conservative way, but at the same time have placed orders for a large aggregate yardage of staples, and semi-staples at prices that range from last year's level to 5 and in a few cases to 7½ per cent. advance over a year ago. Leading factors who have had their lines open the longest report themselves well satisfied with prospects. They say it is to be a good plain goods season, blacks, blues, grays, whites and brighter shades being well in evidence. Although it appears that prospects indicate an increased popularity for neat fancy and novelty effects it is contended generally that plain colors will easily lead in point of yardage distribution. Good orders have already been taken on broadcloths, chevots, tibets, sackings, Venetians. Sheer fabrics have also been well bought, including veilings, etamines, etc. Indications point to a large aggregate business on light, gauzy weaves of wool, cotton and silk. In novelty and fancy effects good business is predicted on Scotch effects, including chevots, tweeds, homespuns, etc. Mohairs in plain, dotted, striped and irregular effects are well considered. Twine cloths, canvas weaves, etc., are well regarded. Buyers are going through the showings in a thorough manner, getting their bearings in regard to prices and fabrics, and are gradually getting down to business.

Underwear—There has been no improvement in the general market situation, as regards the spring underwear business. On the contrary,

the volume of business under way reflects the fact that buyers are of an uncertain mood in many cases and have proceeded with their initial purchases about as far as they are ready to do at this time. There has been further evidence of a lessened demand during the past week. Despite the unwillingness of a considerable number of buyers to go ahead with their buying operations actively during the week, it is averred and with a good show of proof that a considerable number of more or less important buying factors have fallen considerably short of covering their normal requirements. In some cases it is reported buyers admit that they have not placed any spring business. These factors evidently are not willing to accept the current range of prices asked, and are, therefore, holding back with the hope of an easing up of considerable moment in the price of cotton yarns and a consequent impress on spring underwear prices. As a general rule, buyers have made a fair provision for their first needs, and a good many mills have orders in hand which should carry them along into the duplicate period. Unfortunately for certain manufacturers, the troubles do not end with the gathering of orders. From the evidence at hand it appears that several manufacturers have missed their yarn market. Having gone ahead and secured orders at a relatively lower price basis than marked the yarn market, they now find that this business is not profitable. They evidently took the chance of being able to buy their yarns considerably cheaper than they were quoted when they prepared their spring sample lines. As a consequence, they now find themselves in an unpleasant position. Not alone is it a question of price on yarns. In not a few cases manufacturers report that they can not get the yarns required. Much of the idle machinery would be in operation on orders if it was not for this difficulty of getting supplies of yarn. The manufacturer who has secured a good volume of business and has a good stock of yarn bought on a basis that gives him a safe profit is to be congratulated. The question of getting the required quantities of yarns is one of the most difficult propositions on the manufacturers' hands to-day. The opinion is frequently aired in the trade that a good many orders now on the manufacturers' books will never be delivered. The buyer, as a rule, does not take such talk very seriously and claims that it is for effect. It is very probable that when deliveries begin to go forward in quantity it will be found that not alone are qualities far inferior to a year ago, but that in many cases they fail to live up to the current season's selling sample standard.

Hosiery—The hosiery market is settling down into quieter conditions, buyers evidently having placed the bulk of their initial orders. Many buying factors who have recently been in the market have gone back home. Not a few buyers have been

Collars and Cuffs



In all the leading shapes

AT POPULAR PRICES

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.



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

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

Lowell Manufacturing Co.

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

Dress Goods

DRESS GOODS



We carry a large line of plain and fancy Dress Goods ranging in price from 9½c to \$1.50 a yard, and in width from 28 to 55 in. We also carry a very choice line of Waistings in plain and fleece backs in the following grades: plain white, white grounds with colored stripes and figures, colored grounds with white and colored stripes and figures ranging in price from 7½ to 38c a yard. Write for samples.

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

very conservative with their initial purchases, in some cases having bought only a fraction of their usual takings. They have taken exceptions to the prices demanded and are consequently holding off. Sellers say they will gain nothing by their "hang-back" attitude and claim that they will fall into line in the course of a short time and cover their wants at current levels.

Carpets—The carpet manufacturing industry continues to show a deal of activity. All the initial orders have been placed in the hands of the manufacturer, which alone, it is claimed, will keep many of the mills busy until the spring lines open in November. Not much interest is shown in the selling end just now in mill circles, but more attention is given over to orders that require early deliveries. It has been stated that many of the Eastern mills have accepted more business this season than is customary for them to take when they have been reported sold out for the season in previous years, and jobbers are speculating on the outcome as regards the fulfillment of these contracts. There is no question that the mills that have been in a position to run full this season have never experienced such an active market with conditions more in their favor in the annals of the trade. The total production of carpets this season is bound to show a considerable falling off compared with the amount of carpets turned out last season, through the fact that every Philadelphia mill was obliged to stop operations for over two months on account of the labor disturbances there, which at the present time are being settled. With over 80 per cent. of the ingrain production of the country stopped for that length of time, together with a half dozen or so tapestry and Brussels mills, the orders that would have been received by these mills went to the manufacturers not affected by the strike. This business, together with the usual amount received from year to year, gives the Eastern manufacturer the idea that the demands from the retailers are much larger than they really are. From what the jobbers say of the situation, there would be no reason to believe that there was such an enormous demand for carpets as is made out to be. There is no question, however, that the Eastern mills are heavily pushed with big contracts, but in the jobbing end the buying that has been done by the retailers has not been much out of the ordinary. In fact, what business the final distributors have placed has been in a number of instances of a very small volume. Conservatism seems to be the leading factor in their methods of contracting for their season's needs, and this will very likely continue until some ideas are formed as to what extent the public will come in and buy.

Rugs—Rug weavers are doing a very excellent business in nearly all lines of rugs and the amount of old business in hand will be sufficient to keep them in full swing for some months to come. Most weavers are

well sold up on the Wilton and body Brussels carpet-size rugs, while there has been a good deal done in large Smyrna rugs. Art squares are in very small demand.

We're Big Meat-Eaters.

If Germany does not remove the bars she has raised against the importation of American meat products, her middle classes will be left to the alternative of starvation or emigration, according to an investigation made by the National Provisioner.

That newspaper thinks there are indications that the restrictions governing meat importation will be lightened instead, to the great benefit of American trade, for the simple reason that, unless that is done, Germany can not feed her own people.

It figures that there are, out of the total population of 56,000,000, 7,000,000 German families, whose annual earnings average only \$315, or \$45 a head a year, and 5,000,000 more families that earn not more than \$500 a year, or \$100 a head.

Just how much meat these can afford to eat when that article was from 50 to 100 per cent. higher in price than it was here—and millions of dollars' worth have been barred since by the prohibitive meat regulations—can not be estimated.

Apart from the raising of prices by the restrictions of the supply, it is argued further that Germany can not feed her own people anyway. By official count a little more than two years ago the country had only 18,000,000 cattle, less than that number of hogs, 10,000,000 sheep, and almost 3,000,000 goats to feed her population.

Assuming that the same proportion is killed there annually as here and the weight of the animals to be the same, there would be only seventy-six pounds of meat a head each year, or a little over three ounces each day, for the whole population, which is clearly not enough.

With only 50 per cent. more population than Germany, the United States kills three times as many cattle, nearly five times as many pigs, and seven times as many sheep annually, and when all the great amount sent out of this country is allowed for, there is still left three times as much meat for every head of the population as there is in Germany.

That fact, the paper argues, makes us the biggest meat-eaters in the world, and the nation with the stoutest manhood, and in time it will make Germany come to us for some of our supplies.

Fully Explained.

A youth in a country school had very little appreciation of the talents of his teacher. The lesson was on the circulation of the blood.

"If I stand on my head," said the teacher by way of explanation, "the blood all rushes to my head, doesn't it?"

Nobody contradicted him.

"Now," he continued, "when I stand on my feet why doesn't the blood rush to my feet?"

"Because," replied the daring youth, "your feet ain't empty."

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.

To Whom It May Concern

Frank B. Shafer & Co.,

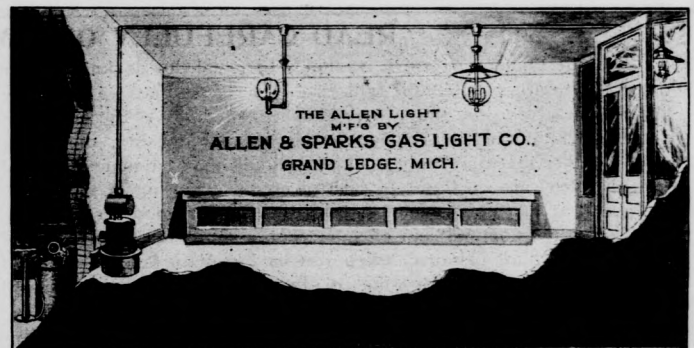
formerly State Agent for Safety Incandescent Gas Machine Company, have severed their connections with said firm and have now the sole agency for 24 counties in Michigan for the CINCINNATI INCANDESCENT "F. P." LIGHTING MACHINES, handled by

LANG & DIXON

Michigan State Agents, Ft. Wayne, Ind. The Cincinnati Incandescent "F. P." lighting plants have been tried and proven. They are also backed up by manufacturers and agents. Everything is just as represented in catalogues, therefore no disappointments. Let us tell you more and send one of our illustrated catalogues.

FRANK B. SHAFER & CO.

Box 69, Northville, Mich.



If you want the stillest running, easiest to operate, and safest Gasoline Lighting System on the market, just drop us a line for full particulars.

ALLEN & SPARKS GAS LIGHT CO., Grand Ledge, Mich.

HOME INDUSTRY

Why Not Have a Business of Your Own?



JOS H. HUNTER
Founder of the Home Knitting Industry in the
United States, Canada and England.

To whom it may concern:

Mr. Hunter, the founder of the home knitting industrial business throughout England, Canada and the United States, has known and done business with the following firms for a number of years, wherein thousands of dollars have been involved and all promises have been strictly adhered to and all business relations have been mutually agreeable and entirely satisfactory. His rule "To return any money if everything is not as represented" is certainly a safeguard to those who have not been fortunate enough to have met Mr. Hunter.

Carroll Foundry Machine Works, Bucyrus, Ohio; Geo. M. Savage Company, Newspaper Advertisers, Detroit, Mich.; Alden Advertising Agency, Cincinnati, Ohio; Creelman Bros., Manufacturers, Georgetown, Ontario, Canada; Wallwork Bros., Foundry, Manchester, England; Gibbs, Smith & Company, Advertising Agents, London, England.

Reliable People Wanted, Either Sex,
To Make Seamless Hosiery

\$12 to \$20 Weekly

EASILY EARNED.

Are you ambitious, are you looking for a pleasant and permanent business which offers good returns? WORK AT YOUR HOME under the direction of the Home Industrial Knitting Machine Co. No previous experience required. Work for many more, knitting for the New York market. Large demand. Good prices obtained for all work. To avoid delay and extra correspondence, we herein explain our full plan.

VIEWS OF MACHINE

And a few samples of work. Knits a variety of goods. Anything made on a knitting machine, but Hosiery is the principal demand. Work winter and summer. Both men and women can engage in this work.

WORK WINTER AND SUMMER

THE
HOME
MONEY
MAKER



Greater and Faster than a Sewing
Machine.

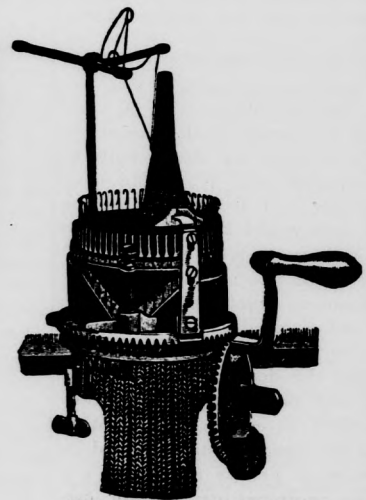
Machine is simply operated by turning the crank, and although making 10,000 stitches a minute it is easily and quickly learned, and will last as long as a Sewing Machine.

The above illustration in miniature gives an idea of the simple working of the machine in operation by a young girl.

A PAIR IN
THIRTY
MINUTES



GOODS WORN THE WORLD ROUND



THE HOME MONEY MAKER

HIGH SPEED, AUTOMATIC MACHINE
Knits SEAMLESS with single or double Heel and
Toe. Knits fine or coarse, without extra cylinders.
Machine weighs 20 lbs. boxed, and can be fastened
to any ordinary table or bench.

READ CAREFULLY OUR METHOD OF DOING BUSINESS

In undertaking to furnish machines to people to do knitting for the trade in their homes, it will readily be seen that we not only benefit ourselves, but the people thus engaged. We therefore are supplying a number of reliable people in each locality, our home money-maker machines on a cash or trial and easy payment plan and furnish them yarn on terms of cash or credit, disposing of their knitted goods at the highest market price, fast as the goods are sent us. We charge the nominal sum of 5 per cent. commission on all sales of knitted goods; for instance, when you have sent in \$100.00 worth of goods, our charge for disposing of same for you at 5 per cent. will be \$5.00.

AFTER LONG EXPERIMENTING, the founder of this business has been able to produce a high speed automatic machine, by which all seamless knitting is now done, with fine or coarse yarn, without extra cylinders, on this, our family Home Money-Maker Ma-

chine, thereby enabling any one of ordinary intelligence to quickly learn to do the work from the simple Instruction Guide. All that is required is that you use the machine according to the simple instructions. The machine being made expressly for manufacturing purpose and the operation so simple, it cannot make a mistake in its work. You need have no hesitancy about any trouble or difficulty, or we would not undertake to send machines on trial. You can learn the machine at once and make money rapidly.

There is always a demand for hosiery and knitted goods, they are staple as flour, consequently there is work Winter and Summer, all or part of your time knitting at your home and sending the goods to us to sell for you.

MONEY TO BE MADE. By a little calculating you can satisfy yourself that you have an unequalled opportunity to make money. Three pounds of two-ply yarn (35 cents per pound) will make one

dozen ladies' hose, which the machine will turn out in six hours. The one dozen will sell at not less than \$3 per dozen, if properly made. The three pounds of yarn costing \$1.05 and the dozen hose selling at \$3 leaves you a profit of \$1.95 per dozen. This profit is figured on a short and easy day's work. If profit is more you get it, but any time you send us salable goods to sell for you, which have been knit with our own yarn on our seamless machine, and prepared for market and fail to realize at least a profit of \$1.20 per dozen pairs on ladies' hose, \$1.20 per dozen pairs on golf hose, and \$1.44 per dozen on Toques, over and above freight charges, then you are privileged to send back your machine and receive amount paid for same. We guarantee to report sales with remittance within two to five days after receipt of goods, we deducting 5 per cent. commission for selling the goods. Right here we will say, if you prefer to buy yarn and knit for your neighbors and home trade, you are privileged to do so.

DISTANCE IS NO HINDRANCE in this business. We being centrally located and knitted goods being light, the cost of transportation is but little, which we pay for you when desired and charge to your account. The work, as we have stated, is simple and rapidly done; the machine, having a capacity of 10,000 stitches a minute, will knit a pair of hose in 30 minutes, better and 84 times faster than by hand, consequently where time is devoted to the work you can readily see that there is good profit in the business, \$12 to \$20 or more easily earned per week, according to time devoted to the work, and we advise those who have the money to spare and the room, to employ several knitters, which will add still more to our mutual profits. It is possible for you to become a manufacturer on a large scale if you possess the ability to manage others, although the same attention is given to individual operators.

SIMPLE TO OPERATE. The machine can be operated by any one of a family and any of these goods quickly made. Any energetic person or family in town or country can sustain themselves comfortably, be at home and independent. The simple Instruction Guide shows how all work is to be done for the market. Each machine is sent out with trial lot of yarn, and when this is knit up and returned to us to see if you followed instructions to make salable goods, we send a larger quantity, either for cash or on credit, to knit up to the best advantage. Any yarns we furnish on credit will be deducted from the sale of your goods, and at any time you can buy yarn cheaper

from your home mills or stores you have the privilege of doing so.

DO NOT ASK US FOR OTHER TERMS. Our interests are mutual. We guarantee fair dealing and prompt payment for all goods we sell for you, so do not ask us to deviate from our terms, as we cannot make a distinction with one and not another, as you must admit that an extensive business must be governed by business rules.

OUR TERMS AND PRICES are herein given. The machine with all necessary accessories we furnish is our \$50 machine reduced to \$40. Expecting to derive our main profit from the commission on sale of knitted goods, and for the benefit of those wishing to pay cash and buy outright their machine, we are allowing 25 per cent. discount, making the net price only \$30 cash. This plan saves a great deal of tedious detail work in our offices. To those wishing machine on trial and easy payment plan we furnish at the price \$40, with no discount. Of course this latter plan gives us a great deal of detail work in our offices, and no matter how careful we may be in placing machines we are constantly meeting with some losses, through unscrupulous persons, consequently we cannot give a discount on machines ordered on trial and easy payment. Besides, we will be put to the expense of insuring all machines placed on this plan against loss by fire. Our terms and prices are likewise fully set forth in the order forms below.

EACH MACHINE is set up for work, thoroughly tested, and a sample of work partially knitted left remaining in the machine, and before it leaves the factory it is thoroughly tested by overseers to make sure each machine is all right, because we guarantee each machine not to break down even under a great stress of work, the same care and precaution being used as with the sewing machine manufacturers in sending out their machines. You need have no fear on score of repairs, etc., as there will positively be no expense to you after the purchase of machine, nor need you have any fear as to being able to operate machine, for in fact it is more easily learned than a sewing machine, although the work as it comes from the machine appears more wonderful. There is absolutely no necessity for a teacher or personal instruction, as nine-tenths of the people working the machine have never been to our offices learning from the instruction guide.

Martinsburg, Blair County, Penn.,
August 21, 1903.
Home Industrial Knitting Machine Co.
Dear Friends—Enclosed find a sample that I knitted on the machine. Trust it will prove satisfactory for sales. I am pleased with the machine and will be pleased to receive the yarn and I will use it up to the best advantage and send knitted goods to you to sell, and then you can keep out 5 per cent. and the pay for the yarn. Please let me hear from you. I remain,
Your friend,
LIZZIE WAGNER.

Notice—This is the first sample by this lady and it is salable and she starts to work.—Company.
Stamwich, Conn., July 29, 1903.
Home Industrial Knitting Machine Co.
Dear Friend—I received the knitting machine and found it just as you state, simple and easy to work, but I shall be unable to do any work for two months and then I will send for more material when I commence to work. So I enclose the balance of the money, which pays for machine. Yours truly,
MRS. MILDRED MERRITT.

Stocton Springs, Me.
Freight and Express, Belfast, Me., B. & M. R. R.
Gentlemen—Yours of the 23d received. I enclose \$5 for yarn in colors, either gray, brown or drab. I am anxious to get to work, can give all my time and want to put out six or eight machines after I learn the business thoroughly myself so I can teach those I shall employ.
EDITH L. PARSONS.

WM. LIVINGSTON,
Broker and Commission Merchant, 428 Broome Street.
New York, June 2, 1903.
Home Industrial Knitting Machine Co., Detroit, Mich.
Dear Sirs—I am prepared to sell all the hosiery, etc., knit on your machines, you can send me, at the highest market price.
Yours truly,
WM. LIVINGSTON.

DOMINION NOVELTY COMPANY,
1 Portland Street.
Southampton, England, April 6th, 1903.
Home Industrial Knitting Machine Co., Detroit, Mich.
Gentlemen—Please ship us 500 dozen more, same as last goods.
Yours, etc.,
DOMINION NOVELTY CO., C. J. Godfrey, Manager.

Write your name and full address plainly in all communications to us. Send all communications and parcels to the Receiving Department, and make all remittances payable to

HOME INDUSTRIAL KNITTING MACHINE CO.

Home Office Whitney Building, DETROIT, MICHIGAN

\$40 TRIAL EASY PAYM'T CONTRACT ORDER FORM

Use This Form Only For Trial Easy Payment Plan.
Families preferring to have the machine on trial to see how simple it is to operate and how much can be earned with same, must send us this Guarantee Order Blank properly filled out, with names of two references:
You may send me by express, "not prepaid," one machine with necessary accessories you furnish, with Instruction Book, ready to commence work, for 10 days' trial. At the expiration of which time I agree to send you \$1.00 and continue to send you this amount weekly, until the machine is paid for, or return everything at your expense if everything does not prove as represented, when you are to return the \$20.00 advanced. I promise to send you work to sell to the trade and allow you a commission of 5 per cent. for selling same. It is understood that the machine remains the property of the Company until paid in full.
Applicant's full Name and Address—Head of family if possible. State whether you can use more than one machine.

Date _____
References: { _____

\$30.00 CASH PLAN CONTRACT ORDER FORM

Use This Form Only When Ordering on the Cash Plan.
Home Industrial Knitting Machine Co., Detroit, Mich.
I enclose herewith money order for \$30, to buy outright one of your Regular \$50 High-Speed Automatic Knitting Machines with material, instructions, yarn, and all necessary accessories you furnish with the machine, all of which are to be sent to me by express "prepaid." It is understood that you will furnish me yarn for cash or on credit at wholesale prices, charges prepaid, and all knitted goods I send you to sell to the trade, I agree to allow you 5 per cent. commission for selling same.
You must use this form only when ordering on the Cash Plan, and state on the following lines how much time you intend to devote to the work, and how you wish to be paid for goods we sell for you, weekly, monthly, or as goods are sent in. We prefer to pay promptly by Bank Draft or Check to avoid unnecessary detail work in our offices.

How much time _____ How to be paid _____
Here state if you can employ more than one machine _____
Here the sender (head of family, if possible) must sign full name and address:
Mr., Mrs. or Miss _____
Full Address _____
Nearest Express Office _____

RICH PEOPLE.

How Some of Them Treat Their Grocery Bills.

The worst of all bad debts possible for a grocer to contract is the debt he contracts with a customer perfectly able to pay it.

I don't mean by that it is worse in the sense of not being collectible, but in the amount of worrying that the grocer has to do before he gets it.

The worst debtors on earth are the rich. Not needing money themselves, they can't conceive how anybody else can.

So they run up large and juicy grocery bills and go to Europe, leaving them unpaid. The grocer is just as sure to get his money—sometime—as he is to go to heaven, but he may go through bankruptcy half a dozen times before it comes.

In Philadelphia during the past few weeks a retail grocer whom I knew well has died suddenly. He worked late one night and next morning was found dead in his store, his poor old head resting on a pile of delinquent statements. The coroner's verdict was heart failure, induced by some organic trouble; but I knew better.

I am just as sure that that man committed suicide as I am that I am living at the present minute.

He came to me three months ago to see if I could help him borrow money. I could not, I am sorry to say, because I belong to the borrower class myself. He let enough out at the time to tell me that he was in serious business difficulties. Not because he was not doing the business or because he was not making money on it, but simply because nearly all his trade was among the rich, whose charming habit of going away for the summer leaving their bills unpaid had left him stranded high and dry.

If this grocer had had capital he would have had a cinch. He established his store right in the heart of one of the most exclusive residence sections of Philadelphia, about three years ago.

He thought in a neighborhood like this he would be in clover, and so he was—away over his head in it.

This grocer took care not to offend the fastidious taste of the people around him by opening any sloppy store. He had a black oak front put on his first story and had grill work over the top of his door. His sign was a small brass affair, not much larger than a doctor's, and it was screwed on one side of his door post.

The windows were small, and he had hard-polished oak floors put in them. Only a few articles were displayed in them at a time, and the general effect was one of extreme exclusiveness.

The goods he sold were nearly all of the highest class, and maybe he did not soak up the price. As I say, he would have had a cinch if he had only had capital enough to tide him over until his customers got good and ready to pay their bills.

But he did not have, and there is the rub.

The store was such a dainty affair that the people of the neighborhood took it up and a nice business resulted within a very short time. The man sold the goods and he sold them at a big profit, but he could not get his money. He would send statements at the end of every month; no response, at least not much. After sixty or ninety days he would send a polite note asking remittance; practically the only result that that brought was indignation at his presumption.

Well, the poor fellow struggled through it for two years, doing a splendid business, but always hard up. It was especially hard in the summer time, when his people went away for three or four months, almost never remembering to settle up first.

This summer it was particularly bad, because a larger proportion of the rich deadbeats—isn't a deadbeat a man who does not pay his

debts?—went away in May to come back in September or October.

When this grocer came to me for money—what are you laughing at?—he told me he had about \$6,000 on his books. He said he had a few customers who only paid once a year. One family owed him nearly \$600—think of that! If he had sued he could have gotten his money without the slightest question, but there would go trade amounting to nearly \$1,000 a year.

This store practically did no transient trade at all; there was almost no cash coming in; so you can see his plight. He told me that day he simply must have money or go to the wall. He owed big bills, and had been out that very morning with a sheaf of bills trying to get a little money in on them. Although he had spent three hours out, he had collected but \$10.

So between you and me I was not surprised to hear that he had been "found dead from heart failure."

Poor devil! Whose heart would not fail?

The last people I would want to sell if I were in the grocery business are the very rich. That is, unless I had a great big capital. You have to handle them like eggs. If you so much as hint that you would like a little money, they get hot and huffy and flounce away somewhere else. Every minute it is a case of holding back your temper and toadying, toadying, toadying—waiting their own good pleasure to pay their righteous obligations—staving off your own debts in consequence—smiling pleasantly when you would like to smash their indifferent faces!

This particular grocer only lost his temper once, and then the aggravation was particularly great. He had a customer who had been offensively indifferent to the payment of her bills. She did not buy much, either, and had rubbed it in by superciliously refusing to recognize the grocer on the street.

Lily White Flour

"The Flour the Best Cooks Use"

Has for many years been the favorite with Michigan people.

They like it because it is wonderfully good flour and because it is ALWAYS good.

It never deceives any one—it never disappoints.

It doesn't try to be awfully good one day and then make up for it by being terribly bad the next.

It's so natural for it to be good that it never thinks of being anything else.

Those who use it would be shocked if any one suggested that it COULD be poor.

They have used it so long and it has proven faithful on so many trying occasions that the idea of its ever being anything but the best flour on earth never occurred to them.

And they're right about it.

It is the most uniform and reliable flour on the market.

You can trust us for that.

We watch it closer than a cat does a mouse.

We buy only the best Michigan winter wheat, employ only the best millers and use only the best machinery.

The demand for LILY WHITE FLOUR is so great that sometimes we can't make it fast enough.

Nevertheless we'd like to have YOU sell it. We'd LIKE to have you sell it right along, and if you TRY it we're pretty sure you'll thank us for making it and for telling you about it, too.

There's never any trouble with it. You'll never have any returned. It's easy to sell because those who try it become so enthusiastic that they can't help talking about it and that's the least expensive and the best advertising you can get.

Better get your order in early. The sooner you commence the sooner you will find out what a real, live, hustling flour business is like.

Valley City Milling Co.,

Grand Rapids, Mich.

You know how delightful it is to have a man who owes you money cut you. It is different when you owe him money; then it is a case of really not seeing him.

The grocer had been trying for weeks to collect a paltry little bill of \$2.76. He had sent statements and bills and notes—simply to get the charge off his books. Finally blood came up in his eyes and he wrote a short, sharp, insulting note that if the bill was not paid by a certain time he would collect it by law.

The deeply offended lady strode down to his store and started to open her guns on him. He had his all primed and ready, too.

"I would like to know what you mean by such an indignity?" she said angrily. "I—"

"I mean exactly what I say!" retorted the grocer. "That bill has been standing so long that I am tired and sick of it. I want it paid, and if it is not paid by the time I said I will give it to a lawyer."

The lady was white with anger.

"I will never buy another cent's worth here as long as I live!" she said.

"I hope you won't," said the cocky grocer. "I don't want you to. I don't want the trade of anybody where I have to lose sleep over getting my money! All I ask of you is to pay that bill!"

She paid it like a queen of tragedy and quitted his roof.

He was perfectly right. Possibly not very diplomatic, but he told me himself that he had become so chafed and disgusted by the way people of the rich class treated their bills he had to use that incident as an escape valve.

No rich people in mine, if you please!—Stroller in Grocery World.

Queer Articles on Which Checks Have Been Written.

"Linen collars have served for checks," observed the paying teller of a local bank the other day, "and so have slates, fragments of birch bark, pieces of white skirt, even dogs and men."

"A saloonkeeper uptown wrote a check for \$5 on the inside of a turn-down collar last month, and it was brought to me to be cashed. I honored it and the saloonkeeper won \$20. He had wagered that the collar would pass."

"In Trinidad—a lively Colorado town—a chap named Morris Kent painted a check on a white bulldog. Kent was in the Black Horse Tavern of Trinidad, with a full load on and ran out of money. So he rang for a pot of red paint and a varnish brush, and on the sleek white side of his dog the original cuss drew a check, payable to bearer, on the Trinidad Bank. One of the boys led the dog to the bank and there the teller, who was Kent's friend, cashed the check and erased it. The dog returned to Kent with the money in its mouth."

"There's a story—as old, I guess, as the Bank of England—of a sailor who had a check tattooed on his back. It seems he had been shipwrecked with a friend—shipwrecked

and left on a desert island. His friend was an officer and had money at home, but there was no one for him to leave it to. Well, in course of time (they were seven years on the island), the officer took sick. The sailor nursed him and was very kind to him, and he, in his gratitude, said:

"George, my boy, I can't last much longer, and I want you to have my money when I'm gone. I want you if you ever get clear of this accursed place, to enjoy life, George—to go to the vaudeville and drink champagne and dance with the girls and drive in a hansom cab. So I'll just tattoo on your back a check for all I possess, payable to you, the bearer."

"George stripped to the waist and knelt down, and the officer, using a fishbone for a needle and some pokeberry juice for ink, tattooed the check on George and signed it with his exact signature in a very clever way. Then he turned oven and died."

"George was rescued and the check, after a long lawsuit, was honored. During the lawsuit George, for convenience, had a big square hole cut in the back of his vest, shirt and undershirt, so that without stripping he could just peel off his coat and show the check. Even then he blushed when there were ladies present, for he was a very modest man."

Recent Business Changes Among Indiana Merchants.

Delphi—Thieme & Schlesselman have sold their stock of dry goods to Ernest Thieme.

Indianapolis—Walter H. Harris succeeds W. R. Harris & Son in the retail grocery business.

Indianapolis—The Sloan Drug Co. has gone out of business.

Jeffersonville—R. D. Perkins has sold his general stock to E. D. Hinderhot.

Liberty—Mrs. F. V. Bowers, dealer in notions and stationery, is succeeded by J. F. Morgan.

Pendleton—F. B. Amian has sold out to the T. M. Warne Milling Co.

Pendleton—Geo. A. Phipp, dealer in flour and feed, has sold out to Jos. Copeland.

Westfield—Beals & Jones are succeeded by Beals, Jones & Co. in general trade.

Winchester—Martin & Slusher have bought the grocery stock of J. C. Meier.

Zionsville—Rogers & Bender, manufacturers of vehicles, are succeeded by W. B. Bender.

Martinsville—C. P. Carleton has sold his drug stock to J. M. Carleton, who will continue the business at the same location.

Uncle Sam is pretty slow in some matters. Five pouches of mail matter taken from a Spanish vessel in 1898, and which have since been in the possession of United States officials, have just been ordered sent to Havana, Cuba, and Progresso, Mexico, to which places the contents were addressed. After five years the letters will have little more than historical interest.



Grand Rapids, Mich., Feb. 13, 1903.

Rapid Heater Co., Limited, City.

Gentlemen:—The No. 3 Rapid Heater which you installed in my home at 290 South Lafayette Street is a success in every way and we are much pleased with it.

We have twelve rooms and have no difficulty in keeping the rooms at 70 degrees in the coldest weather, and I have found this heating system to be the most economical of any I have ever tried, and for your benefit might add that I used hot air and steam previous to this system.

With the steam apparatus I heated fourteen rooms and burned 23 tons of coal last winter and this winter with your heater I will not use to exceed 10 tons of coal and have an even temperature night and day.

I am convinced it is the most economical heating system on the market.

Yours very truly,

F. A. Harvey.

Can you say this about your home? If not better write us and find out the "Rapid" way of heating homes comfortably and economically. It costs much less this way, and is so much more satisfactory, too

The new "Rapid" catalogue mailed for the asking, giving comparison of fuel costs with different kinds of heat and telling just what you should know about heating.

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

Time is Money

Our
Loose Leaf Devices
are money savers
because
they save time

Write for
Catalogue

Grand Rapids Lithographing Co.

Lithographers, Printers, Binders,
Loose Leaf Devices for Every Imaginable Use

8-16 Lyon Street
Grand Rapids, Michigan

Clothing

Fashion Echoes From the London Market.

A very good material for motor overcoats is a fabric called Devon cloth—a closely woven, felted cloth, similar to a box cloth. One excellent type of coat, and one that will be worn a good deal, is made on the sack principle, with a back yoke, while the vest or back is cut wide, an allowance being made for a pleat similar to a "box pleat." It is advisable to have a waist-strap behind to take up the looseness of the back, but this strap should be free when in the car. The coat is of course double breasted, has plenty of lapping, buttons right up to the neck, wide collar (similar to the well-known "Eton" collar) made of the same material as the coat. The fulness of the garment increases steadily from the neck downwards, giving the knees plenty of room. There are two outside pockets, one on each breast, the openings being quite vertical. There are four buttons outside, and the sleeves have cuff straps and buttons to keep cold drafts from the arms.

The day has gone by when one could dress just as one liked for sport on the moors, or, indeed, for sport anywhere. People are now expected to look as smart and as neat, even on lonely shooting expeditions, as they would in society. The only difference is the style of clothing. The great thing is to combine smartness with appropriateness. Riding jackets have the ordinary collars; the fronts are quite straight and nearly square, the rounding off starting about an inch from the angle. Though these jackets are single breasted they have two outside breast pockets with full sized flaps. The breast pockets are cut on the slant, other pockets horizontally. The material used may be of black vicuna or of natural-finish worsted; but probably the best result is obtained by using a tweed or a Scotch cheviot. For hunting a stout scarlet serge, with not too rough surface, is employed.

Riding breeches should have plenty of room from "crotch" to knee, which will give ease and freedom to the legs. Properly made breeches should allow of a sufficient stride length without making the garment uncomfortable or unsightly when out of the saddle. The seat should be free from rucking; knee grips level and snug.

A very nice shooting suit has a smart appearance. In one that will be worn this fall the knickers are made without knee bands, and not too baggy for rapid walking. In the coat the yoke, front and back, gives the shoulders the necessary fit and smart appearance, while the rather full pleats in front allow vigorous motion with the gun. The best materials to use are a loose cheviot, tweed, or homespun in a quiet check pattern, with a little green in the yarn. The leather tops, covering the tops of the laced boots, have four buttons. The cap to be worn is, of course,

made of the same material as that employed for the suit.

I have read in the press that the real Panama hats are not so much worn this year in the United States. It is just the reverse in London. Prices in London are anything from £15 (\$75) and upward. I believe the King has one which cost \$400, which is by no means a record price. I may add that hitherto King Edward has worn a Homburg or Alpine made of Panama grass. The very high price which it is essential to pay for a real Panama keeps them from becoming common—which is just what the very exclusive world here dreads. Clerks and small tradesmen cannot afford the high price demanded for a real Panama. Of course, there are numerous imitations about, but one can easily detect the real thing from the imitation. There is still a heavy demand for the genuine hats, and they remain fashionable among well-dressed men.

The wing collar seems to be steadily ousting the double collar from its place of supremacy. The wing collar, with the turned down corners rather small, can be worn now with a morning coat, or with a dinner jacket. It is occasionally seen with a frock coat. I believe that a modified wing collar, with wings oblong instead of triangular, has been patented.

By the way, writing about collars, reminds me that it is said the round wing collar is a favorite for evening dress wear; the ordinary stand-up, slightly thumbed out at the corners cannot, it is argued, be beaten for wearing with the full waterfall pin tie and for lounge and sporting wear. The double collars this season are much shallower than was the case last year. The real polo collar is being worn for all sorts of outdoor sports. Knot should be worn with low collars, as they have a smaller effect than bows.

Single-breasted reefer jackets are being worn now rather a good deal. The collar and lapels of a single-breasted reefer are made rather wider than in the ordinary jacket of the day.—Chicago Apparel Gazette.

Life's Little Duties.

It may be doubted if it is within the power of any one man, however great and powerful and gifted, to change the current of the world's affairs, but there is scarcely any one who will contend that civilization would not advance, the world become better, and life for all grow more beautiful if each citizen would perform the simple and apparent duty which he can easily do.

There is one sure way of reforming the world, and that is for each person to contribute his mite.

A young woman employed in one of the city departments in Chicago, as a stenographer objected because the man at the head of it persisted in whistling when he wanted her instead of calling her by name. The man has been suspended. It was discovered that besides being no gentleman he was an inefficient officer. It is often so.

"Just as Handy as a Pocket in a Shirt"

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



Clapp Clothing Company

Manufacturers of Gladiator Clothing
Grand Rapids, Mich.

William Connor, President.

Wm. Alden Smith, Vice-President.

M. C. Huggett, Secretary and Treasurer.

The William Connor Co.

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

Wholesale Clothing

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

That Air of Jauntiness

which is a distinguishing characteristic of

PAN-AMERICAN GUARANTEED CLOTHING

added to our famous guarantee,

"A NEW SUIT FOR EVERY UNSATISFACTORY ONE,"

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



Men's Suits and Overcoats
\$3.75 to \$13.50

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

WILE BROS.
& WEILL
BUFFALO, N.Y.





Main Building, New York

THE BIG FALL
NUMBER of the
catalogue that
fills the build-
ings on these
two pages with
business is now
ready. Ask for
Catalogue J475.



Shipping Warehouse, New York



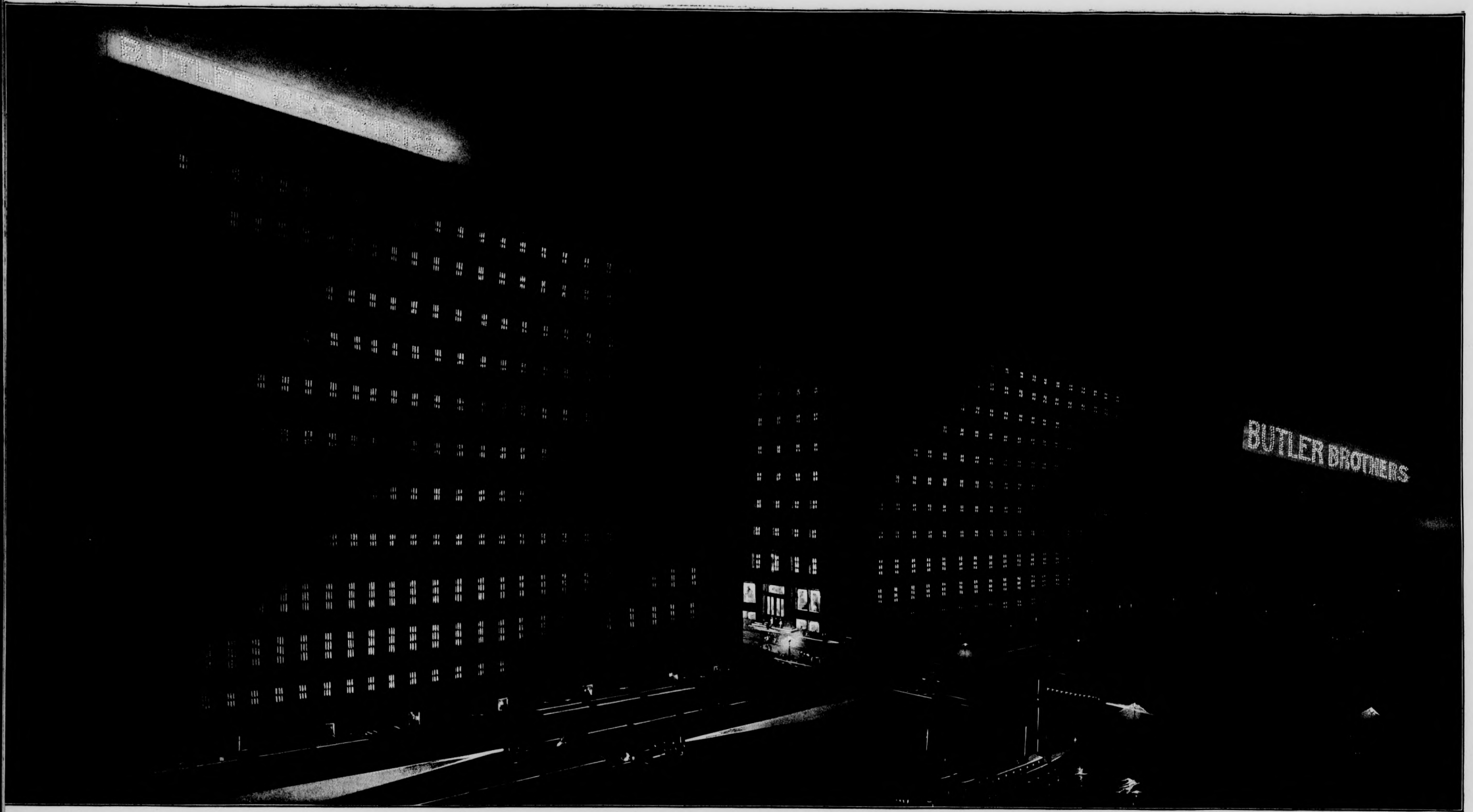
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to merchants. Ask for
Catalogue No. J475.
BUTLER BROTHERS
NEW YORK CHICAGO ST. LOUIS



Main Building, St. Louis

THE BIG FALL NUMBER of the catalogue that fills the buildings on these two pages with business is now ready. Ask for Catalogue J475 . . . BUTLER BROTHERS, New York, Chicago, St. Louis.



BUTLER BROTHERS

NIGHT VIEW OF OUR CHICAGO HOUSE.

“THE LARGEST CONTINUOUS WHOLESALE PREMISES IN AMERICA.” An eighth of a mile of thirteen-story buildings. Over six hundred thousand square feet—nearly SIXTEEN ACRES—of connected floor area, of which we occupy and use every inch for our exclusive purposes. The buildings are joined by a subway under Randolph street, through which plies an automatic electric conveyor (or “movable sidewalk”), carrying goods back and forth from one building to the other. Thirteen stories high and nearly two blocks long. Six hundred and seventy-six feet of unbroken shipping platform bordering on joint railway tracks used by five great trunk systems. A private track nearly seven hundred feet in length runs along entire east frontage. Freight handled direct from car to platform, saving cartage, money, labor and time. Railroad station on the premises. Eighteen modern elevators. Splendid modern equipment for handling business with the maximum of economy and efficiency.

Glance Forward to the Coming Fall Styles.

A little glance forward to the coming fall styles is appropriate for this time of the year because where the clothiers have made their purchases to a large extent, a considerable further amount of purchasing will doubtless be done, and there are some features that will be of considerable interest to your customers. The fact that a decided reaction has set in in the shape of coats will please many. The close-fitting military style was becoming to a comparatively few, and when this was worn in combination with the extreme peg top trousers, or, as they were more aptly termed, "balloon top," in many cases they were becoming to few, if any. In this matter clothing history repeats itself; the fashion was carried to such an extreme that it killed itself. The chaps who assumed these styles simply became the laughing stock of others, who, seeing the ridiculousness of the fashion, began to want something in the other direction, and it is not strange, therefore, that this fall and winter styles are made to drape the figure and conceal defects rather than fit close and emphasize them. The coat will be longer; it will be looser, and in reality fit the figure only at the neck and around the shoulders, the rest draping the figure as stated above. This style, which was in vogue but a few years ago, was at that time brought about by the popularity of the bicycle and the necessity of wearing a loose coat. To be sure it takes somewhat more cloth to make a coat of this nature, but as a compensation there is more latitude in the shapes of men that it will fit, and the variety of shapes of garments need not be quite so large, and what the manufacturer will lose on cloth, he will doubtless make up to a large extent in this other direction.

With this loose coat the style of trousers changes but little. They are about the same size at the hips and thighs but somewhat larger at the bottoms, thus doing away with that extreme effect and producing a better proportioned man as the result. Large trousers can be more easily worn with good effect when the coat is also loose than they could with the snugger variety.

The waistcoat will show very little change from last year. It will be a little longer and the opening in front will be cut a little lower, but otherwise it will stay as it is; as a rule various manufacturers will endeavor to introduce novelties in pocket arrangements and other little effects.

In these little effects, such as pockets, lapels, etc., there will be a somewhat greater variety than usual, for each manufacturer has ideas of his own in regard to this and will carry them doubtless to extremes, yet these small matters are just as important to the man of fashion and good taste as any other features; he will be particularly careful to select such clothes as meet his ideas in every particular.

Rain coats will evidently be a very important item for the fall and early

winter. It is an expected thing with every man who pretends to have anything in the way of clothes, not only for the comfort of the garment itself but as protection and a saving for his other garments. The rain coat costs no more than any other good top coat, and its uses are almost innumerable. It is good on a wet day, it is good on a cool day, it makes an excellent driving coat as well as an automobile coat for those who do not care to go to the expense of a complete automobile outfit or who indulge in this pastime only occasionally. These garments should be cut full and loose so as to give plenty of freedom when seated. Besides the regular long coat, a large number of short top coats and other styles are made of rainproof fabrics, not with the idea altogether of protecting you from the rain as much as it is to protect the garments themselves from injury when you are caught in a shower, and, as they cost no more than a coat made of ordinary material, the good common sense of this is evident. This becomes the more practical now that rough fabrics are waterproofed by the "Cravenette" process. For a long time the smooth, close woven covert cloths and similar fabrics only were waterproofed, but now the looser woven chevots and, in fact, all fabrics for coatings are waterproofed, although the loose texture sometimes allows the dampness to penetrate them, when exposed to a hard and continuous downfall. This is not the fault of the process of waterproofing, but of the texture of the cloth itself. This, however, has been overcome most effectually by the introduction of rain-proof linings, which, while not adding to the weight or bulk of the garment, does make it absolutely waterproof.

Speaking of waterproofed fabrics reminds me that this same idea is being carried out for other garments, particularly for trousers, and this is a very sensible move. In a rain storm the trousers catch more moisture than any other garment. This is true whether you wear a rain-coat or carry an umbrella, and to wear trousers that are also rainproof will make one practically impervious to moisture, for it goes without saying that all first-class shoes are also proof against moisture or should be, for rubbers and overshoes are out of date in the city. Last spring several advertisements were inserted by leading concerns in New York City in regard to rainproof trousers and the results in sales were said to be exceedingly satisfactory. Of course it is absolutely necessary that the rainproofing process should not alter the appearance of the fabric in any way and modern methods do not do so. We shall doubtless before long find that our derbies and soft felts are waterproof, so that the busy man on the street will not find it necessary to carry an umbrella, which will go a long way towards simplifying business apparel.

White pique waistcoats will be correct form with frock coats and preferably double-breasted. When worn

with a sack coat, single-breasted is to be preferred, and from the orders that have been placed for fall by the retailers, it is evident that a large amount of business is expected in them.

Evening suits show practically no change, the coats fit snugly at the waist, and the trousers are cut just a trifle full and loose. For all ages unfinished worsteds seem to be the most popular.

Population of China.

During the European difficulties with China no little divergence of opinion was expressed as to the population of that great Asiatic empire. A new census of China has just been completed, and the returns indicate that the population has been rather underestimated than overcalculated. At least, it shows the enormous total population of 426,447,000, according to the cabled reports. The number of inhabitants in Manchuria, Mongolia, Thibet and Turkestan was only estimated. Thus, more than one-fourth of the world is contained within the Chinese empire. Even the British empire, with its vast possessions on every continent, has 30,000,000 less inhabitants than China. In 1890 E. G. Ravenstein estimated the inhabitants of the earth at 1,487,900,000. Since then the number has increased at least 62,100,000, making a present total of 1,550,000,000.

The English golf and tennis players appear to be too strong for the Americans they have met this year. The visitors are to the manner born and they have handled golf sticks and tennis racquets from childhood. The Americans, although they have been beaten, have not been disgraced and will undoubtedly be spurred on to the acquirement of greater skill.



Lot 125 Apron Overall
\$8.00 per doz.

Lot 275 Overall Coat
\$8.00 per doz.

Made from 240 woven stripe, double cable, indigo blue cotton chevot, stitched in white with ring buttons.

Lot 124 Apron Overall
\$5.25 per doz.

Lot 274 Overall Coat
\$5.75 per doz.

Made from 250 Otis woven stripe, indigo blue suitings, stitched in white.

Lot 128 Apron Overall
\$5.00 per doz.

Lot 288 Overall Coat
\$5.00 per doz.

Made from black drill, Hart pattern.

"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.

THE DEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.

THE HOTEL CLERK.

Reasons for the Traveling Man's Respect Therefor.

Written for the Tradesman.

Behind breastworks thrown up chest high and wide enough at the top to keep him more than arm's length from the public, the hotel clerk wields the scepter of authority. Thus far the historian, the biographer, the fictionist and the vigilance committee have failed to do him justice; and it is this neglect on the part of the other great writers of the day that prompts me to say something in the hotel clerk's behalf, that his sentence may be as light as possible.

Life, to the commercial traveler, is one long succession of hotel clerks. True, the commercial traveler has his trade and the dining room girls to interest him, as he goes journeying over that upballed road called life; but these are merely incidents. It is to the hotel clerk that the traveler must look for sustenance and a place to sleep. For it is sometimes necessary to sleep. Some crack-brained theorist has recently tried to invent a substitute for sleep; but he has not hit upon anything better than the Congressional Record. Man spends a third of his time asleep. Of course, there are those who are not regular about it and who dispense with it for a week and then do three-thirds all in a bunch, but they crowd in the necessary amount of slumber in some way. There are others who religiously sleep their eight hours every day. Then there are others who also sleep religiously—they sleep in church.

A normal man spends a third of his time asleep and a third of his salary at the feed trough. In consequence a place to eat and a place to sleep are very important matters to the traveling man; and it is to the great and potent hotel clerk that the traveler must look for these things.

Life, as I have said, is one long succession of hotel clerks to the traveling man. They appear to him like the telephone poles along the Pere Marquette, whose trains run so rapidly that the telephone poles seem to be one continuous board fence with a few boards knocked out here and there to make some town visible from the car window. Just as those telephone poles appear to the traveling man, so do the hotel clerks appear—and on his fevered brain is stamped a brocaded vest stretching from Detroit to Manistique and surmounted by a fancy tie of the same length, but as variegated in design as the newspaper pictures of the cup challenger. Not only do the vest and necktie appear to extend from Detroit to Manistique, but there is a smile of the same dimensions that starts on the face of the clerk at the Griswold in Detroit, is continued on the countenance of the man behind the desk at the Downey in Lansing and passes on to the clerk of the Livingston in Grand Rapids and finally reaches a termination on the handsome features of the clerk of the New Ludington or the Nelson House in the Upper Peninsula.

But the hotel clerk wears other things besides the syndicated smile. If all the six-ounce watch-chains worn by the hotel clerks between Detroit and Ishpeming had been rolled into one and shipped to Cuba there would never have been any war—for there never would have been any question as to what sank the Maine.

It seems to me that a good testimonial for a nerve food would be this:

"A year ago my nerves were so weak that I could not sit still enough to have the ague. I took three bottles of your nerve food and now I am a hotel clerk."

The hotel clerk will charge you 5 cents for a 2 cent morning paper that the bell-boy has picked up from the floor beside the dozing man who bought it for a nickel ten minutes before. It seems strange to me that the advertising managers of the newspapers who are willing to make sworn statements of their circulations never take into account their hotel circulations properly. A newspaper circulates more in a hotel than anywhere else. If the bell-boys are nimble, a newspaper will circulate in a hotel four and sometimes five times.

When you ask the bland hotel clerk his rates he will tell you sweetly:

"Two dollars and up."

If you doubt his word, take the two dollar rate and you will find that it really is two dollars and up—often up eleven flights and no elevator.

I stood in a hotel the other day when a stranger pushed this query at the hotel clerk:

"What is your rate?" the stranger asked.

As I enjoyed the personal acquaintance of this clerk I knew his rate was about 2:19—and on a half-mile track at that—but I did not think it wise to interpose. So I waited for the clerk to speak. Ordinarily one does not have to wait very long.

"Two dollars and up," replied the clerk.

"Well," replied the stranger, "I guess I'll pay about three dollars and stay down."

"Would you like something with a bath?" asked the clerk beamingly. If you want to disobey the biblical injunction and see the beam in another man's eye, just mention a three dollar rate to the clerk of a two dollar house.

"Would you like something with a bath?" asked the clerk.

"Yes," replied the wise stranger, "some soap and a towel."

It is always wise to ask for these things if you really desire to get them.

I do not desire to wander off into a theological discussion; but ask a hotel clerk if he believes there is a hell and, if any convention has ever been held in his town, he will tell you yes. There was one of these conventions in my town not long ago. During the day a traveling man worked his way through the rapids and up to the hotel desk.

"Say," he yelled to the clerk, "I

am sort of a delegate-at-large to this convention and I expect I will be butting back in here at about eleven-thirty to-night—that is, if I am still at large. Now I'll want a place to sleep and I want you to save me a bed by myself in a nice, big room. I'm willing to let my house pay \$5 for it if necessary, but I don't want any doubling up business. See?"

"All right," said the day clerk, "I'll put the night man next and I'll have a single bed for you in the biggest room in the house."

When the traveler rolled in at 11:30 that night he found that the day clerk had kept his promise and had saved him a single bed in the biggest room in the house.

He had assigned him to a cot in the hallway. Douglas Malloch.

Strength of Egg Shells.

Most of us know that eggs resist a good deal of steady pressure, but probably few realize how much, and the following tests, given in a foreign scientific journal, may surprise readers: Eight ordinary hens' eggs were found only to give way under a pressure, applied all around, of between 400 and 675 pounds on the square inch of surface. When the stresses were applied internally to twelve eggs, they yielded at pressures of 32 to 65 pounds per square inch. The pressure required merely to crush the eggs was between 40 and 75 pounds per square inch. The average thickness of the shells was thirteen-thousandths of an inch.

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

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.

DO IT NOW

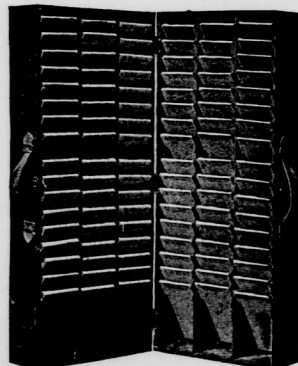
Investigate the

Kirkwood Short Credit System of Accounts

It earns you 25 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill

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



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

Craze for Making Things in Many Designs.

Plainfield, N. J., is one of the towns that is stricken to the center by a new epidemic. The mosquitoes came early in the season, but they have passed away, and are no longer a plague. These and other evils have at times been grossly exaggerated by the newspapers and gossips of the town. But the epidemic now present has been raging for the past three weeks, and is beyond the chance of ever being exaggerated. It is the epidemic of the pendant shoelace.

The shoe latch of history has always been a lowly creature, typifying humility. To-day in Plainfield it is a triumphant article of industry occupying the father, mother, sister, brother and baby of the family. It has stimulated household activities and industrial enterprise. It has made employment for thousands of hands, and has encroached on the sacred precincts of the opponents of child labor, notwithstanding that Mother Jones was there recently. It came originally from the Southern States, the home of the hookworm, but it is the exact opposite of that enervating disease.

The form the epidemic takes is that of making, out of common shoelaces, an unlimited series of useful articles, such as watch fobs, neckwear, baby rattles, women's belts and a hundred other utilities. Watch fobs are made in nearly fifty designs, long and short, square and round, with charms in the center and end, and also with loose ends of the lace frayed out carefully, making an ornamental fringe. For the modest they are made of black laces, but the colors cover every shade of the rainbow to meet a variety of tastes.

Ladies' belts are made in many styles—plaited flat with eight or ten long laces, and variously finished. These are better than the ordinary ribbon belt and inspire a feeling of great security in the work performed.

Other articles are made in great profusion. Shoe dealers have practically gone out of the shoe business and are now selling shoe laces. Some dealers have employed extra clerks to handle the business and have to open earlier to accommodate the rush, and they almost break the rules of the Clerks' Association, which provide that all Plainfield stores shall close at 6 o'clock. Each day brings forth some new design, requiring a new supply.

The future in this trade can not be estimated. The epidemic breaks out in spots. Bankers, merchants, laborers and professional men make these pendants, not only at home, but also during business hours. Studied from an economic standpoint the epidemic has made great changes in the cotton industry, and the whole textile trade is affected by it.—New York Sun.

The Courage That Conquers.

The Chicago Inter Ocean tells an interesting story of human courage in a good cause in connection with the Salvation Army. It is to the effect that ten years ago a rascally

partner beat J. C. S. Johnstone, then of Faribault, Minn., out of all he had. After years of habitual comfort, at the age of 41 and in hard times, he faced the world with practically nothing but his hands. He went to Minneapolis and tramped the streets for work in vain. At last he had but 5 cents between him and beggary or starvation.

Walking along the street, uncertain whether to try again or give up the battle altogether, a Salvation Army girl asked him for a nickel for the poor. Moved, perhaps, by the unconscious irony of the request, he gave her his nickel and told her it was his last cent. "The Lord won't forget," she said, and went on.

Almost convinced that the Lord had forgotten him, he watched her at her work. The next thirteen men she accosted gave her nothing. The fourteenth gave her a dollar. He remembered that he had asked for work at a certain mill several times and had been always refused. He made up his mind to ask again and again, up to fourteen times. But it was not necessary. On his first application after giving away his last cent he got a job.

That was the end of his distress. He saved his wages, and a year or two later bought a little mill out in the woods. His business prospered steadily. Now the commercial agencies rate his wealth at nearly seven figures. And he is utterly convinced that should he let a Salvation Army collector pass unheeded his prosperity would end. That is why he pursued the girl in the poke bonnet into the street and insisted on giving her the dollar.

Of course, there was a great deal of what is called by some superstition in this story, but it is called by others sublime trust and confidence in a Supreme power. All great men who have achieved success believed in that sort of thing, and no man did it more completely and sublimely than did Stonewall Jackson. Unless a man possesses that sort of trust, which is the basis of indomitable courage, he never can succeed by his own acts, although he may as the result of conditions which he did not create.

Making Cheese on a Falling Market.

It is no joke to make cheese on a falling market. In most cases the cheesemakers guarantee their cheese to sell at "market" price and in many cases contract to make good any loss out of their salary.

Now it can not be denied that even the most honest buyer has a much sharper eye for any little fault in the cheese when prices are on the decline than when they are steady or on a rise.

It seems highly unjust to the maker this guaranteeing business, unless the loss is due to his own evident neglect. We are informed that cuts have been made on Wisconsin cheese to the tune of one cent and yet the maker insists that it was of marketable quality. The remedy would be to sell on factory or home inspection only.

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

Baker Mercantile Co.

110 So. Division Street, GRAND RAPIDS, MICH.

DEALER IN JOBS

SAMPLES:

- Lot 12 1000 Rolls Wall Paper for \$5 00.
- Lot 41 Fifty 16x20 Frames, and larger, 12½c each.
- Lot 80 5,000 Brushes, mostly scrub, 6c a doz.
- Lot 112 1,000 yards Linings, soiled and burned, 1c a yard
- Lot 153 600 lbs. Chocolates, run together, 3c a lb.
- Lot 157 50 boxes Penny Goods, 35c a box.
- Lot 160 200 lbs. Spices, ground, 16c a lb.
- Lot 177 1,000 boxes Sprinkler Bluing, 6c a doz.
- Lot 190 1,000 pieces Skirtware and Hardware, \$2.00 per 100.
- Lot 192 Forty doz. Skirt Supporters, 60c a doz.
made to retail at 25 cents each.
- Lot 204 2,000 Gents' Linen Collars, all sizes, soiled, 50c per 100.
- Lot 206 25 doz. Woolson Spice Co.'s Sprinkler Spices, 30c a doz.

500 JOBS, CALL AND SEE US

BAKER MERCANTILE CO.

The Test That Tells

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

DIAMOND CRYSTAL SALT COMPANY,
St. Clair, Mich.

Shoes and Rubbers

A Retired Manufacturer Discusses Profit Sharing.

"Profit sharing is not a panacea for labor troubles," remarked the Retired Shoe Manufacturer, "but in my humble opinion it is highly good tonic for trade, and a promoter of good feeling between employer and employe. Profit sharing is not a dream of reformers. It is a practical process pursued by over 100 firms in this country, including successful New England cotton mills, and, I notice, the Drew, Selby & Company, shoe manufacturers, of Portsmouth, O., have lately adopted it.

"No, profit sharing is far from being new. Ask any old Swampscott or Marblehead fisherman, and he'll tell you how the fishing trip is divided up, so much to the boat, so much to the gear and tackle, so much to the captain and so much to the crew. Indeed, I understand that the fishermen have profit sharing down to a finer system than any other people.

"Profit sharing was unknown when some of us old-timers flourished, or it might have been in operation in Lynn to-day. It was not originated until 1842, when Edme Jean Leclair, a painter of Paris, began to share profits with his men. Since that time it has slowly increased in France, England and this country, and it is advocated by Mills, Fawcett and other reformers.

"To bring the system of profit sharing right down to the shoe trade, I quote from the letter of Drew, Selby & Co., explaining the idea as to its operatives. The firm first warmly greets its employes and expresses its appreciation of their faithful service and good feeling and co-operation. Then it goes on to state the following plan:

"Distribution will be made in proportion to the earnings of each eligible employe. The first distribution will be made after our next inventory in April, 1903. We will then distribute for the season which ended October 11, 1903, and thereafter at the close of each season for the season ending six months before, providing sufficient profits have been made to justify a distribution. The result for the season can not be determined until there has been time for the settlement of outstanding accounts.

"Persons eligible to share in the profits must be factory employes continuously in our employ for one year from April 14, 1902 (the date of the organization of Drew, Selby & Company), and for the year preceding each semi-annual distribution thereafter. Exceptions will be made where persons are unavoidably absent on account of sickness or by permission of the management and their places are retained for them. No person or persons will be entitled to share in the profits who leave our employ or quit working before the distribution is to be made, for any cause except for reasons above stated. The officers of the company will not be eligible to share in this distribution.

"Last season was a favorable one, and so far as can now be ascertained,

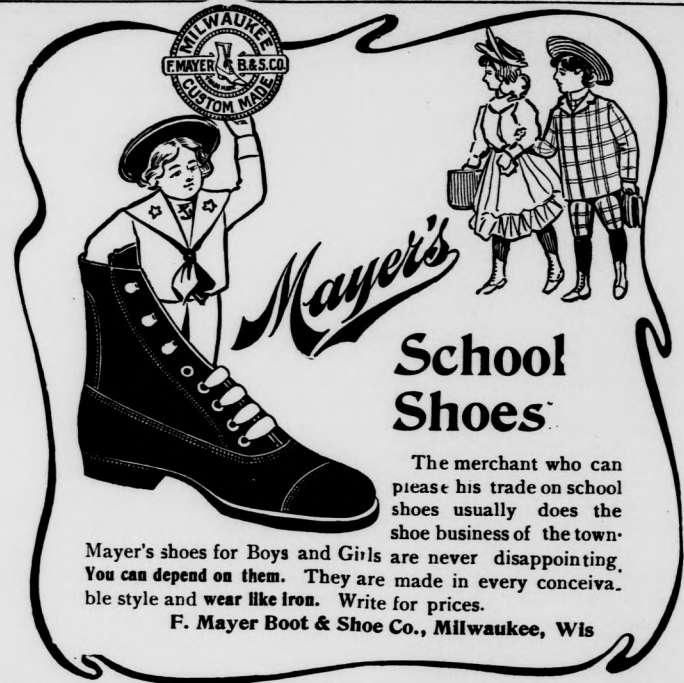
a sum equal to a good rate of interest on their earnings for the six months will be distributed to all eligible employes in April, 1903, although no money has been invested or risk assumed by them. What can be done this season and for the future will depend largely upon the effort of all concerned to secure the best workmanship, the largest and most regular output of the factory, and such care in workmanship as will reduce factory damages to a minimum and send our goods out in such shape as to please our customers and induce them to use more of the goods. If we all unite in such earnest efforts, goods will go out in better shape, orders will be more promptly filled, our people will be kept more steadily employed, material will be cut and handled with greater care and economy and in many other ways savings can be made and advantages secured which will add to the success of the business and to the weekly earnings of the employes as well as to the profits to be divided. We hope that those who have not been with us long enough to share in the first distribution will be on our eligible list as soon as time of service will permit, and we should be glad to see the time when every one of our employes would share in the profits we may be able to distribute. We have entered into this arrangement with careful deliberation and in good faith and believe that it can be continued indefinitely, but the arrangement being purely voluntary on our part and undertaken to encourage our employes to faithful service, steady work and habits of economy, it will be continued so long as it serves this purpose, but we reserve the right to discontinue the arrangement after a fair trial, should it not, in our opinion, prove mutually beneficial and satisfactory. It will be easily seen that our employes have everything to gain and nothing to lose by this arrangement. We shall be disappointed if we are not compensated by more interested and efficient service and greater mutual satisfaction in doing business. Let us make the present and future seasons better, if possible, than the past by earnest effort on the part of every one.

"In practical operation of the plan, the firm first allows its stockholders interest on their stock, or dividends, and then divides with employes pro rata with stockholders, counting wages the same as stock.

"At the end of the first season, each employe entitled to shares of the profit received $4\frac{1}{2}$ per cent. of his wages. A little arithmetic shows that an average operative, taking \$500 per annum as the average wage, the same as in this State, received a bonus of \$11.25 at the end of the first six months' trade, or \$22.50 a year, a fair sum for a summer vacation, for instance.

"Of course, higher operatives who can make more money get bigger bonus. A \$600 a year man gets \$27, an \$800 a year man \$36, and a \$1,000 a year man gets \$45.

"The advantages of this system of profit sharing are evident in the ex-



School Shoes

The merchant who can please his trade on school shoes usually does the shoe business of the town. Mayer's shoes for Boys and Girls are never disappointing. You can depend on them. They are made in every conceivable style and wear like iron. Write for prices.

F. Mayer Boot & Shoe Co., Milwaukee, Wis

We Make a Successful Line of High-Cut Shoes for Farmers, Hunters and Lumbermen



Because we use the right sort of extra durable leather.

Because we have the know-how of practical shoe making.

Because we understand the wants and needs of the men who wear them.

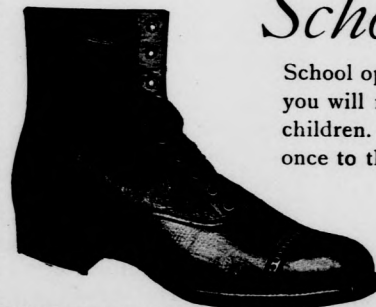
This, an Oil Grain Cruiser, appeals to a great majority because of its utility, lightness and great strength. Retail ready for \$3 50.

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

Look over your stock and see what you need in the line of

School Shoes

School opens in a few days and you will need something for the children. Send your order at once to the



Walden Shoe Co.
Grand Rapids
Mich.

planation of the firm to its employees.

"Profit sharing, I may well say, is a form of limited partnership. It serves to increase both the profits of the firm and the wages of the operatives. It requires from the firm the fairest dealing, and from the operatives hearty co-operation, and stimulates increased activity on the part of both employer and employe.

"One serious obstacle that has opposed profit sharing in the past has been the distrust existing between labor and capital, the workers suspecting that the employers juggled figures to prevent a fair sharing of profits. Of course this argument is largely removed in this advanced age, when the necessity of absolute honesty and fair dealing is demanded by both the moral and statute law and by public sentiment.

"I regard profit sharing as a step along the path of prosperity."

My Hardest Customer and How I Landed Him.

I met my hardest customer last spring, early in the season when I had reached the center of my territory, in old Kentucky. I drifted into a well-known town to spend Sunday, it being my first visit there. Saturday night, just as the rush was over, I started out to make a few engagements, if possible, for Sunday and Monday. There were several Knights of the Grip at the hotel, evidently there, as I was, to spend Sunday, and knowing my lack of acquaintance in the town they were very "kind" to give me some particulars in regard to the faults and methods of the people I would come in contact with. One dealer in particular got "the limit" from all the boys. They all agreed that he was the hardest man they had ever called on.

But about that Saturday night. I made a few calls, and the story of the salesmen about this particular dealer was repeated by his competitors. I began to think it was a joke, as they went at this man very hard. They would say, "Have you called on Mr. — yet?" They would then laugh and act "real pleased." One dealer said, "I will tell you what kind of a man you will run up against. He is the coldest man in the trade. He will look at your samples, walk away, leave you for an hour, come back again and repeat the performance.

"He will get you to thinking that he is going to buy, but after holding you for three or four hours will tell you politely, 'There is nothing there that I want to-day.'" All this kind of talk was interesting, if not encouraging, and I made up my mind that before going back to my hotel I would "favor" this shoe dealer with a call. He was at the rear of the store when I went in. His feet rested on a stove (and the temperature was then about 80 outside). He was a ministerial appearing chap and I had him picked out at the first glance. The hot stove and the hot weather didn't appear to thaw him out very much. I did all the talking and he sat and looked up at me, once in a while smiling in a sickly way. But the upshot of it all was that I

made an appointment with him for Monday morning to bring my samples to the store.

I felt pretty good when I went back to the hotel, and it seemed to me that I had the laugh on the boys when they asked me how I succeeded with the "ice box." A new arrival, who had put in an appearance while I was out, told me that this dealer had once upon a time aspired to be a gay shoe drummer. He had taken out a line of shoes, and the boys put all the trade "wise" to his treatment of them. So when he met the dealers he was handed a piece of the same kind of ice that he had been dealing out to salesmen who had visited him.

Well, Monday morning came, and promptly on time I walked into his store. "Good morning, sir," was my pleasant greeting. His reply, less cordial, was, "Take those samples to the rear of the store and I will see you soon."

By the time I had opened them up, cleaned them and properly spread them a half hour had passed. Mr. — was up at the desk tearing up envelopes for scrap paper. I went up to the desk and told him I was ready. "I will be with you in a moment," he said. A customer came in just then and he had to go out in the yard and look up a clerk, who I suspect was out there enjoying a quiet laugh at my expense. He finally came back and this looked like my chance to hold him, so I pushed a shoe at him—my best one, of course, and the kind that makes one like him stop to catch his breath. He looked at the shoe a minute and wanted to know if I had it in stock. I said no. "Well, what in— have you got in stock?" I explained that we had nothing in stock; that the goods were all made to order, and that we couldn't keep them long enough, anyway, to carry a stock, owing to their popularity.

Then he picked up a shoe and headed for the front of the store. After ten minutes I went after him and said things to him that wouldn't look well in print. He told me emphatically to stop swearing, so I stopped, but I was mad, and he knew it. I finally got him back and started my talk again. He said, "For — sake keep still and give me a chance to think." Then I took the hint at once, made a dive for my order book, and had him down for \$450 in twenty minutes, gave him the glad hand and a few side remarks to the effect that he was lucky to get our line, etc.

At the hotel the boys congratulated me and talked about gold medals, but they had to see the order first. I am glad to say that the bill has been paid and some shoes duplicated. Mr. — has warmed up to be a good fellow.—Shoe Retailer.

No Particular Notice.

He—Did you notice that woman who just passed?

She—What, the one with the dyed hair and false teeth and nasty ready made clothes on, all tied up with ribbons and things? No, I didn't notice her particularly.

The Lacy Shoe Co.

Caro, Mich.

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

Advertised Shoes

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

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

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.

IT'S A PLEASURE

For the retailer to sell Shoes that he knows will give pleasure and satisfaction to his customers

Our own factory made shoes have satisfaction written all over them. They're made to be the backbone of any shoe business

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

Geo. H. Reeder & Co., Grand Rapids, Mich.

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

GRAND RAPIDS PUBLIC LIBRARY

AMONG THE DAGOS.

Interesting Experience of the Lasterville Shoe Dealer.

I suppose that you all are surprised to hear from me so far away from Lasterville. I'm a bit dazed yet myself. No, I wasn't shanghied on board the ship and managed to escape here, nothing of the sort. I am simply a substitute.

You see Billy Bing and his sister, Mr. Laster's nephew and niece, have been giving him no peace for a year. They wanted to go abroad and they wanted to have Laster, "Uncle Laster," take them. He finally promised, in a rash moment, and for three months he was the scariest man in Lasterville.

You see, the longest trip the old gentleman ever took away from the shoe store was the time he went to California where he met the widow and had the romance of his life, which ended at Pike's Peak. He was game, though, and went on and engaged the berths on the steamer to Italy, and made all sorts of preparations, and took all of our guying good naturedly, about how he was afraid that he might meet another widow and all that.

Well, one day Sizer and I noticed him sitting away back in one corner of the store behind the cases of rubber goods we've got piled up for winter. He has had them piled a third of the way across the back room but so as not to shut all of the light off from one of the windows; there is quite a little alcove left there, and Mr. Laster has a chair stuck away in there and when he sees anybody coming into the store that he wants to avoid he dodges into the alcove. He's got a polish box nailed up edgewise on the wall and he keeps an assortment of reading matter in there, a box of smoking tobacco and a pipe and he can stand quite a siege.

But as I was saying, Sizer and I saw him in there for a long time reading a little red covered book. We put Hi Ball onto it and he strolled around there two or three times and came back to report that Laster had his forehead screwed up into a hard knot.

All was silent in there for quite awhile but finally Laster gave a yell like he used to sometimes to me when I'd forgotten to sweep under the rugs for three days. "Fitem," he yelled, "come here, please, will you?"

I went. The old man looked as if he had just got through trying to sell a pair of shoes for old Mrs. Grip-penny to wear to her granddaughter's wedding. "Fitem," he says, "Fitem—for God's sake, look at that book."

I looked at it. It was Baedeker's conversational guide in four languages. "Well?" I said.

"Well! Look at this:

"Give me something to drink—Datemi da bere.' Now, wouldn't your uncle Laster look well trying to twist his tongue around that monkey talk. Or this one: 'Where is the water closet—Dov' e la ritirata?'"

"Great St. Crispin! Just think of me standing around and trying to

make some Dago understand that. No, Fitem, I can't do it. I'm an old man now, Fitem, and I know a good shoe and how to sell it to the average trade, but I don't dare risk this thing."

"Oh," I said, soothingly, "you won't have any trouble. There are English speaking people everywhere in Europe nowadays, and you'll get along all right."

"Maybe so, maybe so," he said, "if I was younger and could get onto things like I used to—but not at my age. Now at your time of life—by Jove, that's it. That's it. The very thing. You need a vacation and you can take my place and go right along."

"But," I protested, "I don't know the languages any better than you do—"

"You won't have any trouble at all, my boy, there's English speaking people all over Europe and besides it's all right down in this book. See," and opening the book hastily he read: "Show me at once, I pray, a piebald horse with a bald face.' 'Let us hasten to the post ere the steamer for Trieste departs.' Oh, it's all there, my boy. You'll get along all right."

"But I can't afford it," I protested.

"Now, you're talking business. My tickets are bought and paid for from here to New York, from New York to Naples, from Naples I am Cook-booked, as it were, up through Europe to London, Liverpool and a steamer ticket home. That's all paid for. Now if you'll pay the rest of your personal expenses and take this thing off my hands, I'll make you a present of all I've got into it. Now, do this thing for me, Fitem, that's a good fellow, and I'll never forget it."

I saw the old fellow was sincere and much as I hated to see him lose a nice trip on account of a little timidity, I could go just as well as not—I was very strongly tempted. Miss Bing was going along. Biffly is a mighty good fellow, although young, and I've always wondered how the shoe business was conducted on the other side. So, as a result, I accepted my good partner's kind offer after a bit, with a guilty feeling that I was cheating him out of a good time, and here we are.

Just got here yesterday evening and we haven't had a chance to look around any except just driving up from the landing place, but the town is all right. I can see that at a glance.

Had a great voyage over. Four-screw never stopped once all the way, no matter how sick we were or how the wind blew or anything. Old Mr. Screw just kept turning so many times a minute. There was another shoe dealer on board and he said the screw reminded him of the interest on a four months' note, always grinding right along, no matter how trade was.

Miss Bing is the greatest traveler you ever saw. Billy and she were both pretty seasick the first three days out. She was a good deal sicker than he was, but, goodness, she was always trying to think of something to do

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People will demand Leggins and Overgaiters as a protection

Are you prepared to meet the demand?



We make our Leggins—Quality guaranteed

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TRADESMAN COMPANY, Grand Rapids, Mich.

for him and they say even "thinking" when you're seasick is agony.

Of course your old Uncle Fitem never missed a meal.

I'm stuck on the ocean anyway. When we got down by the Azore Isles and the sun shone and the sea was tolerably smooth and the moon was full in the evening and I'd walk around on the deck with Miss Bing, say, I was glad Mr. Laster gigged out on the trip.

The other shoe dealer and I got quite chummy. He's from down some little town in Pennsylvania. He told me but I've forgotten it—Kittentinning, or Catsanwaully, or Wulsytuling or some place like that. He's in his room asleep now or I'd ask him over again, for I'm writing this letter at 11 o'clock at night, but it don't matter anyway. Just think, he's an old bach shoe dealer—got some money I guess, and is almost exactly Laster's age. What a pity Laster did not come. These two old fellows would have had a snap together only they would have missed me, for he, Mr. Shanks (isn't that a great name for a shoe man), is just about as much of a babe in the woods traveling as Laster, only Shanks had the nerve to tackle the foreign proposition and Mr. Laster didn't.

The nearer we got to Dagoland, the more nervous Mr. Shanks got about being able to find his way around. The first day out I scraped an acquaintance with a reformed organ grinder down in the steerage who had made his pile in America—as much as \$600, I think—and was going home to Italy to spend it, and I began to take easy lessons in the liquid language. Before we got by Gibraltar I had eighty-two words that I could use in the wrong places with the greatest fluency, and Mr. Shanks thought I must be a wonder.

He was slowly driving everybody crazy on the boat asking questions about the first thing to do when we got ashore and how he would find a hotel and get something to eat and find his way around and all that and finally he came right out and asked me if he couldn't join our party. Of course I couldn't refuse and so there are two of us shoe dealers traveling together after all. And that is not the whole of it, for what does Miss Bing do but pick up a nice old girl school teacher from up in Maine somewhere who is spending the savings of a lifetime seeing the Old World and attach her to the party, so I am personally conducting a regular excursion.

It's wonderful how we get along. The first thing after landing I found that these Italians don't understand their own language very well. Anyway, none of my eighty-two words seemed to fit in right and I was certainly busy trying to make the cab driver understand where I wanted to go and beat him down on the fare all at one crack, but I finally got the whole bunch of us into one cab with a horse about as big as Laster's St. Bernard dog for a franc and a half (30 cents) for the load, hand baggage and all and here we are at the Pinto-Story pension booked for a week at

six francs (\$1.20) a day each. How is that for Fitem, the tour manager?

It would do your heart good to see how kittenish the dear old school teacheress is toward Mr. Shanks. I don't believe she ever had a man before all to herself. Mr. Shanks treats her like a customer who wears \$5 shoes and wears them out fast. Billy and Miss Bing and I are beginning to feel that we have assumed a great responsibility.

I found a letter from Mr. Laster waiting for me here, which must have come through by way of London on a faster steamer, which says that the new shoe factory has started up and before I get home the sample lines of 8-10, 1-2 and 11-2 will be ready for the agents. It makes me homesick, for I've great faith in that shoe factory proposition and I'd like to be home and see the thing started right.—Ike N. Fitem in Boot and Shoe Recorder.

How Johnnie Was Converted.

"Johnnie," quote the socialist agitator to his ten-year-old son, "did you sell that old iron to-day?"

"Yes, pa."

"Well, what did you get for it?"

"Five dollars."

"That's good," and the silver-tongued orator of the hoodlums rubbed his hands joyfully. "Give it to me."

"Give it to you, pa? Why, I haven't got it all. Here's your share—\$1."

"My share, you young reprobate! What do you mean?" roared the advocate of plunder.

"Well, I'll tell you, pa. Me an' Jimmie an' some other fellows formed a society, you know, for making things equal. You see, we heard you speak once, and ever since we've believed in dividing things equally, so we just divided up that \$5."

As the two returned from the woodshed Johnnie was very thoughtful, and he walked with a painful limp.

"Pa," he said at last; "these here ideas ain't meant to apply to us, I guess. They're only for other people who have money, ain't they?"

And then the father's heart was glad, for he knew that his son would make a true socialist.—Louisville Herald.

Was Too Good a Judge.

"I beg your pardon," said the man with the valise and the shiny coat, "but would you buy a dozen extra fine linen handkerchiefs if you could get them for about half the cost of manufacture?"

"I don't know," replied the man at the desk. "Possibly I might."

"Are you a good judge of a linen handkerchief?"

"Am I a good judge? I ought to be. I used to make them for a living."

"I guess I won't show 'em to you," said the caller, backing hastily out of the room.

Automobile Racing.

"Did you ever engage in an automobile race?"

"Yes, once."

"How did you come out?"

"On crutches, two months later."



Saving Pennies

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

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

Keep it Ever Before Them

They can make your business blossom like a rose.

A Dayton Moneyweight Scale

does this more effectually than anything else.

Ask Dept. "K" for 1903 Catalogue.

The Computing Scale Company Makers

Dayton, Ohio

The Moneyweight Scale Company Distributors

Chicago, Ill.



TRADE PULLING.

Suggestions From Men Who Have "Made Good."

The best way to secure trade from the surrounding country is to go out after it. Make a house-to-house canvass and personally invite each family to deal at your store. This is no such herculean task as one would at first thought suppose. It is easily accomplished and is both a profitable and a pleasant undertaking.

Secure some useful advertising novelty for distribution. This will serve as an excuse for your call, and if the novelty is one that can be put into daily use, it will stand as a lasting reminder of your visit. Suitable advertising literature should be prepared to be left with the novelty.

Nothing then remains but the distribution. A merchant can hire a livery rig and, starting out early, call at a great many houses before he has to return in the evening. If the whole of the surrounding country can not be covered at one time it is better to take up the work by sections and cover each section thoroughly.

When you call you should state the reason plainly of your visit. You are giving the family a personal invitation to deal at your store and you intend to give them good values for their money.

While the campaign outlined above will bring in lots of new customers and is not expensive to operate, it can be made still more effective by adding somewhat to the expense.

Supposing a merchant starts out about July 1 to make his canvass and is willing for the next two months, usually the dulllest in the year, to give a discount of 10 per cent. to his country customers for the purpose of securing a much larger turnover than usual, he can follow this suggestion:

In addition to the novelty and literature to be distributed, let him have "discount coupons" printed similar to the following:

DISCOUNT COUPON.

This coupon entitles
Name
Address
or any member of his family to 10 per cent. discount on any purchase made at our store before.....

This discount is given to show our appreciation for past favors.

(Name and Business.)

These coupons could be printed on white paper and are for distribution to the customers of the store that the merchant meets in his canvass.

Another lot of coupons, printed on pink paper, could be used for distribution to those who have never dealt at your store. The only difference in the wording necessary would be that following the line drawn across the coupon. On these coupons say: "This discount is given for the purpose of introducing our up-to-date goods to the holder," or something to that effect.

These different sets of coupons should be bound into books and have a perforation at the bound end so

as to be easily torn off. Some carbon copying paper will complete the outfit, and you are ready to make your canvass.

There are two reasons for using the coupon. One to induce trade to come to your store to secure the discount; the other, to assist you in compiling a reliable mailing list.

When you call at a house you state your mission and present your novelty. Naturally the housewife (you will generally meet the women of the household, but that is perhaps better for you, as they are the buyers) will be pleased and you can easily have a short conversation with her.

If she has been a customer of your store you give her a white coupon, filling in the name and post-office address, making a duplicate copy at the same time. This will tend to make her even more affable and you can secure all the information you want from her. This should be done without asking too many blunt questions, but should be brought out in the conversation. Let me suggest that you get at the following facts: 1. How many men in the family. 2. How many women. 3. How many boys. 4. How many girls. 5. Are there any babies. 6. Are there any aged or old people.

With this information about every family on your mailing list you will not be sending a circular about "Baby's Footwear" to those who have no children and you will save enough in postage and printing to go a long ways toward paying for your present campaign.

You follow exactly the same process at the house when you find your store is not known, only giving them a pink coupon instead of a white one.

When you leave the house you should set down the information thus obtained on the back of the coupon bearing the name and address.

When you have covered the territory intended you can then prepare your mailing lists. At least two lists should be made, one list containing names of customers, the other containing names of prospective customers.

The card system can be used to great advantage here, as you will often see the necessity of transferring names from one list to another.

By the time you have your list prepared, your discount coupons will be coming in. The old customers can easily be distinguished from the new by the color of the coupons presented.

Each day you will take the names from the coupons and rearrange your mailing list. Place those names from the pink circular letter to your "prospective customer," extending the time for the redemption of coupons for thirty days.

At the end of your discount period you will find a goodly number of coupons still outstanding. As 10 per cent. discount on the first purchase of a new customer is a low price to pay for a new customer, you can send an invitation typewritten circu-

lar letter to your "prospective customers," extending the time for the redemption of coupons for thirty days. Show the advantages you offer for their trade and advise them not to lose the discount, etc.

This should and will, where properly carried out, wonderfully increase the trade of a store. The aim should then be to keep the trade thus secured. Right here let me say that if as much effort was used by a merchant to keep his old customers coming to his store as is used to secure new customers he would be a great deal richer than he is.

In conclusion let me sound a note of warning. See that your stock contains the class of goods wanted by the class of customers you are going after before you undertake to bring that class of people to your store, or it will end in a miserable failure. Use every means possible to keep your customers as well as to secure new customers. Treat all alike—as friends. Follow the Golden Rule and success is yours.—J. E. Edgar in Shoe Retailer.

A Doctor's Retort.

Every doctor knows the man and woman who cultivate the habit of accosting him in the street and in guise of ordinary conversation try to extract free medical advice. One such enquirer greeted an eminent physician with the remark:

"I hear fish is an excellent brain food. Do you think so?"

"Excellent," was the reply, "but in your case it seems a pity to waste the fish."

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

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

COMET CHARACTERISTICS.

The Earth's Security Not Threatened by Them.

Whenever a comet is hailed in the heavens the timorous among the inhabitants of the earth at once grow fearful of the fate of this terrestrial sphere, lest the wayward wanderer of the sky should collide with it in its rapid flight through space and end the career of both. The appearance of the Borrelly comet, which has been visible in the heavens for several weeks past, unnecessarily alarmed the ignorant and the superstitious. The earth has never been in danger from any comet which has appeared since the beginning of recorded history. The orbit of the Borrelly comet has carried it far and wide of the earth's annular path around the sun. Moreover, it will be at least 31,000,000 miles distant from the solar body when it reaches its nearest approach to it on its parabolic orbit on the 27th of August.

Comets are, in fact, too tenuous in their structure to damage any of the celestial bodies in our solar system. The earth passed through the tail of the great comet of 1861 with scarcely a sign observable of the passage, and the tail of the comet of 1882 was also whisked across the face of this terrestrial sphere without producing any appreciable effect. Again, the great comets of 1843, 1880 and 1882 passed so close to the sun that their nuclei actually grazed the solar atmosphere. The contact did not, however, impede their progress or alter their condition, while the solar orb betrayed no signs of disturbance as the result of the experience. If the sun is a ball of fire, and cometary matter consists, as is assumed, of hydrogen, hydrocarbons, sodium and other combustible gases, these three giant comets ought to have been consumed during their passage around the central orb of our system. While the sun is the controlling force regulating the motion of all comets visiting our system, the giant planet Jupiter has been influential in disturbing the course of some of them and altering their orbits so as to prolong or shorten the period of their return.

The orbits of comets vary in length as the comets themselves vary in form and magnitude. Halley's comet, which is one of the most famous in the list of these celestial visitors, because its appearances are traced to the first century of the Christian era, has an orbital period of about seventy-five years. Encke's comet, on the other hand, completes the circuit of its orbit in 1,204 days. The Borrelly comet is computed to have a period of over 700 years. The orbit of the celebrated comet of 1680, which furnished Sir Isaac Newton with the proof that comets revolve around the sun in conic sections and that they are governed in their course through the heavens by the same force which regulates the movements of the planets, has been variously estimated at from 575 to 8,813 years, the wide difference in the calculations of the astronomers

being due to their different conceptions of the form of the orbit.

The dissolution of one of these celestial vagrants has actually been observed. On the night of December 29, 1845, astronomers Herrick and Bradley witnessed the separation of the nucleus of the Biela comet. The separated parts resolved themselves into two distinct nuclei, which traveled through space side by side as long as they were in the range of telescopic observation. On the return of this comet, in 1852, the distance between the two nuclei had widened considerably. Since then no trace of either has been detected, save that a meteoric stream passes along the line of the Biela orbit at the stated intervals when that comet, if it has remained intact, is due. Some of the meteoric showers which are periodically visible from the earth travel in well-defined planetary orbits, which gives the suggestion that they are the wreckage of worlds which formerly whirled around the sun just as the earth does, and constituted members of the solar system; others traverse the erratic orbits of comets and are accepted as the survivors of cometary catastrophes similar to that which befell the Biela comet in 1845.

The light of comets is assumed to be mainly due to electrical discharges, although the reflection of solar light and incandescence are believed to be partly responsible for their brilliancy. Electric repulsion is supposed to be the source of the formation of a comet's tail, as some repulsive force appears to seize the jets of luminous gas or fine dust thrown out by the nucleus as it approaches the sun and sweep it into space. The composition of a comet's tail is determined by its form. Bredichin divided comets' tails into three classes, namely, those composed of hydro, of hydro-carbons, or of iron. Observation and calculation have determined cometary tails composed of hydrogen to be straight; those composed of hydro-carbons, on the other hand, are slightly curved, while comets' tails in which iron is the chief component are strongly curved. Comets have been observed possessing three tails shaped in these three distinctive forms, the special peculiarity of the composition of each being verified by the spectroscope.

In the Dark Ages the appearance of a comet in the heavens was a source of superstitious dread. The appearance of the Halley comet in 1456, at the time when the Turks occupied Constantinople, disturbed Christendom generally, and it is recorded that the faithful added to the Ave Maria the prayer, "Lord save us from the devil, the Turk and the comet." The world has outgrown that superstitious fear largely. Astronomical science has proved the perfect harmlessness of these heavenly visitors and their inability to do any damage to the earth or its inhabitants or to disturb the regular workings of the solar system. The quantity of matter contained in even the largest comet is calculated to be only

one-five-thousandth part of the world we live in, and this is distributed into infinitesimal meteoric fragments whose density, in the greatest of comets ever observed, has not been enough to obscure the light of the faintest stars visible to the naked eye. The atmospheric envelope of the earth is in itself an absolute safeguard against cometary assault.

Chiropodists declare that the high-heeled shoes now worn by many women are the cause of many deformities of the feet and of even more serious injuries. The chiropodists, of course, do not wish to be understood as making any complaint. They are entirely satisfied with the style and don't advocate any change.

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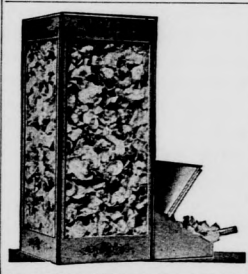
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Price, filled with 10 lbs net Saratoga Chips and Scoop, \$3 00

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.

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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.

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

Populating New Suburban Towns.

Most important of the methods of promoting suburbs is advertising. It is said that one company which does business in several of the largest cities, and which has an invested capital of more than \$5,000,000, annually spends hundreds of thousands of dollars in "booming" its suburban enterprises. The company has been in business almost twenty years and its policy is to exploit from three to five new towns each year. Its net earnings during its career have approximated at least 7 per cent. on its investment. It was this company which originated the "free ticket, free refreshments and free music" excursion which has been so generally adopted.

"More suburban lots," said one promoter, "have been sold on a sandwich and a little poor music than in any other way. Let the people feel that they are getting something for nothing."

The principal feature of suburban town promoting, however, is the building and delivering of a modern home in a modern city on practically what would be one's customary monthly rent. All the advertising of the companies contains the same attractive suggestions: "a beautiful house, superior to any flat, on a lot highly restricted, amidst hundreds of other beautiful homes, built and building," for ten dollars down, "balance to suit your convenience;" all offered on easy terms, with small cash payments.

This alluring advertisement is based very largely on fact. There are fraudulent schemes, of course, and more than one suburban enterprise literally built upon sand, but the majority really possess the advantages offered. For proof one need only pay a visit to the many beautiful and well-populated towns in the suburbs of the large cities. Another inducement to purchasers is the "insuring clause." To every person who will buy a lot and live on it is given an insurance on his life sufficient to meet the remaining cost of the house and land in case of the purchaser's death—a practical assurance that the widow or children will not lose the home.—World's Work.

Will Not Eat What the Old Czars Ate.

A change has come over the Imperial kitchen at St. Petersburg recently, and the old Russian dishes which the late Czar liked so well are not allowed to appear often on the Emperor's table now. French cooking is the thing now in the Imperial kitchen, and the strong, pungent odors which used to float out from the lower regions of the palace and scent the splendid halls are smelled no more.

The late Czar used to preface his every dinner with what the Russians call the "zuskuska," a "light" appetizer of caviare, herrings, sardines, smoked goose, sausage, cheese and butter.

It was served on gold-enameled plates, and placed on little tables around the room while the guests

were waiting to be summoned to dinner.

The Czar's favorite soup was composed of stewed beef and mutton flavored with garlic, beet root, herbs and spices. This is a well-known Russian dish and is surpassed in popularity only by the cabbage soup beloved of the peasant.

Another favorite soup of the Czar was "okroska," a mixture of pears, apples, plums and oatmeal, with small pieces of meat, herring and cucumber floating about in the liquid. This soup is always served cold and is not so bad as one would think—in fact, it is rather good, and foreigners soon learn to like it.

Pork, boiled in milk and served with a highly spiced gravy, was another favorite dish of the Czar, but his son will have none of it. Wherefore some of his subjects shake their heads and call him unpatriotic.

The Wine Sampler's Tedious Job.

"There's only one job at the St. Louis Exposition that I would like to get," said a well-known man about town, "and that is a wine sampler."

"You would soon get sick of your job," replied a fellow clubman. "There will be between 30,000 and 40,000 samples in the wine exhibit, and if you would be allowed to taste it in the ordinary way your finish would be rapid.

"I have heard the business described, and as a matter of fact it is not customary in this operation to permit the wine tester to sip from each bottle and pronounce his judgment until his mind begins to wander and his tongue thicken. He does not swallow the wine at all. It is tasted, but never swallowed.

"After about five or six samples have been examined the jurors will rest a few minutes, then eat a bit of cheese and a biscuit, after which they rinse their mouths with mineral water and proceed as before. This is kept up from 9 in the morning until noon. Persons who can thus refrain from real indulgence in the wine cup presented in this tantalizing manner are examples of abstinence which ought to inspire admiration for the race.

"It is not every one who can thus tread near the danger and step back from the brink. With a man's nose in the cup that inebriates he is generally a goner."

Not That Kind.

A widely-known Philadelphia physician, a specialist on diseases of the throat, was recently consulted by a man who is much addicted to the liquor habit. As he was ushered into the doctor's private office it needed no mind reader to discover the fact that he had just taken his morning bitters.

When the physician had completed his examination, and made known his diagnosis of his patient, he finished by saying:

"Your throat will have to be treated."

"You don't say so, doctor!" exclaimed the patient. "Then here I've been doing the right thing all along just by instinct!"

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

Every Cake

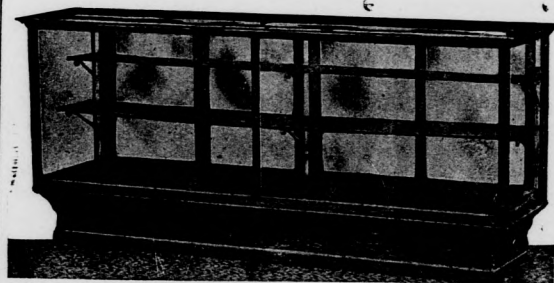


of FLEISCHMANN & CO.'S YELLOW LABEL COMPRESSED YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

Fleischmann & Co.,

Detroit Office, 111 W. Larned St.

Grand Rapids Office, 29 Crescent Ave.



SUNDRIES CASE.

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

Shipped knocked down. Takes first class freight rate.

Grand Rapids Fixtures Co.

Bartlett and S. Ionia St., Grand Rapids, Mich.

Observations of a Gotham Egg Man.

A marked improvement has developed in the statistical position of the market for refrigerator eggs since the early part of July. There is no doubt that the situation at present is far more promising than seemed possible last spring, when the increase of production was clearly indicated but before there was any evidence of so great an increase in consumption as has, later, been demonstrated; but there are some dangers ahead nevertheless, chief of which is to be found in the liability to overestimation of the strength of the position, which may lead to too great speculation in early fall lay, and too reserved an offering of spring and early summer accumulations.

There is generally believed to be a very large stock of laying poultry on the farms this year and the absence of excessive heat during August is likely to leave them in excellent physical condition for the fall lay. Any material increase in production after September 1, compared with last year, would naturally affect the unloading of refrigerator goods; and while present holdings in the cold rooms of the country are supposed to be no greater than they were a year ago (perhaps even a little less) it must be remembered that last year we had a considerable surplus that had to be sold at a loss.

Too strong an idea of the future of the egg market, if it should lead to any large withdrawal of early fall production, thus stimulating values unduly and tending to restrict the output at the very beginning of the main season for unloading, might easily have unfortunate consequences.

At present a good many holders of fine Aprils have firm ideas of value and are unwilling to let fancy marks go below 19½@20c. But while an occasional lot is reported sold at the inside figure it is impossible to do any important business in that range. Some of the larger dealers have been on the market for good sized lots during the past week and they have obtained a number of carloads, generally at 19c; that price is as high as can be depended upon for prompt sale, even for strictly fine quality. Later packings are of irregular quality and value; I hear some sales of very nice sweet May eggs, somewhat shrunken, at 18@18½c and of poorer qualities of May and June eggs at 17@17½c, but the goods generally offered in range of 17@18c are usually unsatisfactory to the buyers looking for stock in that range.

I noted a big story about a Kansas egg last week, but that is now eclipsed by a report from England, where Miss Nelson, of Holbeach, Lincolnshire, has reported obtaining from one of her hens an egg measuring 10 inches in circumference the long way and 9 inches the smaller way; this egg is said to have weighed 6½ ounces and on being broken another perfect egg was found inside of it.—N. Y. Produce Review.

Master the Details.

In many cases the master of detail is more competent to be the master

of the situation than the man who holds that position, and vice versa. In such an establishment trouble is sure to multiply and increase. It is the old case of "the round peg in the square hole." It superinduces enmity, petty annoyances and the gradual disintegration of business.

A properly ordered establishment will invariably be found where the proprietor or the manager thereof has sufficient confidence in his help to leave them alone, where his whole time and attention is devoted to superintending the general work of sending the business toward profit—an establishment where all subordinates are masters of separate detail and are fully competent to take charge of the different departments assigned to them without the necessity of instruction or advice as to small differences.—St. Paul Trade.

A College Correspondence.

There's a prosperous lawyer in this town, a graduate of a New England college, who still chuckles when he thinks of two letters which passed between him and his father in his college days.

The father had an idea that there was some limit to what an undergraduate should spend. The son did not care if they took the limit off. On one occasion a request for money had been ignored and he wrote this touching appeal:

"Dear Father—If you can't do anything more for me, at least send me a postage stamp. I had to borrow the one on this letter. Affectionately yours."

This was the reply:

"My Dear Son—I take great pleasure in replying to your very modest request. Inclosed please find a postage stamp. Your affectionate father."

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.

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.

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.

SAVE THE LEAKS

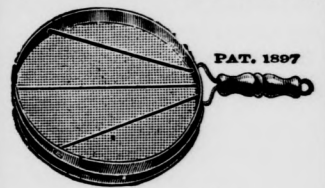
AUTOGRAPHIC STANDARD CASH REGISTERS

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.

A GOOD SELLER



Gas Toaster 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.

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.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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.

Woman's World

The Kind of a Woman a Man Would Be.

Not long ago a clergyman in a certain city, being a wise man in his day and generation, and desiring to boom business in his church, inserted a want advertisement in the daily papers, asking 500 girls to come and hear a sermon on the subject "If I Were a Girl." A live advertisement always helps trade. On the appointed night the church was packed and the young women listened to a lot of the platitudinous advice that men have handed out to the female sex from time immemorial.

Unfortunately, the sermon is said to have missed fire, for the congregation was mostly made up of those who were born girls and had had years of experience in the profession of being girls, and they merely smiled at the remarks of an ignorant amateur who did not understand what he was talking about. This need have surprised no one. The "if I were" idea is bound to always be absurd, because of its impracticability. Nobody knows what they would do if they were somebody else. Still less can one sex solve the problems of the other, and the silliest woman that ever lived can refute the arguments of the wisest philosopher in regard to her sex simply by putting her experiences against his theories.

It is almost an impossibility for a woman to put herself in another woman's place and tell what she

would do under given circumstances. For a man to attempt it is the height of presumptuous folly. No man was ever a girl, and felt like a girl. More than that he does not want to be one, while as for being a woman, you could not hire him to undertake the job for a million a minute.

Yet, for all that, there is not a day that we do not suffer from the spectacle of some man sitting up and audaciously outlining the campaign of sweetness and light that he would pursue if he were only a woman. He may admit that he is not much to boast of as a man. He may confess that he has a rapid-fire temper that is hung on a hair-trigger and likely to go off and do damage at any minute. He may admit that he is self-indulgent, luxurious and lazy in his tastes, that he likes excitement and amusement, and is generally addicted to the cakes and ale of existence, but he feels that it would be just dead easy for him to be a gentle, patient, self-sacrificing, industrious household angel if he were only a woman.

Attention should be called in this connection, however, to the fact that when a man thinks of himself as a woman it is not as the ordinary, commonplace woman with whom he is most numerously acquainted. On the contrary, he pictures himself as a happy combination of beauty, wit and fascination that would make Venus and Minerva look like thirty cents. He is not for a moment contemplating himself as the twin sister of the stout, middle-aged, double-

chinned lady who is the wife of his bosom and who is the living exponent of every earthly thing he would not be if he were a woman.

"If I were a woman," says man, contemplating our weaknesses, our frailties, our mistakes and our subtleties from the heights of his own rights and privileges, "if I were a woman, I should be always young and exquisitely dressed, and no matter how many years of matrimony I went through, I should preserve all the illusions of the days of courtship for my husband. Nobody should ever see me in wrappers and curl papers, or without my halo on. I should be always calm, serene and gentle, with a temper so angelic that nothing could ruffle it, and a voice so soft and sweet it would never sound a discordant note.

"If I were a woman, I should be intelligent enough to understand and appreciate men, but not strong-minded enough to know more than they do. I should be domestic enough to know how to keep a good table on next to nothing, and to know how to make my own frocks and hats so that my dearest enemy would not know they were not imported, and I would devote my life to trying to keep the butcher bill down to the very lowest notch.

"If I were a woman, I should always meet my husband with a glad, sweet smile, and when he staid out until 3 o'clock in the morning, I would put ice cloths to his fevered brow next morning and pity his poor, dear head for aching so badly. When

he flew into a rage and said insulting things, I should return a gentle and soothing answer, because I would know he had been worried by business, and when he doled out car fare I should thank heaven for having bestowed upon me the blessing of a husband instead of my having to work for a living.

"If I were a woman, I would not be unreasonable like women are. I would be perfectly willing to stay at home when my husband wanted me to, and crazy to go out when he desired to go anywhere, or I would enjoy being left behind when he preferred to go alone. I would not be vain like women are either. I would not spend my life primping before the mirror, and devote three-fourths of my time thinking about clothes, and I would never, never gossip.

"If I were a woman I would never go out into the world and compete with men in business or the professions. I would be a clinging vine that would wreathe itself about some man. Or, if I did not marry, I would be one of those pale-faced saints who live in other people's families, and who spend such noble and self-sacrificing lives. There is really nothing a man admires as much as a female martyr. And I would never want any rights. Goodness, no! I would be thankful that I had men to vote for me, and make laws for me, and a husband to take possession of any property I had, and mortgage it, if he wanted to, or collect my salary, if I was a working woman, and blow it in without troubling me about it.



Suppose your wife was ill, would you hire a cheap physician or refuse to have a prescription filled because it cost too much?

No. You would call in the best physician and buy the best medicine regardless of cost.

Why not take as good care of your business? Make all the money you can. Money brings the best medical skill; it brings change of climate for the invalid; it brings comforts, refinement, education, pictures and books.

Without a National Cash Register you are not making as much money as you might. Costly leaks, such as forgotten credit sales and mistakes in change,

are bound to happen in your store.

It has been proven that they happen in any retail business not protected by a "National." No other system will prevent them.

Don't try to cure your business ills by cheap, makeshift methods. Get the

"National" method—used by 350,000 merchants—the cheapest in

the long run. We can prove that a "National" will increase your profits. Mail us the corner coupon today.

NATIONAL CASH REGISTER CO., DAYTON, OHIO

Receipts Increased from \$30 to \$50 Per Day

NATIONAL CASH REGISTER Co.

GENTLEMEN: Because of the systematic manner of handling my transactions, the increased carefulness enforced by the register, the dispatch made possible in handling transactions, and the avoidance of mistakes, my receipts have increased from \$30 to \$50 per day. T. C. BROLLIAR, Fort Collins, Colo.

"Nationals" earn their monthly payments. Prices from \$25 up. Fully guaranteed second-hand registers at low prices.

A Fine Booklet Posted Free

NATIONAL CASH REGISTER CO. DAYTON, OHIO.

GENTLEMEN: Please send us printed matter, prices and full information as to why a merchant should use a National Cash Register, as per your "ad" in

MICHIGAN TRADESMAN.

Name _____

Mail address _____

CUT OFF HERE

"If I were a woman, I would never go through my husband's pockets, or read his letters, and I would be perfectly happy never to stir from my own fireside, and I would not want any amusement more exciting than making a nice pudding my husband liked for dinner, and putting the baby to sleep after a hard day's work. Oh, I would be a regular human peach, if I were a woman."

And a man really thinks he would!

Huh!

In the first place, if he were a woman, he would not find that he could always be young and beautiful, for nature works no miracles, and he would grow old and fat, or old and scrawny, just as women inevitably do with the years. Nor under the stress of matrimony would he be able to keep up the illusions of romance, for married life is not poetry. It is dead, cold, hard facts—it is not crystallized violets; it is beef-steak and onions, and those who get an occasional sugar plum thrown in are playing to the biggest sort of luck.

He would also find out, if he were a woman, that you can not run a house without expense, any more than you can work any other sort of a miracle, and that the woman who can be intellectual and domestic, and fascinating, who can be a beauty, and a cook, and seamstress, and an authority on politics at the same time, has not yet been born outside of a man's imagination. And he would also ascertain that there is no other work in the world so aggravating and nerve-rasping and exhausting as dealing with incompetent servants, and unreasonable children, and that anybody who has spent the night walking a teething baby does not come down to breakfast next morning in a spirit calculated to make them turn the other cheek to the person who makes sarcastic remarks about the steak being leather and the coffee slop.

Moreover, if he were a woman, he might find that there was the best reason in the world for his not being a clinging vine. It does one no good to be adhesive by nature unless there is something to cling to, and as a mere matter of statistics there are not enough husbands to go around. No man worth his salt would go and sit down on somebody else to support him, and so, if he were a woman he would do just like other women are doing. If nobody he wanted asked him to marry him, he would refuse to become a dependent on some relative's bounty and start out to make a living the best he could. He would know that the bread of charity is just as bitter in a woman's mouth as it is in a man's.

As for believing that if he were a woman his mind would be set on the higher life instead of the bargain counter, that is another error. If he were a woman he would think a great deal about his looks. He would need to, if he were going to deal with other men. Many thousands of years' experience has taught women who have to cajole men into being just

to them, and bribe them into being generous, that no other weapon is so useful as good looks. A man never knows with what wells of sympathy he is filled, nor how anxious he can be to help a fellow-creature in trouble until he sees a pretty woman in distress, while the mere rustle of silken petticoats calls for an amount of attention and consideration from men that the condensed virtues of all the saints and martyrs will not inspire.

As a matter of fact, the "if I were a woman" theory won't hold water. If men were women they would have the same nerves, the same tempers, the same trials and tribulations, and the same husbands, and brothers, and employers to contend with that women have, and they would use the same tactics that women do in getting along with them. Women have had a good many years' experience in being women, and they understand their business.

Dorothy Dix.

Some Things a Girl Should Know.

Some one has suggested fifteen things that every girl can learn before she is fifteen.

Not every one can learn to play or sing or paint well enough to give pleasure to her friends, but the following "accomplishments" are within everybody's reach:

1. Shut the door, and shut it softly.
 2. Keep your own room in tasteful order.
 3. Have an hour for rising, and rise.
 4. Learn to make bread as well as cake.
 5. Never let a button stay off twenty-four hours.
 6. Always know where your things are.
 7. Never let a day pass without doing something to make somebody comfortable.
 8. Never come to breakfast without a collar.
 9. Never go about with your shoes unbuttoned.
 10. Speak clearly enough for everybody to understand.
 11. Never fidget or hum so as to disturb others.
 12. Never help yourself at the table before you pass the plate.
 13. Be patient with all the little ones, as you wish your mother to be with you.
 14. Never keep anybody waiting.
 15. Never fuss, or fret, or fidget.
- The girl who has thoroughly learned all this might almost be called a Mistress of Arts.

The Ideal Woman.

The ideal woman is one without an ideal. Not only is she easy to live with, but she is worth living for. She is the skylight in the edifice of the human life. She has no history. She has no story. She is the rhythm which transforms the prose of life into poetry. She wears a reasonable hat at matinees. She is too clever to talk of woman's rights; she takes them. She wears frocks that match her hair; she does not dye her hair to match her frocks. She is the Sphinx that smiles at

the trouble man takes to unravel the mystery of the pyramids when he might be doing something with the money in it.

She helps her husband to build up a future for himself and never seeks to rake up his past. She believes that a theory is the paper fortress of the immature and that a clergyman may still be a man. She knows that when men talk about a woman being good looking they mean that she is well-dressed, although they do not know it. She does not insist upon her husband's eating up the cucumber sandwiches left over from one of her parties; she eats them herself and suffers in silence.

She is not such a fool as to fancy that anyone is ever convinced by argument. She does not reason. She loves. She does not believe that a man can love only once or only one. She herself prefers loving much to loving many. She believes that the first woman was a hieroglyphic inscription and that every woman is but a "squeeze" of Eve. She knows that the key to the inscription is love. She knows that every real woman is the ideal woman, the fact being that every idea of the ideal woman is wholly dependent on the idealist and every woman who is idolized is idealized.

Mrs. F. H. Williamson.

Won in a Short Walk.

Nell—He invited me to take a stroll, and before we had gone half a mile I had him proposing.
Belle—Won in a walk, eh?

CAN RUBBERS

SCHAEFER'S HANDY BOX

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

MOORE & WYKES

Merchandise Brokers
GRAND RAPIDS, MICHIGAN
Write us for sample.

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

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

CHEMISTRY OF WOODS.

Some Strange Facts Which It Reveals.

The term "wood" may be said to include all substances containing woody fibre which are used in any way by the builder, as timbers, ropes and cords made of flax or hemp, felt, etc.; but we shall at present confine our attention to the first-named material as employed by the carpenter or joiner. Timbers for building purposes are derived from two great classes of trees, one of which has the stem solid throughout, and supplies the carpenter with planks and baulks of timber and the joiner with thinner boards or battens. Trees belonging to this class are termed Exogens, or outward-growers, the newest layers of wood being those farthest from the center. The other class includes trees which have hollow stems, such as the bamboo, date palm, and other tropical plants, which are termed Endogens, or inward-growers, and from their character can only be used in their entirety, and can not be cut up into thin planks. It is chiefly to the Exogens that we must look for our supply of wood for building purposes, especially in cold or temperate regions, although in some tropical countries where these trees do not grow the Endogens supply a very serviceable material for building purposes.

If we cut across the stem of an exogenous tree we find that its softest part is on the outside, immediately under the bark, while the center is generally very hard if the tree is in sound condition. The center, or heart wood, is the oldest portion of the tree, and it is through this that the sap rises from the roots to the branches and leaves. The sap consists of fluids and gases absorbed from the soil by the roots, and drawn up through the cells, which form the material of the tree. It is a compound of oxygen, hydrogen, carbon, nitrogen, sulphur, soda, lime, magnesia, iron, phosphorus, and water, with other elements often in minute proportions. The water is the chief ingredient, forming, as it does, about 90 per cent. of the whole. The nitrogen found in wood is obtained from the soil, and is essential to the growth of the tree, while the carbon is chiefly absorbed by the leaves from the atmosphere.

The sap having passed through the inner wood of the trees from the root to the leaves, becomes completely changed in character and composition by giving off oxygen from the leaves and absorbing carbon from the air through the same means. With the carbon thus obtained the sap descends by the outer portion of the branches and stem which immediately underlies the bark, depositing a new layer of woody fiber on the outside of that of the previous year, so that the tree is increased in diameter while the inner wood is pressed more tightly together and becomes harder and harder every season. By cutting across the stem of a tree the wood can be seen in distinct layers, each of which indicates a single year's growth, the inner part being general-

ly darker in color as well as harder and more compact than the outer. The bark serves as a protection to the newly-formed wood, the outer portion of the bark splitting up and dropping off each year, to allow of the enlargement of the circumference, while the inner bark takes its place. The amount of sapwood, or new deposit, which is found in full-grown trees, differs very materially, according to their character, the fir having more than the oak, and the oak more than the chestnut; the proportion being nearly as the numbers four, three and one.

If we examine with the microscope a very thin slice cut from a piece of wood, we find that it consists of a number of fibers united together, and that these are made up of minute cells or cellular tissue, encrusted with layers of woody matter, which fills them up and renders the material hard and solid. The tissue of the cells consists of a material known to chemists by the name of Cellulin, while the encrusting substance with which they are more or less filled is termed Lignin. Cellulin forms the basis of the tissue of all plants, and when pure, as in cotton, linen, elder pith, etc., contains only the three elements, carbon, hydrogen and oxygen, in certain fixed proportions; is tasteless and insoluble in water, alcohol, or oils. It has a higher specific gravity than water, and can be dissolved by strong sulphuric acid, weak acids having very little effect upon it, although more upon newly-formed wood than on the older. Dilute alkalies do not act upon cellulose, but when concentrated they gradually destroy its texture.

Lignin, or woody fiber, which is always found encrusting the cells of trees and gives hardness to the wood, has a different composition to cellulose, and varies considerably in different kinds of wood. It is found to exist in greatest abundance in the heart wood of trees, and the harder the wood the greater the quantity of lignin. It is insoluble in water, but easily dissolved by alkalies. Water saturated with chlorine gas will also readily dissolve it, while sulphuric acid chars it. Lignin is generally found mixed with some resinous matters which give color and inflammability to the wood. Saline matters are also found in the woody fiber, as well as small quantities of nitrogen.

Albumen is a substance found in greater or less quantities in nearly all plants, but especially in the soft sapwood which has been recently formed on the outer portion of growing trees. This material closely resembles in its chemical composition and other properties the animal albumen obtained in a nearly pure state from white of egg. It is a compound of carbon, hydrogen, nitrogen and oxygen, with small proportions of sulphur and phosphorus, being from the nature of its composition more liable to decomposition than any other part of the tree. If heated to 150 degrees Fahrenheit it becomes coagulated, and is then quite insoluble in water, but is readily dissolved by alkalies. It

Patent Steel Wire Bale Ties

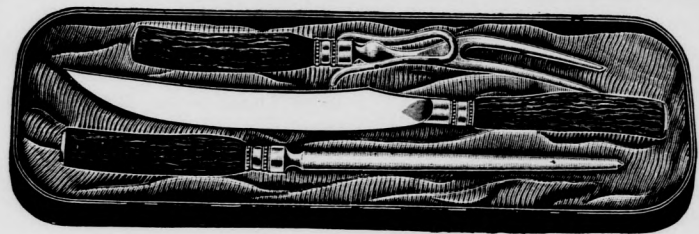


We have the finest line on the market and guarantee our prices to be as low as any one in the United States, quality considered. We are anxious that all those buying wire should write us. We are also extensive jobbers in Hay and Straw. We want all you have. Let us quote you prices f. o. b. you city.

Smith Young & Co.

1019 Michigan Avenue, Lansing, Mich.

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



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.

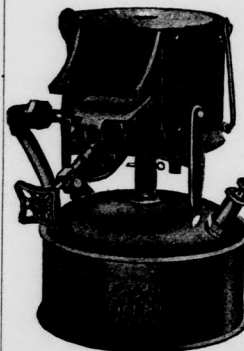
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See our salesmen for samples and prices.

Fletcher Hardware Co.

Detroit, Michigan

THE No. 1 "WARRIOR" FURNACE



for Tanners and other Sheet Metal workers, Plumbers and Electricians, is a winner. In offering the No. 1 "Warrior" Fire Pot to the mechanic we believe our success in the manufacture of Cassell's Fires will be conceded as second to none. We have been using various kinds of fires for tinning, roofing and sheet metal work for years and have found the most serious problem to overcome in fire pot construction to be the Burner. The Tank must be strong enough to stand the pressure and a Pump must be capable of producing the pressure to at least 20 lbs. The "Warrior" Tank and Pump will do it. The top section must have space for at least a pair of 12 lb. coppers and the heating of a pot of metal at the same time. The "Warrior" top has it. These things evident—the burner falls the work. No burner ever constructed has the generating capacity of the No. 1 "Warrior." Its 12 lineal inches of perfect drilling produces the most intense heat of any fire pot made. It will last longer because it is of solid cast brass and very heavy. It requires less gasoline than others and gives greater heat. Every desirable feature known in fire pot construction is found in the "Warrior." Weight, 9½ lbs. Satisfaction guaranteed or money refunded.

Price, \$5.00 Net

WRITE FOR OUR CATALOGUE "F."

Phillips & Harmon, Makers, Northville, Michigan

forms an insoluble compound, with the poisonous substance known as corrosive sublimate (chloride of mercury), which, when combined with albumen, prevents its decomposition.

Water forms an important constituent in all kinds of wood, in which it exists partly in chemical union with the other elements—carbon and nitrogen—and partly in what is termed the hygroscopic form, or capable of being removed by the simple process of evaporation or drying. More water is generally found in soft than in hard wood, beech containing about 19 per cent.; oak, 35 per cent.; white fir, 37 per cent.; and red fir, 45 per cent. of water. When wood is heated to 130 degrees Fahrenheit, the hygroscopic water is driven off, and the wood it then said to be dried.

Carbon is the chief constituent of wood, from which it can be obtained in a nearly pure state by heating to a redness in a closed vessel so as to drive off the other elements. The proportion in different wood varies considerably, oak containing 50 per cent. and beech about 40 per cent. of this element.

Turpentine is a kind of gum which exudes from many of the pines and firs when in a growing state, especially if incisions are made in the stem; and when subjected to the process of distillation the hydrocarbon called oil of turpentine is obtained, which is much used in the mixing of painters' colors, and, being composed of carbon and hydrogen only, it is a highly inflammable material. The solid residue after distillation of crude turpentine is the gum termed resin, which is much used by plumbers in soldering. The exudation of turpentine will continue in some pine wood long after it has been cut down, especially when exposed to heat. Such woods are also difficult to work with the tool, on account of the toughness and resistance which the resin imparts, and consequently are not well adapted to the finer work of the joiner, although highly valuable for the rougher purposes of the carpenter, since those woods which contain much turpentine are generally strong and durable, this substance being but slightly soluble in water, and as it contains no nitrogen is not decomposed by the action of air or water. Oil of turpentine is a great solvent of gums and resins, with which it combines to make varnishes; and as it also unites freely with fixed oils it is a valuable ingredient in the mixing of oil paints.

Tannin, or tannic acid, is an astringent principle found in several trees, but more especially in the oak. It has the property of forming an insoluble compound with albumen, which enables it to prevent putrefaction taking place in the wood. The durability of oak when employed as a building material may be considered to depend in a considerable degree on the proportion of tannic acid which it contains; but as it is very soluble in water, oak wood should not be seasoned by soaking for any considerable time in water, which might dissolve out a portion of this sub-

stance and render it more liable to decay.

If a solution of a salt of iron, as the sulphate, is poured on wood containing tannic acid, it will turn to a bluish black. Rusty iron nails, when inserted in oak, will also have the effect of blackening the wood.

Tanbark Trade Harmful.

According to an experienced observer in Hendersonville county, North Carolina, the tanbark industry there is an actual detriment to that region. So far this season the county of Henderson—a small one in area—has shipped at least \$55,000 worth of tanbark, and there are other counties which ship two or three times as much. After noting the stimulation of trade caused by the money thus brought to Western North Carolina, this observer says that "quite a large amount of timber is destroyed, and it can not be said that it is a business to be encouraged."

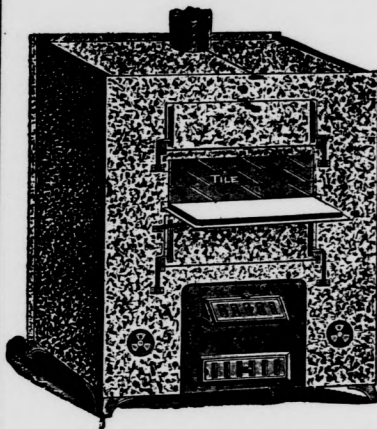
In which he is doubtless right. Tanbark delivered at the railroad stations is worth about \$6 a cord, which just about pays for the hauling, leaving nothing to pay for the timber destroyed and the work of peeling. Four large trees are required to yield a cord of bark. Thus it will be seen that in putting on the market \$55,000 worth of bark, Henderson county people must have felled something like 40,000 trees, nine-tenths of which will perhaps be left to rot. The tanbark business is thus seen to be one of the most wasteful occupations imaginable, for it permanently impairs the resources of the country without paying for the damage done.

The Secret Society Craze.

The craze for "jining" that ran its course in the United States some half dozen years ago almost consumed all the thinkable names that brief combinations of words could assume. But there are a few left and the race is not quite run. There was incorporated in Kentucky the other day the "Supreme Ranch of Cowboys and Indians of the United States of America." That is a "corker." The roster of grand officers' titles must read like a massacre followed by a scalp dance. It is a peach. And the only claim whatever that Kentucky has to Indians and cowboys exists in the circumstance that it manufactures quantities of "fire-water," the natural beverage of cowboys, Indians and ranchmen.

The Supreme Greats and Deputy Grand Supreme Greats and Assistant Deputy Grand Supreme Greats have had a grand time, and as most of these fire-eating societies were organized by expert "financiers" for revenue only they are deserving of scant consideration. They came in a high wave, washed on the shore and broke into foam and that was about all there was to them. The solid benevolent and fraternal orders remain and do much good.

If your business is not just what it ought to be, perhaps you have not developed your talent for pushing it to the front.



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

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



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.

Printing for Hardware Dealers

Poultry

Directions for Killing and Dressing Squabs.

The producer should have a regular shipping day, selecting such as best suits his convenience, and on that day he should kill all squabs which are of proper size. The squabs should be caught in the morning before feeding and watering are done. This assures empty crops. Judgment must be used in selecting the squabs, or some which are too light may be taken, causing a cut in the price. As caught, the squabs should be placed in pigeon hampers and taken to the killing room, which in cool weather should be heated to be made comfortable for the picker. An oil stove lighted at the time of beginning to catch the squab will temper the room nicely by the time the squabs are all brought in if the flock is large. Place the hampers within easy reach of the chair in which the picker is to sit, and have a basin of water close by. Directly in front of the picker suspend in a horizontal position a ring of wood or iron, about a foot in diameter, and hang from the ring four cords, 8 inches long, terminating in slip nooses.

Catch a squab from the hamper and suspend it by passing a noose around the legs, tail and wings, letting about 2 inches of the ends of the wings project beyond the noose, and tighten it well. Insert the killing knife (sold for such purposes) well into the back of the mouth and draw it forward, cutting clear into the brain, hang a weighted wire in the bill and let the bird bleed. The wire is six inches long, hooked and pointed at the upper end, and weighted at the lower end with a piece of lead the size of a hulled walnut. Four birds are killed in turn, and picking begins on No. 1 as soon as dead. Novices may kill and pick but one at a time until some speed is gained, but an expert picker will kill four and "rough pick" them all before they get cold.

Allow the birds to remain suspended, but release the wings, grasping them both in the left hand back of the bird. Moisten the thumb and forefingers of the right hand in the pan of water, and begin picking the neck, leaving about three-quarters of an inch next the head unpicked. Still hold the wings in the left hand until the entire front of the bird, legs included, is picked. Then bringing the wings in front of the bird, hold in the left hand as before, and remove balance of feathers from the body. Now with wings still in left hand, pluck quills from both wings at once, and also the larger feathers, and then finish each wing separately. This completes the "rough picking," after which they must be pinfeathered, in which operation a small knife is helpful. An expert picker, when he has finished his third bird, kills three more so that they may be bleeding while he is at work with the fourth. As soon as finished each squab is dropped into a tub of cold water to drive out the animal heat and make the birds more firm and plump.

An expert picker can kill and "rough pick" 20 squabs an hour or completely dress 12 to 15 in the same time. It pays well to use care in picking not to tear the skin or leave any feathers on the birds. Well fattened birds are seldom torn by the expert picker. The weighted wire is of advantage in slightly stretching the skin and making it less liable to tear. When all the squabs are dressed, the feet and mouths must be thoroughly washed of filth and blood; they should be placed again for a few minutes in clean cold water, and then hung on a drying rack for five minutes to drain.

If the squabs are sold to a local dealer, they may be taken from the rack at once, placed in a suitable basket, and delivered immediately. If they are to be expressed to a distant market, packing in ice is necessary, and a box or barrel must be used. Place a layer of cracked ice at the bottom, alternate with layers of birds and ice, and finish with a generous topping of ice. Only in quite cold weather is it safe to omit ice. Place a secure covering on the package and mark full directions to whom shipped as well as your own address, and the number of birds.

W. E. Rice.

Force of Habit.

A family in the southern part of the city employed what they believed to be a "household jewel." For a few days she proved to be all that they had anticipated, and everything went smoothly. One day, however, the husband came down to breakfast and made the announcement that they must get rid of the new girl.

"Why, John, you must be crazy," said his wife with amazement. "She's the best girl we ever had, so respectful, and a fine cook."

"That makes no difference. She is not honest."

"Oh, well, we'll never miss a loaf of bread once in a while; her folks may need it more than we do."

"That isn't it. Early this morning I saw her creep into our room, go to my pocket, take my pocketbook and empty it."

"Oh, well, dear, perhaps it's force of habit; you know she's been married."

Useless Effort.

The young woman who had considerable time on her hands joined the Young Men's Christian Association auxiliary, and was ready to enter into the work with great zest. The first notice she received was as follows: "Meeting at 3 o'clock this afternoon. Come and pray for young men." She read it seriously, and then threw it one side irritably, with the remark:

"I'm not going. I've been praying for a young man for three years, and I know it's absolutely no use."

If It Only Were.

"After all, my friend," said the moralist, "life is but a dream."

"Not much it ain't," snorted the hard-headed man. "In nearly every dream I ever had I was gettin' more money than I knew what to do with."

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.

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Citizens Phone, 1381



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.

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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.

Printing for Produce Dealers

How To Prevent Waste in Handling Mutton.

If the grocer who sells fresh meat will fill all the orders he receives for mutton and lamb chops throughout the week in warm weather, he will usually find himself during the latter part of the week possessed of a large number of legs of both mutton and lamb which have accumulated from the whole meat cut up to supply the demand for frying and broiling meat. As a rule, the number of legs on hand do not cause any worryment because the demand on Saturday for roasts for Sunday's dinner will use up all the legs on hand, but the appearance of the legs cut out in the early part of the week will frequently prevent a customer from buying one even at a low price, when the same person would readily purchase a bright-looking leg at the regular price.

I have found it comparatively easy to avoid any such difficulty by the exercise of nothing more than common carefulness. If city-dressed meat is used, the store-keeper should insist upon having his mutton or lamb delivered to him during the afternoon of the day it is slaughtered. He can then put it in his refrigerator and thus take the most important step toward keeping the meat bright in appearance and sweet in flavor by chilling it through before the atmosphere can have any effect upon it.

The next morning all the lambs on hand should be taken out of the refrigerator and split, even if this necessitates splitting meat that will not be cut up that day. After splitting the legs should be cut off and the caul fat turned back carefully, without breaking, as far as possible over the shank of the leg. After this trim off the ring of fat which grows where the legs join each other, and put the legs back in the refrigerator, placing them on the floor with the caul fat turned back as described above. The reason for this treatment and the results to be gained are as follows:

The flesh of a lamb but a few months old is not ripe or firm enough to withstand the effects of the atmosphere in the warm summer months, and it must therefore be taken care of to prevent it from becoming tainted much quicker than other meat, such as beef or a two or three-year-old sheep. The portions of a lamb that will become tainted first are the legs and loins, but the latter usually sell so quick there is little need for any special care to keep them well. The legs, having to be carried longer, do need special care, and working on the principle that "an ounce of prevention is better than a pound of cure," the best thing to do is to cut the legs out and treat them as described above to prevent them from becoming tainted.

If the legs of lamb are not treated as above described they will frequently be found to give out a heavy, disagreeable odor. This odor always comes from the fat, which will spoil more quickly than the meat of the leg. In two or three days after killing the legs will also be found to be covered with slime under the caul fat.

By turning back the caul fat and allowing the cold air of the refrigerator to play directly on the leg, it will be kept free from the slime which would surely show itself if the leg was permitted to hang covered with the caul fat.

By removing the ring of fat and keeping the legs on the floor of the refrigerator—the coldest part of it—all possible danger of any offensive odor or loss is removed, and when a customer calls for a leg of lamb the dealer can go to his refrigerator and before he takes out the leg carefully turn down the caul fat over the leg as it was when first dressed, and there will be no danger of a sale being lost or a complaint coming back because the leg of lamb was not as sweet as it should be.

Where there are a number of legs on hand on Saturday that have been cut out and treated in this way, a good idea to put in practice is to take them out of the refrigerator early in the morning and carefully cut a thin slice from the end of the leg where it joins the loin, and also where the flesh has been cut through in separating the two legs. Through being exposed to the air the meat in these two places will become dry and dark looking, and by a slight trimming they will look as if they were just cut off, and be more saleable. After being trimmed they can be put back in the refrigerator until called for.

If by any chance a leg should become in any way slimed, the caul fat can be turned back and the thin skin, technically known as the felon, which covers the leg, can very easily be stripped off and with it all the slime. The meat will be found perfectly sweet underneath the felon.

Loins of lamb, mutton or veal can be kept sweet and dry for quite a while if necessary by removing the skewers and turning back the kidney over the edge of the loin without breaking it off, and if necessary, removing also the thin skin covering the inner part or tenderloin. The butcher who slaughters should be requested to not use skewers at all to set the kidneys in veal, mutton or lamb in the summer time, as the meat is almost sure to become tainted by the skewers even if the latter are well seasoned.

Much of the objection which many people profess against the use of mutton on account of its peculiar odor can be overcome by simply removing the outside felon or skin from the cut purchased. The natural oil of the wool penetrates through the hide into the felon and causes the taste and odor so unpleasant. If the felon or skin is removed the flavor and odor will be much more pleasant. While the things mentioned here that should be avoided seem small, they are great enough to pay serious attention to; in fact, they can not under any circumstances be ignored without incurring serious inconvenience and loss, and yet it is amazing to know the number of both butchers and grocers who are unfamiliar with a knowledge of these things, because they think them so little as to be unworthy of attention.—Grocery World.

Spools From Pulp.

The process of making spools from pulp has been in course of development for the past two years, and many obstacles have had to be overcome before the spool was perfected. It was comparatively easy to mould the spool into the proper form, but after it had become dry and hard the difficulty was to grind or turn it into the proper size to hold the required amount of thread. This trouble has now been overcome. Pulp will be used only for the large size of spools, as it is not practical to make the smaller sizes of that material.

Many of the large spools are nearly four inches in diameter, and up to the present time they have been made of wood. When they were first made they were turned from a single piece of wood, but it was discovered that in many cases the pressure of the thread as it was wound on the spool would push the head off the barrel, although it was the same piece of wood. In order to remedy this difficulty, it became necessary to make the large spools from three pieces, the barrel and two heads, and when the heads were closely fitted to the barrel and glued, they were found to remain better than when they were one piece of wood.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, MICH.

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Fresh Eggs

Prices Will Be Right

L. O. SNEDECOR & SON

Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank

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.

SHIP YOUR

Apples, Peaches, Pears and Plums

—TO—

R. HIRT, JR., DETROIT, MICH.

Also in the market for Butter and Eggs.

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.

HERE'S THE  D-AH

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

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

Eggs Wanted

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

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

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.

New York Market

Special Features of the Grocery and Produce Trade.

New York, August 29—The end of August sees about the very dullest period in the coffee market we have witnessed this year. Some 75,000 bags were tendered on September contracts. Reports from primary points indicate large daily deliveries, some 84,000 bags coming to hand in Rio and Santos on Thursday. The market is, of course, simply dull and sagging almost to the "breaking point." Rio No. 7 continues to be quoted at 5 1/2c and jobbers, as a rule, say that business is very quiet, buyers taking supplies only as needed. In store and afloat there are 2,502,877 bags, against 2,814,413 bags at the same time last year. Receipts at Rio and Santos since July 1 have aggregated 2,865,000 bags, against 2,546,000 bags during the same time last season. Stocks of West India coffees are large and freely offered, but there is little call for the same, while Good Cucuta is quotable at 7@7 1/4c.

There is no urgency among sellers of tea to force stocks on buyers, nor are buyers tumbling over each other to make purchases. The week, in fact, has been rather duller than the preceding ones. Orders are for small lots and the best that can be said is that quotations are firmly sustained. Later on a better condition of affairs is anticipated—or at least wished for, anyway.

The jobbing trade seems to be so well supplied with sugar that they are for the moment taking a rest. Indeed, it is said that many of them have enough on hand to last all the month. As a result, we have had a very quiet week. There has been some call for future shipments on contract, but the year will not be a record breaker in results. Arbuckle still keeps 10 points below the other refiners. Raw sugars are firm on a basis of 3 3/4c for centrifugals, 96 degree test.

There is now some anxiety as to the safety of the rice crop. The weather in the South is anything but favorable and the outlook which was so favorable a short time ago may become dismal unless there are more sunshine and warmth. There has been a fairly active trade in this staple this week and prices are firmly maintained, although no change has taken place.

There is a quiet market for molasses and sales are for the smallest possible lots. Stocks are not large and prices are well sustained. Sellers are confident of the future and reports from the South indicate a good crop. The market for syrups is firm, but there seems to be little doing and both sides are waiting for the advancing season. Good to prime, 17@23c.

There is little to report in the spice market. Quotations are firmly adhered to, but the volume of trade is moderate and no change is looked for until the latter part of September, when there should be a de-

cid increase in activity. Singapore pepper, 12 3/4@13c.

Canned goods have had a fair week and, as time passes, it becomes almost a certainty that it will be a good policy to carry a fair stock of almost all lines. Tomatoes may come in a winner if the weather keeps warm, but just now it is both cold and wet. There is certainly a great scarcity of corn and peas and salmon are bound to advance, so that, upon the whole, the packers of goods in tin seem to be having a very satisfactory outlook. California promises to have no greater pack than usual and dealers urge good-sized purchases at once. It is a good time to buy when labor is so generally employed. It is an "eating year."

The butter market, for the better grades, is steady and, while there seems to be no actual advance, the tendency is toward a higher basis. Fancy Western creamery, 19 3/4c; seconds to firsts, 16@19 1/2c; imitation creamery, 15@18c, the latter for finest grades; Western factory, 14@16c, the latter for held goods; renovated, 15@17c.

The cheese market shows little animation. The offerings are not large, but there seems to be enough to go around without any trouble. Large size, full cream colored will not bring over 10c, with small sizes about 1/4c higher.

The egg market, from top to bottom, is in favor of the seller. The supply is light of the better sorts and shipments hither are not large. Best Western, 21c; seconds to firsts, 17@20c; candled stock shows some advance and at the close 16c is about the correct figure.

California Fruit Canned With Caustic Soda.

Dr. Aiken, the Fresno, Cali., City Health Officer, has reported the use of caustic soda solution in one of the largest fruit canning establishments of that place and the City Board of Health has begun an investigation to determine whether the process employed is injurious to health. A quantitative analysis of samples of canned fruit solutions was ordered, and upon the report the Board will take action. The commercial advantage reported in connection with the use of caustic soda solution is in quickly peeling the fruit, saving wages of manual labor. Complaint was also made that girls working in this cannery department are injuriously affected from colic. After treatment by the soda solution the fruit is carried under revolving brushes that remove the peeling, subsequently being passed through two other solutions, the ingredients of which were not given, but whose compositions may not be any more reassuring.

The One Condition.

"Doctor," said the sweet young thing, "I've been told that eating cucumbers will remove freckles."

"So it will, under one condition," replied Dr. Gruff.

"And what is that?"

"That the freckles are on the cucumbers."



Has his or her (especially her) ideas about the broom that works the easiest. To suit the consumer a dealer must carry at least a fair assortment of heavy and light; fancy and plain; big and little handles. Every one will suit if it is a

WHITTIER BROOM

Whisk brooms, ware house brooms, house brooms. We have them all (Union made). Best brooms sell best.

Let us send our tri color price list. It tells the story.

WHITTIER BROOM COMPANY

GRAND RAPIDS, MICH.

Automobiles

Price \$500

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

Sherwood Hall Co.,

(Limited)

Grand Rapids, Mich.

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.

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 Judges Do Admit

That The Original

S. B. & H. Full Cream Caramels

made by

Straub Bros. & Amiotte

Craverse City, Mich.

ARE THE BEST EVER.



PREPARED MUSTARD WITH HORSE RADISH

Just What the People Want.

Good Profit; Quick Sales.

THOS. S. BEAUDOIN, Manufacturer

Write for prices

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

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

THE BUSINESS OF LIVING.

Value of Right Doing From a Business Viewpoint.

Written for the Tradesman.

The recent confession in Grand Rapids made by Mrs. Aurora Hodge that she killed a peddler near Salt Lake City, Utah, in July, produced a profound sensation in that city. The woman had eluded the officers and fled across the country without detection and yet there was that something within her that would not let her keep the secret and her soul remain at peace. Shortly thereafter Harmon Truman Coates, who had been committed to jail in Richmond, Va., for drunkenness, confessed to the police there that he was a murderer, having killed Louis Hull in Spring Valley, N. Y., May 19, 1902.

Such cases are uncommon enough to excite public interest when they occur and common enough to demonstrate that the human mind is pretty much the same in all people. Students of physiology learnedly attempt to explain it in a scientific way; but to the every day man it needs no explanation. It is simply the working of that force called Conscience, a something that is as gentle as a summer fountain when the heart is clean, but is a raging volcano in the breast of the person guilty of wrong. There is in each man something that tells him the difference between right and wrong, between good and evil. It is sort of a sixth sense; and just as an abuse of any of the senses will put that sense in open rebellion to the body in which that sense dwells, so will an abuse of that sense within us which teaches what is right create a storm of protest from our conscience as violent as that offered by the sense of feeling when we plunge our hand into the fire.

Leaving out of the question entirely the desirability of righteous living, the ultimate fate of the man who fails to live righteously and all that kind of thing, the eternal fact remains that wrong-doing is not profitable. This does not merely apply to putting a rival out of the way or some such similar serious offense; but it applies with equal force to the simplest acts of life.

Let us look at life for a moment as a business proposition. It is the object of every man to extract from life the greatest possible amount of happiness. Happiness is our dividends. The ability to forecast the result of an act is the same ability as that exercised in business life which permits us to know in advance the probable consequence of this or that business move. Some of us possess the ability to forecast results both in life and business to a much greater degree than others; but, just as in business by application we can learn to anticipate results, so in life if we put our hearts and minds in it we can anticipate the degree of happiness which any act will bring.

It has been said by saints and philosophers that the greatest happiness is to be gained from the unselfish act of giving others happiness. This simply proves that unself-

ishness is the most selfish thing in the world. When we measure the pleasure that doing good will do to us ourselves, we confess that it is our own pleasure that prompts us to give pleasure to others.

This little lay sermon is intended to impress the fact that wrong will yield less ultimate happiness than right-doing. It is intended to point out to the merchant who is inclined to indulge in sharp practice that it is not profitable. Wrong done in business may yield larger profits to the business and escape detection. However, remember this: Just as spending an extreme amount of time in your business must be at the expense of that happiness called recreation, so the profit in dollars and cents that appears on your books as the result of sharp practice is offset by the subtraction of a degree of soul happiness from your life. If you buy a new awning, you must pay for it out of your cash drawer; if you buy larger dividends by descent to questionable methods, you must pay for it out of the golden fund of your personal happiness. Your conscience is a book-keeper as merciless as your banker. If you add to one side of your account a monetary gain through wrong-doing, be sure that you must pay for it. The joy you get from creature comforts you can pay for out of your cash drawer; the joy you mistake that you obtain by wrong-doing you must pay your conscience for, but the debt is never discharged or cancelled. It runs on forever at compound interest.

I want to point out that there are other reasons besides the fear of fire and brimstone to keep man from doing wrong. You are asked to apply simple business rules to the business of living, particularly that part of living contained in mercantile life. I have known men who used sharp methods during business hours who imagined that when they locked the door of their store at night they locked all the wrong they had done in the store and left it behind them. But they have invariably found that these things clung to their garments. The machinist when he comes home to his family at night can wash the grime from his hands; but there is no tar soap in existence that will remove spots from the human heart.

This that has been said has been with the presumption that the merchant in the conduct of his business can do wrong and escape the detection of his customers and conferees. It is not very often that the merchant can do that. When you figure in the great probability of detection and the consequent loss of standing, credit and custom you can fully realize what an unprofitable thing wrong-doing is.

Purposely not a thing has been said here about doing right for right's sake. We are talking about life as a business. We want to extract all the dividends called happiness from the business called life that are possible. Sharp practice is as unprofitable in the enterprise of life as foolish investments are in a commercial career. I have taken

two columns to say what a better man has said in five words:

"Honesty is the best policy."
Charles Frederick.

If at first you don't succeed try again and advertise.

Estates and Trust Funds

We invite correspondence regarding the management of estates and trust funds.

Send for our pamphlet on the laws of "Descent and Distribution of Property."

We act as Executor, Administrator, Agent, Guardian and Receiver.

The Michigan Trust Co.

Grand Rapids, Mich.

Everybody Enjoys Eating Mother's Bread



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Made at the

Hill Domestic Bakery

249-251 S. Division St.,
Cor. Wealthy Ave.,

Grand Rapids, Mich.

The Model Bakery of Michigan

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

CERESOTA is both the HIGHEST PRICED and the CHEAPEST flour. That sounds like a paradox, but it is so. If from a barrel of Ceresota costing \$4.75 you can produce 20 to 25 loaves more of superior bread to what you can from a barrel of some other brand costing \$4.25 to \$4.50, it's the cheapest, is it not?

The bakers know all about this and are our best customers.

Judson Grocer Company

Wholesale Agents
Grand Rapids, Mich.

THE WRONG WAY.

Advertising Which Has Made So Many Skeptics.

I am in receipt of the following letter which raises certain problems and propounds certain questions that well deserve the serious attention of practical and thoughtful men:

"I think it is now very generally conceded that a merchant increases his business largely at the expense of his profits; for instance, a merchant doing a general credit business who cuts his prices 5 or 10 per cent. increases his business, but at the same time decreases his profits; increases his expense, as he has to hire more clerks, and also increases his credit risks, as your good class of conservative traders who pay once in six months, or once in a year, will insist that since they are good and safe they should have the same advantage of close price as the cash purchaser. Now, then, suppose there is a man doing business in your town, buying an ordinary article at \$2.25 and selling it at \$2.50—I mean a cash store—an oil stove, for instance, that costs \$4.25 or \$4.50, and sells at \$5.50; or an ordinary range that costs \$11 and he retails it for \$13 or \$13.50. Any merchant knows, who handles oil stoves and ranges, with the bother of selling this class of goods, the labor and dirt incident thereto, breakage, etc., no profit can be made in the average rural community on such a basis. But supposing such conditions do exist—and they do in some localities—these same cutters are always known to be hard up—paying their bills by giving checks dated ahead—allowing themselves to be sued occasionally—and still they hang on, houses that are really reputable being found who continue to supply them. The merchant who does a credit business is supposed to meet all such conditions and discount his bills and make money, as this should be the object of every good business man, provided he can do it honestly. Now, I maintain that a merchant doing business on ordinary lines, as one is compelled to do in such a community, only wastes his money and energy who goes beyond a certain point—what that point is, his own experience must prove. If there was market enough and trade conditions were such that cash could always be secured, a different condition could be worked out. I have worked early and late, believed in the 'advertising hustle' idea much more in the earlier days of my business experience than now, bought my goods closely for cash, lived within my income, never dissipated, always saved a little, but never expect to get rich. Make up your mind that the average shrewd 'hustler advertisement-writer' is grinding his ax on your grindstone, and you are doing a 'heap' of hard turning, or he is laboring in some fertile field where sheaves of golden grain reward the toiler and not where there is a 'tall sprinklin' of nubbins and tailin's' in the crop."

The writer of the above letter is a dealer in hardware, stoves, etc., in a town of some six thousand people. He

is a man of mature experience, having been engaged in business for over nineteen years, and his letter bears every evidence that he is what is commonly called a good business man. The question now arises, are his deductions sound and correct or are they based on mistaken assumptions? I do not doubt that a great many advertising authorities would violently criticise his deductions. They seem, in a way, to attack some of the most cherished dicta of advertising application; to challenge the power of advertising to produce profitable results in a case which is undoubtedly, in some degree, typical of that of thousands and thousands of American merchants. But anyone who took this imperfect view of his remarks would be making a great mistake; for they raise no question as to the efficacy of advertising under favorable conditions, but simply propound the point whether advertising is a profitable investment when handicapped by certain factors in the conduct of the business advertised and in the condition of the community. The whole question narrows down to this—how far can a credit store in a rural community advertise to advantage? And this is, in itself, a very large question. As is pointed out by our correspondent, the merchant who extends credit to a portion of his patrons finds it hard to refuse them the advantage of any special bargains he may advertise as a bait for cash custom. He can not very well say to the man who has been trading with him on credit for a dozen years or so, and who has always paid his bills sooner or later, that the price advertised is for cash customers only. This would anger an old and valued patron. He would feel that he was not being treated fairly and would very likely take his custom elsewhere in future. In the case of important special sales, or of one day specials or any similar offerings that are definitely limited in duration, it is possible to get around the credit bugaboo without giving offense to anyone by strongly emphasizing in the advertisements the fact that "the terms of this sale are strictly cash" and posting like notices in the store during the life of the sale or on the counters where the specials are on view, if it is a case of special one day or one week offerings in some one line. Even with this precaution taken, it is my experience that some regular customers will "want it charged" and will not be easily convinced that in doing so they are asking anything unreasonable. But if pains is taken to explain that the occasion is a special one, that little or no profit is being realized on the goods at the special prices, and that it is expressly advertised that credit will not be given, the customer will seldom take umbrage. The trouble comes in not in such cases as this, but where a credit store is being undersold by a neighboring cash store and cuts its own prices heavily in order to meet or outdo that competition. In such a state of affairs as this, it would be manifestly injudicious to advertise that the prices offered were

for cash only. Such action would be equivalent to a direct affront to the credit trade and would drive away custom that, when all is said and done, it is really desirable to retain. The prices advertised are not "specials," but more or less permanent reductions on staple wares. It is aimed through their agency to impress on the public the moderation of the store prices not sporadically, but as a regular thing. All that can be done, therefore, is to grin and bear it when your regular credit customers respond liberally to advertisements of this nature. But can it be accepted as true that the sole response to good advertising will come from the store's credit patrons? This, it would be hard for me to believe. There is a good deal of floating cash trade in even the most credit-ridden towns of the Eastern States. The percentage of credit sales as compared with cash sales, in such a line as our correspondent's (namely, stoves, house furnishings, etc.), would perhaps be, on the average, about 60 and 40 per cent. respectively. Of course, the proportion would vary somewhat in each individual store, but I think this is a fairly accurate average. Now, suppose a merchant had been doing a business of \$20,000 yearly, his credit and cash sales running approximately according to the above average—that is to say \$12,000 credit, and \$8,000 cash. Suppose that after a couple of years' energetic advertising he finds that he has increased his business to \$30,000. Will that \$10,000 increased sales be almost all credit sales or will the per cent. of cash sales in the increase be as great or greater as in the \$20,000 worth of business originally done? Say that the original proportion has been preserved, that the extra \$10,000 was \$6,000 credit and \$4,000 cash. Has he gained or lost? This is the pith and point of the whole matter, just where a great many merchants are unable to properly analyze the situation. Let us try to see just what this extra \$10,000 worth of trade has cost. Say that one more clerk has been required, at a salary of \$500 a year; say that \$200 more a year has been spent on advertising than was spent under the former policy; say that the bad debt loss on the \$6,000 credit is 5 per cent. (a liberal estimate, in all cases where sound business judgment is exercised in the granting of credit), or \$300; say the loss on breakage and incidentals of that kind is \$200—here is a total of \$1,200 to charge up against the \$10,000. Now say that the gross profit on this \$10,000 worth of business is \$1,800. This would be a very low estimate, indeed. It would imply that goods had been sold very, very cheaply and at a much smaller per cent. of profit than usually obtains in the hardware and stove trade. But say \$1,800 for the sake of argument. Here is \$1,800 profit on this extra business at a cost of \$1,200, leaving a net profit of \$600. Nor is this all. Increased sales in the majority of stores in small towns implies more frequent turning over of stocks rather than an increase in the stocks themselves. There are very few hardware and stove stores (and the same

rule would apply pretty generally to many other lines also) that could not do a great deal larger business than they now enjoy without increasing their stocks one particle. In the large cities a store with a \$10,000 stock will often do \$40,000 or \$50,000 worth of business in a year, turning the stock over four or five times. But in the smaller towns a yearly turn over of from one and a half up to two times the value of the stock is about all that is expected or achieved. It is a mistake to assume that if advertising increases business a large stock will necessarily have to be carried. Any hardware and stove store carrying from \$5,000 to \$10,000 of stock has the equipment to do a \$30,000 or \$40,000 trade provided it can get it; because such a stock is large enough to provide as plentiful assortments as are in any way necessary. Of course if the merchant trusts out a large portion of his stock "on long time" he ties up his capital and is unable to properly restock his store. But if enough of his sales are for cash to keep up a fair "working balance" of capital and he enjoys good credit from wholesalers, new goods can be bought as needed without materially affecting the status of his entire business investment. It will not do to assume that the credit business is all outgo and no income. In any old established store where a conservative and careful credit business is done, the weekly receipts from accounts paid ought to come somewhere near balancing the amount trusted out each week. In farming communities it may be necessary to "carry" the farmers all summer long until the crops are sold without seeing a cent of their money. But no man should attempt to do business of this sort unless he has the capital to stand it; and in manufacturing or railroad towns the payments on accounts and the fresh credits given ought to nearly balance themselves, taking month in and month out. Increased trade, therefore, does not mean any very heavy increase in credit risks if the dealer is wise in regard to whom credit should be extended. And the more frequent turning of stock leads to direct tangible benefits. Taking the \$10,000 extra business we have been talking of, and assuming that the cost of the goods is \$8,000 or thereabouts, the discounts ought to amount to at least \$400. It may be necessary to borrow money at the bank to discount these bills with, but as every merchant knows, he can well afford to borrow at ordinary rates of interest in order to take advantage of "7-10;" "6-30;" "5-60" or any similar terms. There is no surer money in merchandising than that made by always taking full advantage of discounts. And the more goods handled in the course of the year, the more, of course, will be the profits from discounts. The larger the amount of goods a merchant can handle in a year without overstraining his capital the better it is for his interests. The money that is being made in retailing to-day is more dependent upon quick turning of stocks than on the average per cent. of profit upon goods sold. Take the profits

RETAIL ADVERTISING.

Ways and Means To Reach the Public Eye.

The first essential to good advertising is to have a good article to sell. No matter how insignificant the article may be, get the best obtainable, mark a price on it that will show a fair margin of profit and then in your home papers and circulars, tell the truth about it in the fewest possible words.

A good cut or catch line to draw attention is always commendable and usually necessary, but after that avoid high-sounding phrases and meaningless words and get right to the point.

It has been said that country people have plenty of time to read and will read everything that comes to them through the mails, but granting this, it is the effect your circular or advertising has after it is read and the results it shows that count.

There are very few people, either in the city or in the country, but who, in these days of cheap periodicals, can and do get all the fiction they care to read in their magazines and often-times in the news columns of their daily or weekly papers also, and there are but few of us who do not feel that we have been buncoed, when, on finishing what we thought at the start was an anecdote or a news item, we find that it has taken us several minutes to find out that a pain in the head is bad for headache.

After being fooled in the article, we rather doubt the sincerity of Smith's statement, that Smith's Bromo will cure an aching head, while we are mixing the water with the Bromo. Humbuggery may be all right in the show business, but experience shows that in nine cases out of ten it is a money loser in the mercantile business.

Most any of us would believe Jones' statement, that on account of the season being nearly over he is selling his \$3.50 shoes for \$2.75 and if we are needing a pair or are blessed with a spirit of economy, we will more than likely give him a chance to make good, even although in the same paper we read Robinson's flaring announcement, offering us "\$5 shoes for 98 cents, all new goods, bought from a prominent manufacturer who needed the money quick."

Common sense tells us why Jones is willing to sacrifice his profit, rather than carry over a lot of shoes until next spring.

We can understand that by turning his nearly out of season summer shoes into cash, he can turn his cash into fall and winter shoes that will bring him a profit, but it is beyond our understanding that Robinson should sell a really good \$5 shoe at 98 cents, when he would never be able to supply the demand if he should offer it at \$3 or \$3.50.

We are a little skeptical about philanthropy in business even although the business man be a millionaire captain of industry.

In addition to an intelligent dis-

play advertisement in his town paper or papers and a few brief, snappy locals scattered through the personal columns, the country retailer should, in the opinion of the writer, have a complete mailing list, including every family in his home town and the country tributary, and make use of it at least four times a year—once a month would be better.

Along with this, it has been found a good plan to get some little article of merit—there are plenty of useful articles to be had in quantities at a cost of one cent to five cents each—and give it with every purchase amounting to say \$1 or over. Everyone of us likes to get something for nothing and most of us can understand that the usual profit on even a dollar purchase will admit of an inexpensive gift; that is, we don't think the dealer has to tack on an extra percentage of profit to cover the cost of the little pocket comb or mirror which occasionally comes in so handy and reminds us of the giver.

The dealer who is giving a present in this way must expect to be bothered more or less by children who will ask for the present without making a purchase, but it will pay him to explain in a kindly way just what it takes to get the gift.

In a large majority of families the child can almost dictate where his own articles, at least, must be bought and the merchant who is smart enough to win the child's favor usually has easy sailing with the parents.

Along with the advertising matter already mentioned, it is impossible for a merchant to have too many signs along the roads to his town and in the town itself.

Every road should be thoroughly covered and this can be done cheaply by using empty shoe, or other, cases of the right size.

Take the top and bottom of the case, nail them together and they will make a durable sign, and if neatly painted and attractively gotten up are one of the best and cheapest forms of advertising known.

Put them up so that in any direction the traveler may turn, he finds your sign and you will certainly get good results.

Most of the manufacturers and wholesalers furnish 25 or more metal or pasteboard signs, but these are largely devoted to advertising their own wares, and while they are excellent advertising, they do not cover the ground, either as to quantity or individual publicity for the retail merchant.

If a merchant can truthfully state that he is doing the biggest business in his town it is always good advertising to do so and to give the figures to prove it. In making this statement—which must be beyond truthful contradiction—no comment is necessary.

The people are quick to understand that merit wins and that the biggest store must have won its position by giving the best values. In brief, good advertising is simply using every legitimate means to keep your name before the people and being con-



It Goes
Without
Saying

— THAT THE —

West Michigan STATE FAIR

Is Michigan's Best Fair

Sept. 14-15-16-17-18-'03

GRAND RAPIDS.

Running, Trotting and
Hurdle Races.

Trained Elephants—High Wire
Acts—Balloons, Etc., Etc.
All Free.

Half Fare ON ALL RAILROADS.

Write for Prize List.

C. A. FRENCH, - - Secretary.



Honeysuckle Chocolate Chips

Center of this Chip is Honeycomb.
It is crisp and delicious.
The Chocolate is pure.
There is nothing better at any price.
Send for samples.

Putnam Factory
National Candy Company
Grand Rapids, 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

stantly on the lookout for good merchandise at attractive prices.—James Spenser in Shoe and Leather Gazette.

The Evil of Returned Shoes.

The evil of returning shoes has been growing greater year after year until it has become unbearable, and the time has now arrived when it behooves thinking manufacturers, who have suffered from it, as well as wholesalers who stand in a still worse position than manufacturers, to seriously study the trouble with a view to adopting means of prevention. There are reasons why so many goods are returned, and these reasons are not always given by those who send the goods back. To be sure, some of them do give some reasons, but all letters written are not tales of truth.

If we go to the source of all this trouble, we find that there are quite a number of the faults that can be obviated with a certainty that fully as many goods will be made and that a profit can be had from each pair, instead of the condition which exists at present. Now there is the realization of profit from about 60 per cent. of any new style, while the balance ceases to become desirable owing to some other new style entering into competition against it, so that the remaining 40 per cent. must be disposed of at some bargain counters, or what unprincipled retailers decide is safer, returned to the manufacturer or wholesaler.

Another reason why goods are returned is because they are quite often not up to sample. This has become so common an occurrence that it is recognized by some manufacturers and dealers as an expectation in nearly every instance. If all shoes that are made to order were kept up to a standard of excellence, in both material and workmanship, such as exists in the samples that are shown by salesmen, more determination might be had by those who make them or sell them to retailers that they should be kept and paid for. But a great weakness is forced from the fact that they are oftentimes far below the standard which was, so to speak, guaranteed when the samples were shown. Nothing but making all shoes in regular lots up to the standards shown in samples will eliminate the liability to suffer from the return of shoes.

Probably one of the most prolific sources from which the returning of goods arises is the insane desire to create new fads which are as a matter of course destined to be short lived, from the very reason of departure from what might be known to the merest tyro as desirable to the wearer because of the discomfort they will cause. For a few months we notice that all shoes (excepting of course the heavy standard makes of shoes which do not change from year to year) are made on lasts with some fanciful name, given them on account of a change from those used the last previous season in the shapes of the toes. Perhaps there may be a change made in the amount of the toe spring. Some change is made

in lasts so as to spring a new style on retailers who have not called for it, but the result is that the new styles of shoes are placed in the show windows and it ends up with the kinds that have heretofore sold freely being placed on the bargain counter, or, perhaps, some that have just arrived from the wholesaler or manufacturer from whom they were ordered are boxed up and returned; some excuse, possibly not at all relevant, being given for such a course.

If wholesalers would endeavor to convince manufacturers that they would be large gainers if they confined their output to straighter lines, and not change styles every few months, it would be a sensible move on their part. While they are not in a position to become dictators they certainly do have much influence on those who make up boots and shoes.—Boot and Shoe Recorder.

Suicide Among Doctors.

Suicide among physicians is notably on the increase in England. The reason is not far to seek. It has recently been shown that a doctor who might calculate on an income of over \$1,000 a few years ago can count today, in corresponding circumstances, on only something over \$500. The simple causes of this are two: First, and most important, the increased health of the country at large and the diminishing death rate. The medical profession, as a matter of fact, is working in these days of preventive medicine in the direction of its own extinction.

When the last anopheles mosquito, for instance, is killed, and malaria passes into history, most of the doctors of the tropics may pack up their baggage and depart. Another cause is in the multiplication of the universities to whose interest it is to turn out as many graduates as possible, and the increasing competition which ensues. And again, the hospitals are daily being used more and more by people who can afford to pay.

Why She Couldn't Come.

"We're going to have such a jolly time," said the girl in blue. "A dinner first, you know, and then a theater party. Of course you'll come."

"I should like to above all things," returned the girl in gray, "but I fear it isn't possible."

"Isn't possible? Why not?"

"I'm not allowed to eat much of anything just now, and I fear such a dinner would be too great a temptation," explained the girl in gray sadly.

"Dieting?" queried the girl in blue. "Doctor's orders?"

"No; lawyer's."

"Lawyer's!"

"Yes. You see, my breach of promise case comes to trial pretty soon, and I'm training down to show the ravages of blighted affection."

Unprofessional.

Strong—Have you consulted Dr. Glauber, the eminent specialist?

Weakly—Yes, I have, but I don't see how you can call him an "eminent specialist" when he told me that one treatment was enough and I needn't come again.

RESPONSIBLE REPRESENTATIVES WANTED IN MICHIGAN

To handle a high grade specialty, needed everywhere which can net a good pusher

\$1,000 to \$3,000 a year

Nothing like it on the market

Exclusive Territory Given Each Representative

Cut Out This Coupon and Send To Me.

ERNEST McLEAN
Grand Rapids, Mich.
Box 94

Dear Sir:
Please send me full particulars concerning your special proposition adv. in the Michigan Tradesman and oblige.

Name
Occupation
Postoffice
State

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.



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



WALL CASES, COUNTERS, SHELVING, ETC., ETC.

Drug Store Fixtures a Specialty

Estimates Furnished on Complete Store Fixtures.

Geo. S. Smith Fixture Co.
97-99 North Ionia St.
Grand Rapids, Michigan

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. F. Andrew.

Effect of Moist Weather on Cigars.

The majority of smokers seem to be unaware of the extraordinary receptiveness of cigars to the weather," remarked a well-known local tobaccoist recently. "During a heavy rainfall or foggy weather it is almost impossible to keep a stock of cigars dry enough or in prime condition for smoking. This is owing to the fact that the walls of buildings perspire, as we say—that is, they become wet and remain so until the weather lets up and the sun comes out to dry them. During rainy weather, therefore, cigars become damp, and that makes them look as though they were new or green. In such a condition they do not burn freely or smoke evenly. Then, too, a radical change takes place in the flavor of the cigar. Cigars that under ordinary conditions have a delightful aroma become strong and decidedly disagreeable to the taste and frequently bite the tongue before they are smoked to the tip. Customers ignorant of these things blame us for selling them bad stuff, and accordingly shift their patronage to another place.

"There are many ways to tell a good cigar from a bad one. A reliable method is to glance down the wrapper, and if it has an oily appearance or shows greenish blotches or is of a sickly yellow it is an infallible sign that the wrapper is made of poor tobacco. Coarse nerve vessels or veins are also an indication of an inferior wrapper.

"A cigar that has a neatly made exterior is no more proof as to good quality than it would be to say that a shabbily dressed man lacked brains. Many of the most expensive cigars are rougher made than the cheapest ones. Careful manufacture, however, is an advantage in the selling.

"To examine the interior of a cigar do not break it in half with your fingers, but slit the center open with a sharp knife. By this means the 'bunch' wrapper and the 'filler' are clearly exposed. A cigar has two wrappers, the outside and the 'bunch,' or inner wrapper, which hold the 'fillers,' or the little pieces of tobacco composing the body of the cigar. The 'fillers' and the 'bunch' wrapper together are known in the trade as the 'bunch.'

"It is safe to say that a cigar is good that burns slowly and equally, and of poor quality if it smoulders up the side. Quality can not be judged by the color of the ash. If the ash, however, shows a thin, dark lip or line close to the mouth it is an absolute sign of a poor cigar. Again, it is far from being the case, as many smokers imagine, that if the ash holds well the cigar is good. The ash of the cheapest cigar on the mar-

ket will often hold better than the most expensive brand. The fact is the length of the ash depends more on the way the weed is smoked than on the nature of the tobacco, moderately slow smoking generally producing the longest ash."

A Successful Salesman.

One girl who made a phenomenal success in the shoe department within a month after promotion tells how she did it.

"Most persons who buy ready-made shoes," she said, "are obliged to try on several pairs before they get fitted. Naturally, the wear and tear on the rejected shoes often softens and stretches them considerably, and by the time they have been tried on four or five times they are pretty well broken in and feel quite comfortable.

"I had found that out when buying my own shoes, so when I began to sell I profited by the experience. Instead of bringing out brand new shoes for a customer I picked out a pair, whenever possible, that had been tried on until the stiffness had partly worn away.

"If I could find a pair that had been taken home by someone and worn about the house until the soles were somewhat soiled and then exchanged, so much the better. I found that customers did not mind that at all. Just so the shoes I offered them were comfortable they did not stop to ask what made them so, but accepted their good fortune without a question. The trick made my sales mount up wonderfully. While the other clerks around me were having shoes thrown on their hands because they did not fit, my customers were buying at the first trial and often I sold two or three pairs at a time to a person who came in with the intention of buying only one pair."

Manliness of a Little Man.

Several days ago I happened to board a car which was crowded. A little man—perhaps he was twelve years old—offered me his seat with a charming bow and smile. He soon found a seat, but popped up when another woman entered, pulled off his cap, which was fringed with rags, and with such a jolly, wide smile made room for the newcomer. Five times in as many minutes that smile broke over the face of the young traveler as he gave his seat again and again, and soon every one in the car was smiling in sympathy. No one thought whether his clothes were whole or ragged, but some one said, "I wish my boys enjoyed being gentlemanly as much as he does," and a fine looking man remarked quite loudly to his neighbor, "That's the sort of manliness that made our President."

The boy heard this remark and looked around to see who was manly. It was so natural for him to smile and to be polite that he was not conscious of being remarkable.

Foreigners have found this country an excellent one to visit. When they come here they have a good time, and they go home having something nice to say of the people

whom they have met and the sights they have seen. The experience also has an expanding influence upon their minds, and they gain a higher respect for Americans. Visitors are a good advertisement for the country and they should be encouraged. They should be accorded a hospitable welcome and made to feel at home. The more visitors the country has from abroad, the better it will be understood in other countries, and the danger of clash will be lessened.

When in Detroit, and need a MESSENGER boy send for

The EAGLE Messengers

Office 47 Washington Ave.
F. H. VAUGHN, Proprietor and Manager
Ex-Clerk Griswold House

The Warwick

Strictly first class.
Rates \$2 per day. Central location.
Trade of visiting merchants and traveling men solicited
A. B. GARDNER, Manager.

JUPITER

Is a gold mine with a complete 25 stamp mill, electric light plant; all run by water power; ever thing paid for; a body of ore 60 feet wide. Capital, \$1,000,000; shares \$1.00 par value; less than 600,000 shares outstanding, balance in the treasury.

A limited amount of stock for sale at 25c a share.

FOR PROSPECTUS, ETC., WRITE TO

J. A. ZAHN, FISCAL AGENT

1318 MAJESTIC BUILDING
DETROIT, MICH.



THE IDEAL 5c CIGAR.

Highest in price because of its quality.

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

Condensed Energy

Nutro-Crisp

The Ready Cooked
Granular Wheat Food
A Delightful Cereal Surprise

Contains in easy assimilable form, more energy than can be found in any other food. Children love it and thrive on it.

People in delicate health relish it. Indigestion can be surely banished by its use.

Contributes clearness to the brain, strength and vim to the entire body. Each package contains a "benefit" coupon that will interest you.

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



Gripsack Brigade.

M. H. Van Horn (Daniel Lynch), who has been laid up with pleurisy for two weeks, has resumed his regular visits to his trade.

On account of the removal of W. L. Ballard to Northville, John C. Ballard (Herold-Bertsch Shoe Co.) has transferred his headquarters from his uncle's residence to the Livingston Hotel.

John W. Thorne, the veteran traveling salesman—having a record of thirty years as a drummer—has purchased the general stock of W. P. Harryman, at Bennington, and will confine his operations hereafter to waiting on customers and jollyng the traveling men who call to sell him goods.

The Clark-Jewell-Wells Co. has recently made a shift in its working force, changing Elmer Stevenson from house salesman to cashier and calling in M. G. Bowen from the road to take the position of house salesman. The vacancy thus created in the Traverse City district has been filled by the employment of F. H. Bennett, who was formerly engaged in the retail grocery business at South Arm.

A Menominee correspondent writes as follows: A traveling man who declined to give his name had a very disagreeable experience at Menominee this week. He arrived on the Goodrich steamer Chicago, from Escanaba, and, while the boat was in port, went up town. He was late in getting back to the steamer and just as he reached the dock, the boat was several feet from shore. He had a bundle in his hand which he threw on board to one of the sailors, and attempted to follow, but did not jump far enough and fell into the river. The boat is a sidewheeler and the revolving wheel made a swift current, carrying the man out toward the middle of the river and up stream. He knew how to swim and soon reached the dock, where he was helped out of the water by one of the sailors on the schooner Three Sisters. The traveling man had no change of clothing with him, as all of his baggage was on the boat. He took a train in an endeavor to make connections with the boat at her next stopping place.

General Trade Review.

It would not be expected under ordinary stock market conditions in Wall Street that the closing days of the summer vacation season would be attended by any great activity. So with the low ebb of the wave of liquidation of fictitious values any great activity at this time would be impossible. The general feeling on the market, however, is that the ebb is finally past and that a revival of trading will follow the establishment of more reasonable bases of values. One effect of the readjustment already apparent is the discouragement of wild cat financing. Concerns that a year ago would have no trouble in floating paper are finding the public cautious and many are finding it difficult to place stocks even when the responsibility would seem to be suf-

ficient. This is a natural accompaniment of such a season of readjustment of values—the public is made cautious. And in the interests of legitimate enterprise there is no harm done, the conservatism will assure a more stable condition in the future. The feature which indicates that a basis for trading is about reached is the quiet buying of the best investment paper by leading financiers both here and abroad.

As the crop season advances there is considerable conjecture as to the effect of the annual demand upon the financial centers for moving the products. This naturally tends to check speculative trading just now, which is not an unfavorable factor. Banks are feeling well assured as to their ability to meet requirements and the Administration gives assurance that all legitimate means will be employed to prevent any serious stringency.

General trade conditions, especially throughout the West, are particularly favorable. Demand for the fall trade is heavy and distribution is exceptional for the season of the year. Some Eastern industries are still suffering from labor controversies and from the abnormal cost of raw material. This is a serious factor in the cotton goods trade, which would undoubtedly be in the greatest activity if these elements of cost were on a reasonable parity. This is evidenced by the fact that other textiles and the boot and shoe trade are urging deliveries to the utmost. More reasonable bases of values in fuel and other materials of the iron and steel trades are giving assurance as to the future in the metal industries.

The Boys Behind the Counter.

Nashville—Harry Shuter has entered the drug store of C. H. Brown to learn the business.

Kalkaska—John Lafayette has severed his connection with the grocery store of W. H. Phelps, to enter a dental college at Detroit.

Montague—E. L. Dodge has resigned his position in the drug store of L. S. Ripley & Co. to take an outdoor position in Utah, and will move there with his family about November 1. Mr. Dodge is a great sufferer from the asthma and he hopes to receive great benefits from the dry climate of the West.

Niles—Malcom Collins succeeds William Vanderlyn as clerk in the C. E. Smith shoe store.

Linden—Watson Laing is now clerking in P. R. & C. A. Polley's grocery store.

Trenton—The Trenton Manufacturing Co. has filed articles of association for the purpose of manufacturing marine gas and gasoline engines, with a capital stock of \$25,000, of which \$12,500 has been paid in. There are twenty-one stockholders, of whom the largest are John B. Hicks, 820 shares, and Anna Felder, 100.

Arthur W. Olds, formerly engaged in the drug business on Butterworth avenue, has decided to open a third drug store at Hartford. The Hazeltine & Perkins Drug Co. has the order for the stock.

Social Effect of Wealth.

The rapid growth and the great numbers of private fortunes in the United States have, necessarily, enormously increased the spendings and the luxurious living among the wealthy classes of the American people.

There is nothing wrong in this. If wealthy Americans are able to build palaces and furnish them in the extremes of luxury and splendor, and live in them, they are only putting out their money so that it can be distributed among all classes.

People are not hurt by having carriages to ride in or by the possession of works of art or of beautiful objects and elegant surroundings or of fine horses or of anything that can delight the eye, gratify a cultivated taste, instruct the mind, or give a proper and reasonable recreation or diversion.

People who are wealthy should live in accordance with their condition. But money spent in senseless, degrading extravagance and debauchery is all wrong, but this is not confined to the wealthy. It is carried on to the most ruinous extent by those who are least able to keep it up, but in whatever class it is found, it brings its victims to poverty and disgrace.

These observations are suggested by an article in the World's Work for September, in which the enquiry is made: Are riches demoralizing? Where riches breed idleness, the answer must be in the affirmative. "An idle brain is the devil's workshop," and people who have nothing to do will find some way to occupy their energies, and in all probability that way will be evil.

The American people, as a rule, are not idle. Those who have money are constantly engaged in trying to make more. They generally control great industrial or commercial enterprises, and these take up their time. There are a few hundred very wealthy society people in New York whose time hangs heavily on their hands and there is no folly too extreme for them. Fortunately, they do not make the standard or set the pace for American life.

Not a few young men whose parents are wealthy are not properly disciplined or brought up to take any serious or useful views of life, and they generally degenerate into idle and worthless loafers, if not worse. But it does not appear that the sons of the Vanderbilts, the Astors, the Goulds and other such, have ever developed into such degeneracy. On the contrary, they grow up to be men of affairs, able to take their places in the active life that conditions require of them.

It is fortunate for the American people that they have no titled privileged classes. Wealth makes the only social aristocracy possible in this country, and as fortunes are constantly being made and lost, this wealthy social class is as constantly changing, since it is being added to at one end and subtracted from at the other. Within its ranks each newcomer is rated by the amount of

his or her bank account, and there is no other standard of excellence.

Naturally, the rapid accumulation of wealth in the United States creates an immense amount of envy and jealousy among those who have tried and failed and those who despair in advance and refuse to make any attempt. From these classes are growing up a proletariat that is destined to become a dangerous political element, ready to be used by any party for any purpose where some prospect of advantage or revenge is offered. The greatest safeguard and defense against such a possibility is the more equitable diffusion of wealth. If a majority of the American people possessed their own homes and a moderate competency, the country would be safe against class revolutions. If, however, a majority of the American people have no means of support but their daily wages and nothing laid up for old age or a period of helplessness, there will one day be a tremendous class revolution in this country.

Claud D. Lane and Marion Burnett have formed a co-partnership under the style of Lane & Burnett, to engage in the drug and grocery business at Harbor Springs. The Hazeltine & Perkins Drug Co. has the order for the drug stock. Mr. Lane learned the business at Lowell and has been employed in the drug store of M. J. Erwin for the past two years. Mr. Burnett has been employed in the grocery department of Wm. J. Clarke & Son for some time past.

B. C. Bruce has engaged in the grocery business at Wallin. The Judson Grocer Co. furnished the stock.

The capital stock of the Linn Murray Furniture Co., Limited, has been increased from \$25,000 to \$50,000.

John Kubler succeeds Kubler & Markwardt as proprietor of the Sixth Street market.

WANTS COLUMN

SITUATION WANTED IN GENERAL store, (small town preferred) by man of good address. Address No. 695, care Michigan Tradesman. 695

FOR SALE—A STOCK OF HIGH-GRADE merchandise, consisting of dry goods, carpets, millinery, shoes and notions. Stock involves about \$25,000. No fixtures or lease included. A rare bargain for some one. F. Rothschild's Sons, Connersville, Ind. 676

FOR SALE—DRUG STORE IN ONE OF the best towns in Southern Michigan. Must sell in short time as other business demands attention. A bargain for the right parties. Address Box 18, Bronson, Mich. 685

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.

Drugs--Chemicals

Michigan State Board of Pharmacy

WERT P. DOTY, Detroit	Term expires
CLARENCE B. STODDARD, Monroe	Dec. 31, 1905
JOHN D. MUIR, Grand Rapids	Dec. 31, 1905
ARTHUR H. WEBBER, Cadillac	Dec. 31, 1905
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.

An Exhibit Which Violates a Standard of Modesty.

The bicycle season is now at its height, and one of its usual accompaniments is a certain type of window display which never fails to give the observer a profound disgust. Ever since the season fairly opened he has with uncomfortable expectation looked in every druggist's window, fearing the worst, but hoping against fear that perhaps decency had increased in the world enough to cause the elimination of this particular manifestation of indecency. But, alas! as the Observer turned a street corner sharply the other day he came at once upon the very thing which he had so devoutly hoped he would escape.

There it was—a bewildering display of suspensory bandages of every kind and size and shape—suspensories hanging pendant from the ceiling—suspensories draped along the back and sides of the window—suspensories arranged in piles upon the window floor. And in the center was a large placard conveying this bit of philanthropic advice:

"Every Man Should Wear One, Particularly Every Bicycle Rider. We Have Them of Any Size and at Any Price."

The Observer had scarcely stopped before the window when a little girl with her father came along. This particular pharmacist has made quite a reputation in the neighborhood for artistic and attractive displays, and people have formed the habit of halting a minute in going by to see what new thing of interest the window contains. Catching sight of these peculiar articles, and utterly failing to understand for what they were used, the little girl asked:

"Papa, what are those things? Why should every man wear one?"

"Oh, I don't know," replied her father evasively, starting away and pulling the child with him.

"But I don't see what they can be for, papa," she persisted, with that persevering child's curiosity which will stop short of nothing but complete gratification.

Two well-dressed and manifestly well-bred young women were unwilling listeners to this short and embarrassing dialogue. Lured by the reputation for novelty and attraction which the pharmacist's windows bore, they stopped just at this unfortunate moment, and then quickly went on down the street with blushes mantling their cheeks.

Now the Observer is neither an

old maid, a prude, nor a Puritan, but he must say that this little incident filled him with humiliation—humiliation that any member of the calling which he holds so dear should offend the instincts of refined people and cause them confusion and embarrassment. Of course the pharmacist did not deliberately seek to be indelicate. To charge that against him would be not less absurd than unjust. He simply did not realize that he was violating any standard of delicacy—that was all.

But why can't it be realized that suspensory bandages convey a suggestion which demands that no conspicuous display be made of them? Why can't it be understood that to flaunt them in the faces of passers-by on the street is to carry an insult and to bring the windows and the business of a pharmacist into disrepute? Let the druggist display syringes and water bottles and even rubber stockings in his windows, but for decency's sake let him keep suspensory bandages in the case or out of sight until they are seen or called for by those who need them, and who look upon them as upon any article which has a field of usefulness.—Bulletin of Pharmacy.

The Drug Market.

Opium—Is firmer in primary markets.

Morphine—Is unchanged.

Quinine—Is very firm and an advance is looked for the last of the week.

Cantharides, Russian—Are very firm and advancing. There will be a considerable shortage in the supply.

Cocaine—Is still unsettled. Some manufacturers ask 75c more than others.

True Norwegian Cod Liver Oil—Is still very high and Newfoundland has advanced to almost the price of Norwegian.

Glycerine—Is very firm.

Lycopodium—Is very firm and advancing, on account of short crop, and stocks are getting low.

Menthol—Is firm and advancing.

Nitrate Silver—Has advanced, on account of higher price for metal.

Oil Tansy—On account of new crop, is lower.

Oil Cajeput—Is still firm and advancing.

Oil Peppermint—Continues to decline and it is believed that new crop will be ample for this year.

Cummin Seed—Has advanced on account of higher prices abroad.

Russian Sunflower Seed—Has advanced.

Linseed Oil—Is firm on account of advance in flaxseed.

Formation of Vanillin.

Lecomte states that vanilla beans contain two distinct ferments, one of which brings about hydration, and the other oxidation. Vanillin is probably formed as follows: The hydrolyzing ferment decomposes the nascent coniferine into coniferylic alcohol and glucose. The coniferylic alcohol is then transformed into vanillin by the action of the oxydase present.—Jour. de Pharm.

Ammonia Dangers.

Comparatively strong solutions of ammonia are commonly sold now for domestic purposes, it may be for the bath or for removing grease stains. We have nothing to say against their employment for either object, and certainly the use of a few drops of ammonia in the bath is harmless, while it is both invigorating and cleansing. It must be remembered, however, that ammonia gas is after all a poison, strong ammonia vapor being fatal to both animal and vegetable life. In most cases the examples of poisoning by ammonia vapor that appear in toxicological records have been the result of an accident. Thus the ammonia bottle has been injudiciously applied to nostrils of persons in the throes of an epileptic fit and death has resulted.

There is also an instance on record of poisonous effects resulting from the breaking of a bottle of ammonia and the sudden evolution of the powerful gas from the spilt liquid. In the bath-room such an accident might easily happen and the public should be enjoined to use the liquid with great care. A spilt bottle of ammonia in the bath-room might easily cause serious shock. A warning, it seems to us, should be printed on the labels of all bottles containing ammonia for domestic purposes, that the vapor is poisonous in large quantities, and that special care should therefore be exercised to prevent the wholesale escape of the contents.—Lancet.

Solidified Alcohol.

Alcohol is made in solid form by heating a liter of it in a vessel of double capacity over a water bath at a temperature of 60 degrees C. Twenty-eight to thirty grams of Venetian soap, very dry and cut fine are added, as well as two grams of gum lac. After a complete solution has been obtained, and while it is still warm it is poured into metallic receptacles which are closed immediately and left to cool. The presence of the gum lac assures the preservation of the material and prevents too quick evaporation. The soap incorporated in the alcohol is left as a residue after burning.—Scientific American.

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.



They Save Time

Trouble

Cash

Get our Latest Prices

ALABASTINE is the only wall coating recommended by sanitarians, who condemn ordinary hot and cold water kalsomines and wall paper. Alabastine is a rock base coating as enduring as the wall, in handsome tints and effects. Free information. Alabastine Co., Grand Rapids, Mich. and 105 Water Street, New York City

Our Holiday Line

is now complete in every department at our sample rooms, 29-31-33 N. Ionia St., where we will be pleased to show any dealer the most complete line of Merchandise for the Holiday Trade ever shown by any house in the state. We extend a kind invitation to all who may visit this market Fair Week, Sept. 14 to 18, to come and inspect this line and make our store your headquarters when here. Thanking our friends for the liberal patronage extended to us in the past, and hoping for a continuance of same.

Respectfully yours,

Grand Rapids Stationery Co.

Grand Rapids, Mich.

A Distinctively
New
Perfume

Dorothy Vernon

INTENSE IN SWEETNESS
LASTING IN FRAGRANCE

The
Jennings Perfumery
Company

Manufacturing Perfumers
GRAND RAPIDS, MICHIGAN

WHOLESALE DRUG PRICE CURRENT

Advanced—Cape Aloes, Cantharides. Declined—Buchu Leaves.

Table of Wholesale Drug Prices Current, listing various drugs and their prices. Columns include drug name, quantity, and price per unit.

Continuation of Wholesale Drug Prices Current, listing various drugs and their prices. Columns include drug name, quantity, and price per unit.



THE ARRANGEMENTS for the exhibition of our Holiday Line throughout Michigan were completed before it was definitely decided to have a buyers' excursion for Grand Rapids this season, therefore we can not display our samples here until Sept. 12th. Our sample line is the largest and most complete ever shown in this state, and can be seen as usual in the Blodgett building, opposite our store, any time between Sept. 12th and Nov. 1st. During the week of Michigan's Best Fair, Sept. 14th to 18th, there will be many attractions in Grand Rapids. Attend the Fair and place your order for Holiday Goods and Druggists' Sundries at the same time. Make our store your headquarters.

Yours truly, HAZELTINE & PERKINS DRUG CO.

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.

Table with columns: ADVANCED (Canned Salmon, Rolled Oats), DECLINED (Flour, Mackerel)

Index to Markets By Columns

Index to Markets listing categories A through Y and their corresponding column numbers.

Column 1: AXLE GREASE, BATH BRICK, BROOMS, BRUSHES, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CHEWING GUM, CHOCOLATE, COCA, COFFEE, CRACKERS, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FLY PAPER, FRESH MEATS, FRESH FRUITS, GELATINE, GRAIN BAGS, GRAINS AND FLOUR, HERBS, HIDES AND PELTS, INDIGO, JELLY, LIQORICE, LYE, MEAT EXTRACTS, METAL POLISH, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, PIPES, PLAYING CARDS, POTASH, PROVISIONS, RICE, SALAD DRESSING, SALERATUS, SALT, SALT FISH, SEEDS, SHOE BLACKING, SOAP, SODA, SPICES, STARCH, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Column 2: Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Columbia River, Flat, Flat, Pink Alaska, Sardines, Domestic, Domestic, Domestic, California, French, French, Standard, Succotash, Strawberries, Tomatoes, CARBON OILS, Water White, Deodorized Naphtha, Cylinder, Engine, Black, winter, CATSUP, Columbia, Snider's, Snider's, Snider's, CHEESE, Acme, Ambey, Carson City, Klale, Emblem, Gem, Gold Medal, Ideal, Jersey, Riverside, Brick, Edam, Lelden, Limburger, Pineapple, Sap Sago, CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Perfume, Sugar Leaf, Yucatan, CHOCOLATE, Walter Baker & Co.'s, German Sweet, Premium, Vanilla, Caracas, Eagle, CLOTHES LINES, Sisal, 60 ft, 72 ft, 90 ft, 120 ft, Cotton Victor, 50 ft, 60 ft, 70 ft.

Column 3: Cotton Windsor, Cotton Braided, Galvanized Wire, COCOA, Baker's, Cleveland, Colonial, Colonial, Eggs, Huyler, Van Houten, Van Houten, Van Houten, Webb, Wilbur, Wilbur, COCONUT, Dunham's, Dunham's, Dunham's, Bulk, COCOA SHELLS, 25 lb. bags, Less quantity, Pound packages, COFFEE, Rio, Common, Fair, Fancy, Common, Fair, Fancy, Fair, Fancy, Fair, Fancy, Fair, Fancy, Arabica, Mocha, Arabian, New York Basis, Arbuckle, Dilworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, direct to W. F. McLaughlin & Co., Chicago, Extract, Holland, Felix, Hummel's, Hummel's, CRACKERS, National Biscuit Co.'s brands, Butter, Seymour, New York, Family, Salted, Wolvarine, Soda, N. B. C., Reception Flakes, Duchess, Zephyrette, Oyster, Round, Square, Faust, Extra Farina, Argo, Sweet Goods-Boxes, Animals, Assorted Cake, Belle Rose, Bent's Water, Cinnamon Bar, Coffee Cake, Coffee Cake, Cocoa Macaroons, Cocoa Bar, Coconut Taffy, Cracknels, Round, Creams, Cream Crisp, Cuban, Currant Fruit, Frosted Honey, Frosted Cream, Gingers, Ginger Gems, Ginger Snaps, Graham Crackers, Graham Crackers, Grand Rapids Tea, Honey Fingers, Iced Honey Crumpets, Imperial, Jumbler, Lady Fingers, Lemon Snaps, Lemon Waters, Marshmallow, Marshmallow Creams, Marshmallow Walnuts, Mary Ann, Mixed Pleno, Milk Biscuit, Molasses Cake, Molasses Bar, Moss Jelly Bar, Newton.

Column 4: Oatmeal Crackers, Oatmeal Wafers, Orange Crisp, Orange Gem, Penny Cake, Pilot Bread, Pretzels, Pretzels, Scotch Cookies, Sears' Lunch, Sugar Cake, Sugar Biscuit Square, Sugar Squares, Sultanas, Tutti Frutti, Vanilla Wafers, Vienna Crimp, DRIED FRUITS, Apples, Sundried, Evaporated, California Prunes, 100-120 lb. boxes, 90-100 lb. boxes, 70-80 lb. boxes, 60-70 lb. boxes, 40-50 lb. boxes, 30-40 lb. boxes, 1/2 cent less in 50 lb. cases, Citron, Corsican, Currants, Imported, Imported, Lemon American, Orange American, London Layers, Cluster 4 Crown, Loose Muscatels, Loose Muscatels, L. M., Seeded, L. M., Seeded, Sultanas, FARINACEOUS GOODS, Beans, Dried Lima, Medium Hand Picked, Brown Holland, Farina, 24 1 lb. packages, Bulk, Hominy, Flake, Pearl, Pearl, Domestic, Imported, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, Green, Scotch, Split, Rolled Oats, Rolled Avena, Steel Cut, Monarch, Monarch, Quaker, East India, German, German, Tapioca, Flake, Pearl, Pearl, Cracked, 24 2 lb. packages, FISHING TACKLE, 1/4 to 1 inch, 1/2 to 2 inches, 2 to 3 inches, 3 inches, Cotton Lines, No. 1, No. 2, No. 3, No. 4, No. 5, No. 6, No. 7, No. 8, No. 9, Small, Medium, Large, Poles, Bamboo, Bamboo, Bamboo, FLAVORING EXTRACTS, Jennings', Terpenesless Lemon, No. 2 D. C., No. 4 D. C., No. 6 D. C., T. per D. C., No. 2 D. C., No. 4 D. C., No. 6 D. C., Taper D. C., FRESH MEATS, Beef, Carcases, Forequarters, Hindquarters, Loins, Ribs, Rounds, Chunks, Newton.

Column 5: Pork, Dressed, Loin, Boston Butts, Shorters, Leaf Lard, Mutton, Carcase, Lamb, Veal, Carcase, GELATINE, Knox's Sparkling, Knox's Sparkling, pr gross, Knox's Acidulated, pr gross, Oxford, Plymouth Rock, Nelson's, Cox's, 2-qt size, Cox's, 1-qt size, GRAIN BAGS, Amoskeag, 100 in bale, Amoskeag, less than bale, GRAINS AND FLOUR, Wheat, Winter Wheat Flour, Local Brands, Patents, Second Patent, Straight, Second Straight, Clear, Graham, Buckwheat, Eye, Subject to usual cash discount, Flour in bbls., 25c per bbl. additional, Worden Grocer Co.'s Brand, Quaker, Quaker, Quaker, Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, Pillsbury's Best, Pillsbury's Best, Pillsbury's Best, Pillsbury's Best, Lemons & Wheeler Co.'s Brand, Wingold, Wingold, Wingold, Judson Grocer Co.'s Brand, Ceresota, Ceresota, Ceresota, Worden Grocer Co.'s Brand, Laurel, Laurel, Laurel, Laurel, Meal, Boiled, Granulated, Feed and Millstuffs, St. Car Feed, No. 1 Corn and Oats, Corn Meal, Winter Wheat Flour, Winter Wheat Middlings, Quaker, Screenings, Oats, Car lots, Corn, Corn, Timothy car lots, Timothy ton lots, HERBS, Sage, Hop, Laurel Leaves, Senna Leaves, INDIGO, Madras, S. F., JELLY, 5 lb. palls, 15 lb. palls, 30 lb. palls, LIQORICE, Pure, Calabria, Sicily, Root, LYE, Eagle Brand, High test powdered lye, Single case lots, 10c size, 4 doz cans per case, 35c per case with 1 case free with every 5 cases or 1/2 case free with 3 cases, Condensed, 2 doz, Condensed, 4 doz, MEAT EXTRACTS, Armour's, 2 oz, Armour's, 4 oz, Liebig's, Chicago, Liebig's, Chicago, Liebig's, Imported, Liebig's, Imported, MOLASSES, New Orleans, Fancy Open Kettle, Choice, Fair, Good, Half-barrels 20 extra, MUSTARD, Horse Radish, Horse Radish, Bayle's Celery.

Table 6: METAL POLISH, OLIVES, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Dry Salt Meats, Smoked Meats, Lard, Sausages, Beef, Pigs' Feet, Uncolored Butterline, Canned Meats, RICE, Domestic, Imported.

Table 7: SALAD DRESSING, SALESERATUS, SALT SODA, SALT, Diamond Crystal, Common Grades, Common Corn, SYRUPS, SUGAR, TEA, Gunpowder, Young Hyson, Oolong, English Breakfast, TOBACCO, Cigars, H. & P. Drug Co.'s brands, Fortune Teller, Our Manager, Quinette.

Table 8: Scouring, Knoch Morgan's Sons, Sapolio, Soda, SNUFF, Pure Ground in Bulk, Common Glass, Common Corn, SYRUPS, SUGAR, TEA, Gunpowder, Young Hyson, Oolong, English Breakfast, TOBACCO, Cigars, H. & P. Drug Co.'s brands, Fortune Teller, Our Manager, Quinette.

Table 9: Fine Cut, adillac, west Loma, Hiawatha, Telegraph, Pay Car, Prairie Rose, Sweet Burley, Tiger, Red Cross, Palo, Kyo, Hiawatha, Battle Axe, American Eagle, Standard Navy, Spear Head, Spear Head, 8 oz., Jolly Twist, Nobby Tar, Old Honesty, Tody, J. T. Holdstock, Pipe Jack, Honey Dip Twist, Black Standard, Cadillac, Forge, Nickel Twist, Smoking, Sweet Core, Great Navy, Warpath, Bamboo, X L, 5 lb., X L, 16 oz. palls, Honey Dew, Gold Block, Flagman, Chips, Kiln Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, Cream, Corn Cake, Plover Boy, Plover Boy, 3 1/2 oz., Peerless, Air Brake, Cant Hook, Country Club, Fox-XXX, Good Indian, Self Binder, Silver Foam, TWINE, Cotton, Hemp, Flax, Wool, VINEGAR, Malt White Wine, Pure Cider, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, WASHING POWDER, Diamond Flake, Gold Brick, Gold Dust, Gold Dust, 5c., Kirkoline, Pearlina, Soapine, Babbitt's 1776, Roseline, Armon's, Nine O'clock, Wisdom, Securine, Rub-No-More, WICKING, No. 1, No. 2, No. 3, WOODENWARE, Bushels, Market, Splint, Willow Clothes, Willow Clothes, Bradley Butter Boxes, Butler Plates, No. 1 Oval, No. 2 Oval, No. 3 Oval, No. 5 Oval, Churns, Barrels, Calfskins, Calfskins, Calfskins, Calfskins, Calfskins, Calfskins, Humpty Dumpty, Lamb, Shearings, Tallow, No. 1, No. 2.

Table 10: Mop Sticks, Trojan spring, Eclipse patent spring, No 1 common, No. 2 patent brush holder, 12 b. cotton mop heads, Falls, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass bound, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, Tubs, 20-inch, Standard, No. 1, 18-inch, Standard, No. 2, 16-inch, Standard, No. 3, 20-inch, Cable, No. 1, 18-inch, Cable, No. 2, 16-inch, Cable, No. 3, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bows, 11 in. Butter, 13 in. Butter, 17 in. Butter, 19 in. Butter, Assorted 12-15-17, Assorted 15-17-19, WRAPPING PAPER, Common Straw, Fiber Manila, white, Fiber Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short count, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Cream, 3 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, White fish, Trout, Black Bass, Halibut, Clauses or Herrings, Bluefish, Live Lobster, Botted Lobster, Cod, Haddock, No. 1 Pickrel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel, OYSTERS, Cans, F. H. Counts, Extra Selects, Selects, Perfection Standards, Anchors, Standards, HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer hides 60 lbs. or over, Cow hides 60 lbs. or over, Pelts, Old Wool, Lamb, Shearings, Tallow, No. 1, No. 2.

Table 11: Wool, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium, CONFECTIONS, Stick Candy, Standard, Standard H. H., Standard Twist, Cut Leaf, Jumbo, 32 lb., Extra H. H., Boston Cream, French Cream, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, Bon Tom Cream, French Cream, Dandy Pan, Hand Made Cream, mixed, Premo-Cream mix, Fancy-In Falls, O F Horehound Drop, Pony Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Quinette Choc., Champion Gum Dps, Moss Drops, Lemon Sours, Imperial, Ital. Cream Opera, Ital. Cream Bonbons, Molasses Chews, 15 lb. cases, Golden Waffles, Fancy-In 5 lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. L. and Dk. No. 12, Gum Drops, O. F. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperial, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pop and Wint, String Rock, Wintergreen Berries, Pop Corn, Maple Jake, per case, Cracker Jack, Pop Corn Balls, FRUITS, Foreign Dried, California, Fancy, Cal. pkg, 10 lb. boxes, Extra Choice, Turk, 10 lb. boxes, Fancy, Turk, 12 lb. boxes, Pulled, 6 lb. boxes, Naturals, in bags, Dates, Fards in 10 lb. boxes, Fards in 60 lb. cases, Hollow, 5 @ 5 1/2 lb. cases, Saira, 60 lb. cases, NUTS, Whole, Almonds, Tarragona, Almonds, Ivica, Almonds, California, soft shelled, Brazil, Filberts, Walnuts, Greenobles, Walnuts, soft shelled, Cal. No. 1, Table Nuts, fancy, Pecans, Med, Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts, per bu., Ohio, new, Cocomuts, Chestnuts, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alcant Almonds, Jordan Almonds, Peanuts, Fancy, H. P., Suns, Fancy, H. P., Suns, Roasted, Choice, H. P., Jumbo, Roasted.

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-Grip
The Ready Cooked Granular Wheat Food
A Delightful Cereal Surprise
Cases, 24 1 lb. packages..... 2 70

Oxford Flakes.

No. 1 A, per case..... 3 60
No. 2 B, per case..... 3 60
No. 3 C, per case..... 3 60
No. 1 D, per case..... 3 60
No. 2 D, per case..... 3 60
No. 3 D, per case..... 3 60
No. 1 E, per case..... 3 60
No. 2 E, per case..... 3 60
No. 1 F, per case..... 3 60
No. 3 F, per case..... 3 60

Plymouth

Wheat Flakes
Case of 36 cartons..... 4 00
each carton contains 1 1/2 lb

TRYABITA

Peptonized Celery Food, 3 doz. in case..... 4 05
Hulled Corn, per doz..... 95

Grits

Walsh-DeRoo Co.'s Brand.



Cases, 24 2 lb. packages..... 2 00

CHEWING GUM

Celery Nerve
1 box, 20 packages..... 50
5 boxes to carton..... 2 50

CIGARS

G. J. Johnson Cigar Co.'s brand.

S.C.W.
Less than 500..... 33 00
500 or more..... 32 00
1000 or more..... 31 00

COCOANUT
Baker's Brazil Shredded



70 1/4 lb packages, per case 82 60
35 1/2 lb packages, per case 2 60
38 1/4 lb packages, per case 2 60
16 1/2 lb packages, per case 2 60

COFFEE

Roasted
Dwinell-Wright Co.'s Brands.



White House, 1 lb. cans.....
White House, 2 lb. cans.....
Excelstor, M. & J. 1 lb. cans
Excelstor, M. & J. 2 lb. cans
Tip Top, M. & J., 1 lb. cans.
Royal Java.....
Royal Java and Mocha.....
Java and Mocha Blend.....
Boston Combination.....
Distributed by Judson Grocer Co., Grand Rapids; National Grocer Co., Detroit and Jackson; B. Desenberg & Co., Kalamazoo; Symons Bros. & Co., Saginaw; Miesel & Goeschel, Bay City; Fleibach Co., Toledo.

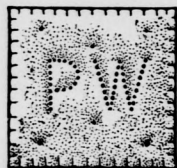
CONDENSED MILK
4 doz in case.



Gall Borden Eagle..... 6 40
Crown..... 5 90
Daisy..... 4 70
Champion..... 4 25
Magnolia..... 4 00
Challenge..... 4 40
Dime..... 3 85
Peerless Evaporated Cream..... 4 00

CRACKERS

E. J. Kruce & Co.'s baked goods
Standard Crackers.
Blue Ribbon Squares.
Write for complete price list with interesting discounts.
Perfection Biscuit Co.'s brand



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 Lemon
1 oz full m 1 20 1 oz full m. 80
2 oz full m 2 10 2 oz full m. 1 25
No. 3 fan'y. 3 15 No. 3 fan'y. 1 75



Vanilla Lemon
2 oz panel..1 20 2 oz panel. 75
3 oz taper..2 00 4 oz taper..1 50

LEA & PERRINS' SAUCE



The Original and Genuine
Worcestershire.

Lea & Perrins', pints..... 5 00
Lea & Perrins', 1/2 pints... 2 75
Halford, large..... 3 75
Halford, small..... 2 25

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

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Cash Basis

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Coupon Books.

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four kinds

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Coupon Books

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all at the

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irrespective of

size, shape

or denomination.

We will

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if you ask us.

They are

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Grand Rapids

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest. Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

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Wholesalers of Everything--By Catalogue Only
Randolph Bridge, Chicago

Standard D Crackers

are the best manufactured.

We can prove it.

Send for samples and price list.

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

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

Best Method of Preparing Poultry for Cold Storage.

One of the most essential points in dressing poultry so as to carry well is to get all the blood out of the body which can possibly be withdrawn. The manner of killing affects the flow of blood materially. All kinds should be killed by cutting through the roof of the mouth to the brain with a sharp pointed knife. But if the fowl is "stuck" very hard and deep so as to cause instant death the blood will not flow freely and the feathers will be set so as to be difficult of removal, especially if dry-picked. The proper killing is an art that requires practice and judgment. Just the right thrust of the knife will reach the brain and paralyze the fowl, relax all the muscles so the feathers may be afterward easily removed, and permit a free flow of blood before fowl is actually dead. Free bleeding is so important that too much care can not be taken in acquiring just the right method of killing.

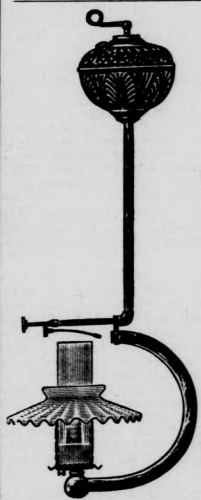
An ordinance in force in this city prohibits the sale of all turkeys and other fowls the crops of which are not free from food. This law makes it imperative that poultry should be kept from solid food long enough before killing to insure the crops being entirely empty. It is best to keep from food twelve to twenty-four hours before killing, but during this time the poultry should have plenty of water. In case any fowl should be found to have food in the crop after killing it should be removed by making a clean-cut incision in the back of the neck and the full crop worked out under the skin. Never try to force the food out through the mouth, as this is liable to cause discoloration.

Great care should be taken to avoid cutting or bruising the flesh or breaking the bones. "Bumping" with the idea of driving the blood into the spinal column should not be permitted; it often breaks the back and almost always makes a bruise, which causes discoloration; moreover, it is entirely unnecessary if the poultry is handled according to instructions.

All poultry for the freezer should be dry picked. In dry picking, immediately after killing, carefully and very cleanly remove the feathers, taking especial pains to avoid tearing the skin. Only the very choicest goods should be selected for freezing and extraordinary care must be taken that the stock be thoroughly cold and dry when packed. The treatment varies according to circumstances of weather, etc. Probably the best results are obtained when the stock can be frozen by natural out-door temperature. But in seasons and localities where this is impossible the freezer may be used successfully. Cases only should be used made of planed, well seasoned lumber. For old tom turkeys the size is 36x22x18 inches, and for young toms 36x22x15 inches; these should be of inch lumber. For chickens, ducks and geese the size is 30x20 by 10 inches, or deep enough to allow for two layers,

made of 3/8 inch lumber. Two layers of poultry should be packed in each case. Stow the poultry snugly and closely, striving to have as regular and handsome appearance as possible. Turkeys should be packed backs up and legs out straight. Chickens, ducks and geese should have the breasts down on the bottom layer and up on the top layer. Pack old toms separately and never mix them with young toms and hens, and never pack old fowls and young chickens together. Each should be packed separately and the kind neatly stenciled on the outside of the case.

When stock is frozen in natural outdoor temperature the cases may be filled at once when the thermometer is below zero, but if above zero only one layer should be frozen at a time. Use no packing material whatever and be sure to protect from wind by freezing. When solid frozen the stock should be put away and kept where it will not thaw out, preferably in cold storage. When the poultry is to be frozen artificially the cases may be filled full and placed at once in the freezer. In this case it is well to construct the cases so that a slat in the sides of the boxes may be removed and left off until the stock is solid frozen; the quicker the freezing the better. In the freezer the cases should be separated by slats to permit free circulation of air around them. Some packers get excellent results by freezing the poultry separately and packing after frozen. Some of the very finest frozen poultry is handled in this way at near-by points, and is not packed at all until ready for market, when it is packed in straw and shipped for immediate sale before warm weather. But for large lots, sent from a distance, which have to be placed in storage again upon arrival in market, it is best to pack in cases before freezing.—N. Y. Produce Review.



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Canton, Ohio

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

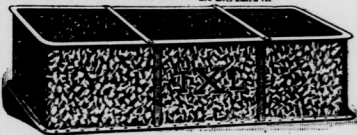
Michigan Automobile Co.
Grand Rapids, Mich.

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Steel Towers
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Steel Feed Cookers
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Peanut Roaster**



A late invention, and the most durable, convenient and attractive spring power Roaster made. Price within reach of all. Made of iron, steel, German silver, glass, copper and brass. Ingenious method of dumping and keeping roasted Nuts hot. Full description sent on application.

Catalogue mailed free describes steam, spring and hand power Peanut and Coffee Roasters, power and hand rotary Corn Poppers, Roasters and Poppers Combined from \$3.75 to \$200. Most complete line on the market. Also Crystal Flake (the celebrated Ice Cream Improver, 1/4 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.

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The Oldest and
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**PURE, HIGH GRADE
COCOAS
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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.

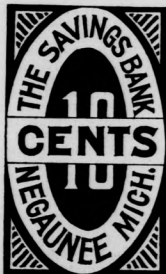
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

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