

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JUNE 15, 1904

Number 1082

**Commercial Credit & Finance Co. Limited**

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

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## THE OLD WAY AND THE NEW.

The diploma season has come and the "sweet girl graduate" with all her young womanly loveliness receives upon the platform her diploma, white-ribboned-tied, and passes out into the world to take possession of the position that Providence has assigned her. We crowd into the commencement hall on the all-important day; we watch with old-time interest the procession in white, headed with official dignity in black; we listen to the profound wisdom which learning and culture present for a stupid hour and a half; the event closes with the presenting of the diplomas and the crowd scatters with the feeling that something is lacking; that the heart has been taken out of Commencement day as it was and that that something must be restored if there is to be again another real Commencement Day in capitals.

It is hardly necessary to go over with the long and tiresome argument which has banished the graduate from her place upon the commencement platform. It is readily conceded that with a large graduating class it was next to the impossible for all to read an essay prepared by the teacher with an occasional word from the pupil. There never was any doubt that many a poor washer woman toiled early and late that her Mary or her Joe might have as fine garments to graduate in as their classmates, the children of the millionaire; but after all as we compare the old way with the new, the old commencement with that which passes for it now, the truth remains that the advantage to the young woman and the young man—and the day and the occasion were intended to be, and are wholly theirs—was in the commencement as it used to be.

The essay itself, ridiculed and laughed at as it was, was the very

feature of the day that we most deplore. The

"Maiden with reluctant feet

Where the brook and river meet" solved in that essay the puzzling problems of the future then opening to her. The world in its wisdom laughed at the solution she gave, but the same world laughs at the result of the commencement orator's conclusions, not a whit nearer the correct result, not a whit more satisfactory than hers so artlessly put, and by no means so acceptable to the home audience who, gladdened by the beautiful vision before them, smile approval at the theory the morning paper makes fun of and nod a hearty approval at the home product that puts that theory into high-sounding words. Admit that the high school essay is stilted. Admit that it is the production of teacher and pupil. Admit that its conclusions are far-fetched and distressingly labored. There has been work there—hard work—and that same hard work will be found in the coming years to be the foundation of something which writer and world may yet be proud of. "Our Father, which art in heaven" means nothing on the lips of lisping childhood but the accomplishment of the last duty that bars it from bed and sleep, but by and by just the "Our Father" will take to itself a meaning which includes the here and the hereafter. So the "sweet girl graduate's essay" on Commencement day being nothing but "Words, words, words," that stand between the reader and her waiting world, may have within it the ideas of life and have within it the issues of life and own good time unfold.

The reporter has not yet become weary of phrasing the graduate's oration with startling headlines of satire. He likes to say that statesmanship in the United States is made easy by the views presented by the youthful candidates for the diploma, a conclusion in spite of the satire in which the speaker and the crowded auditorium for the time being heartily concur; but speaker and auditorium and community understand that that day and that hour are given up to the young life that from kindergarten to Commencement day has been getting ready to say his say, "to speak his piece," if you will have it so, to the little world—his world—that has known him and watched him from babyhood to budding manhood; and there he stands in the strength and beauty of that manhood to say his first "I think" and "Therefore" with the assurance that produces conviction and belief in the minds of his hearers already prejudiced in his favor. It is useless to call this nonsense and to try to laugh it down. The

day was made for the graduate, not the graduate for the day, and to substitute age and culture on that day for the sweet, fresh life which only the graduating class can furnish is as unsatisfactory as it is undesirable and uncalled for.

The plea that the poor man and the poor woman can not afford the luxury of the old-time Commencement is easily met by the fact that they can not afford to do without it. Test has proven already that the new way does not lessen the personal expense. There are the same white gown and shoes and the dainty ribbons; the same same new suit and patent leathers and the same immaculate necktie; but above all and beyond all lies the transcendent truth that "our John and our Jane are going to graduate and we, determined to have them enjoy the schooling which was never ours, have made this the aim and the purpose of our lives. It has been expensive. Were it not for the children it would have been beyond our means; but, as it is, we felt that we could not afford to let the chance go by; and the children's good is about the only real good that fathers and mothers in this country can hope and help to realize."

That the old-fashioned commencement is a fit ending to this hope and help need not be here insisted on. That it helps to sweeten the years of unremitting toil the commonest experience shows; that the self-denial leading to such results lifts the devoted life that practices it to a loftier level is a fact unquestioned and each of these in itself is a sufficient reason for asserting that the old commencement with its old-time essay is better than the new.

The venerable Senator Hoar of Massachusetts does not believe the good old times were any better than the present times. He thinks the standards of probity in judicial, legislative and executive positions were never so high as now; that temperance is making rapid headway; that pure lives and private morals are on the increase; that "liberality, charity, public spirit, pity for the poor and unfortunate, pervade our social life to a degree unknown in former days." He sees only one unfavorable sign, and that is the possibility that great accumulations of wealth may corrupt our politics.

It used to be said that the Japanese were only clever imitators, but it will not be said any more. The Russians will certify that the Japanese possess an abundance of originality and initiative.





### Quantity Drug Windows Strike Attention of Pedestrians.

It is to be noted that Peck Bros.' windows do not, as a rule, give evidence of the amount of artistic talent requisite in the man devoted to this part of a store's routine, but, nevertheless, his exhibits usually contain something of interest to the general public as to the method of package employed in regard to crude drugs and other articles pertaining to the medicine business.

A rough barrel in any store window, no matter what line of goods with which it may be filled, always suggests largeness of quantity to the average mind—"a whole barrelful" of this, that or the other commodity seems about the limit of size to the mind of the ordinary individual, whose capacity for extensive proportions appears to stop far this side of the hoghead.

The current week it is a small barrel of the Western Dillery Co.'s malt extract to claim attention. The bottles give the location of the people who put the liquid in the containers as "Belleville and St. Louis, Missouri." The barrel lies on its side, with the end towards the road lacking—the head—and shows the pint bottles pointing their stoppered ends to the inquisitive window-gazer, strongly reminding one of a gunboat with its implements of destruction directed towards the enemy. The bottles are closely arranged at regular intervals, and the interstices are filled with coarse chip-like shavings resembling those of oak, and these strew the space in front of the barrel, on them being laid the bottles that had been removed from the top.

As quite a necessary convenience to accompany the foregoing exhibit is a heaped-up pile of bottle-openers, suggestive of popping corks and attendant conviviality.

The Orangeine manufacturers are attractively represented by a picture, in colors, of a very pretty maiden who daintily holds a tiny package of Orangeine in one fair hand, while in the other is an open slip of paper, containing the name of the same medicine. From the sound of the word one would naturally imagine it to be a sort of fancy beverage, but such is not the case. It is intended to cure a variety of ills to which the human flesh is heir. If the altogether-charming young lady is a correct representation of the "after taking" 'twere well for ailing femininity to follow her example, for her dimpling cheeks and sparkling eyes are certainly good to look at. Her physical fascinations are set off by a becoming striped dress, and a soft Tam-like cap of the same goods is perched coquettishly on her well-coiffed brown hair, a touch of color being given the costume by a long twist of bright red velvet lying at a proper angle at the side of the cap

and two narrow folds of the same rich material encircle the lower part of the sleeve, which reaches just to the well-rounded elbow of a plump pinchable arm.

Take her altogether she's the sort of girl a fellow could no more help falling in love with than he could help breathing, and it's extremely fortunate for some other girls that this one is merely a picture and not a sentient breathing reality.

In striking contrast with this type of loveliness are the country maidens—two of 'em, count 'em—standing in the corner of the window. They are cut out of the same piece of cloth—or, rather, pasteboard—for they are exactly alike—twins, to be sure. Each is standing stock still beside a gentle Jersey, which is supposed to provide the milky fluid that is the basis of the food the twins are so demurely representing. The head covering of the twain possesses none of the tiptiltedness of her of the Orangeine, being of the staid, bucolic "sunbunnit" variety, and set on the smooth locks with quiet, nun-like precision. And the eyes of the twins are no laughing eyes but look out on the world with fitting bovine serenity.

There are those who would prefer these two silent demonstrators for Horlick's Malted Milk to the bewitching little devil of the Orangeine, but I'm afraid I'm not one of them!

These four exhibits constitute the entire decoration of the east window. In the one at the left is an overturned keg of seasonable insect powder, with a reduced price placard that should sell the ginger-looking stuff if there is any efficacy in the powder.

Our teeth, like the poor, we have "always with us"—or are supposed to, but some of the suffering humanity about us have to endure life with some of the "store-teeth" variety. Perhaps the world would be minus many of these unhappy ones did they but use a toothbrush with more frequent regularity. And the neat display of numerous circles of toothbrushes and toothpaste is meant to call attention to that important fact. All teeth may not be even, but all teeth may be greatly improved with proper care and in all probability the beautifully-white teeth of the little-darling I have described are due to the fact that she gives them their needed tri-daily brush with a dentrifice of acknowledged merit.

### On Pleasure Bent.

"Are you ready, dear?" asked the husband as they were about to start for the theater.

"Let me see," said the wife, picking up her white gloves. "Oh, yes, I knew there was something. Just wait a minute until I run upstairs and spank Willie for something he did at the table to-day."

### Then Was the Time.

"I've come to tell you, sir, that the photographs you took of us the other day are not at all satisfactory. Why, my husband looks like an ape!"

"Well, madam, you should have thought of that before you had him taken."

### Few Men Now Dye Their Hair.

"That sign up there doesn't count for much now," said the barber as he pointed to a little placard on the wall which announced the cost of hair and mustache dyeing. "The fact is that there is not so much of that kind of thing now. Time was when barbers made a right neat sum out of dyeing men's hair or giving the mustache some color other than the one provided by nature. But do you know how long it has been since a man walked into this shop and asked to have his hair dyed? It has been something like two years, and yet my shop is here in a good, prominent place to catch local and transient trade. During the same time I don't suppose the shop has been called on by a half dozen men to have their mustache dyed.

"Now and then a man whose mustache was developing a few strands of gray or becoming a bit brown and rusty-looking, for one reason and another, may have dropped in to have the color freshened and brightened up some. But cases of this sort have been comparatively rare. What has brought about this change in the tastes of men? Why is it that so few men now appeal to the barber to change the color of their hair or mustache? One way to account for it—and this is probably the main factor—is the fact that there has been such a vast change in the character of men's clothes.

"Men now can wear any old color or a variety of colors, hat of one shade, coat of another, vest, trousers, socks, necktie, shirt, belt, suspenders, even unto the strings in one's shoes, all of different hues, and it will be all right with the fashion of the day. This being so, the color of a man's hair or his mustache doesn't make so much difference. He can very readily get an outfit to match or harmonize with his hair and mustache and be right in the mode. I think probably this is the main reason for the change, although other influences have no doubt played some part in the matter. At any rate, barbers are not worried much now about hair-dyeing and mustache-dyeing, and the reason of the change is of but little consequence."

### The Nervous Guest in the Next Room.

"A traveling man stopped at a hotel at Kalamazoo. The proprietor told him he could not lodge him—not a room in the house," said a commercial traveler. "The traveling man protested. He must have a room. Finally the proprietor told him there was a room, a little room separated by a thin partition from a nervous man, a man who had lived in the house for ten years.

"He is so nervous," said the landlord, "I don't dare put anyone in that room. The least noise might give him a nervous spell that would endanger his life."

"Oh, give me a room," said the traveler. "I'll be so quiet he'll not know I'm there."

"Well, the room was given the traveler. He slipped in noiselessly

and began to disrobe. He took off one article of clothing after another as quietly as a burglar. At last he came to his shoes. He unlaced a shoe and then, manlike, dropped it.

"The shoe fell to the floor with a great noise. The offending traveler, horrified at what he had done, waited to hear from the nervous man. Not a sound. He took off the second shoe and placed it noiselessly upon the floor. Then in absolute silence he finished undressing and crawled between the sheets.

"Half an hour went by. He had dropped into a dose when there came a tremendous knocking on the partition. The traveler sat up in bed, trembling and dismayed. 'Wha-wha-what's the matter?' he asked. Then came the voice of the nervous man: "'Blame you! Drop that other shoe!'"

### Bad Teeth Cause Dyspepsia.

The close connection between decayed teeth and diseases of the digestion is pointed out by a medical writer. The presence of free acids in the mouth is particularly harmful. These may come from various sources, but most commonly from the acid fermentation of the carbo-hydrate food lodged on or between the teeth at the gums, and due to the action of micro-organisms present in the mouth.

Normally the saliva is alkaline and any acids produced in the crevices of the teeth are thus neutralized and decay prevented. There are two conditions under which the saliva is unable to neutralize the acids produced locally—namely: First, when it is deficient in alkalinity, and second, when it is deficient in quantity. As to the former, it is well known that the saliva becomes less alkaline or even acid in any condition of prolonged gastric digestion, a phenomenon which occurs in nearly all cases of dyspepsia.

Moreover, the teeth when decayed further tend to keep up the state of chronic dyspepsia by rendering mastication imperfect. A vicious circle is thus established. To obviate this form of dental disease the teeth should be washed frequently with a solution of which one of the ingredients is bicarbonate of soda. This may prevent one of the most disagreeable results of the disease—facial neuralgia.

### Wasn't To Be Fooled by a Sign.

An old fellow from one of Portland's most remote suburbs, while passing a certain hardware store in that city the other day, noticed a sign which read, "Cast Iron Sinks." The old fellow chuckled softly to himself; then, gradually, as the absurdity of it dawned upon him more forcibly, he broke into a loud guffaw. A passerby, attracted by the apparently unseemly mirth of the old man, made bold to ask what amused him so. "Why, gol darn it," he sputtered between spasms, "ef some folkses air not gettin' ter be reg'lar durn fules. The idee uv hangin' up er sign tellin' people that 'cast iron sinks.'"—Lewistown Journal.



No Statement made in the interest of

# SAPOLIO

has EVER been disproved by the public or the trade.

The housekeeper has for many years depended upon Sapolio as a household cleanser, and has bought it from a satisfied retailer, who, in turn, got it from a protected wholesaler.

NOW we offer to the trade and the public

# HAND SAPOLIO

It can be depended upon with the same confidence—by the Dealer because its worth, made known by our wide advertising, will sell it; and by the Consumer, because of our guarantee that it is the best, purest, safest and most satisfactory toilet soap in existence.

Every corner of the country shall know the worth of Hand Sapolio. Already, where it has been fully introduced, it is rivalling its long-known namesake, Sapolio—our advertising shall not cease until it is equally popular.

Have you had ONE call? That is but the warning! We will send you more in ever-increasing numbers. See that you stock it promptly before your rivals wrest from you the reputation of being the leading grocer in town.

If you are selling Sapolio you can double your sales by stocking Hand Sapolio. If you have not yet stocked either, delay no longer—satisfy your customers with both. A quarter-gross box of each should not cost you over \$5.00 in all, and should retail at \$7.20.

ORDER FROM YOUR JOBBER.

ENOCH MORGAN'S SONS CO.

NEW YORK.





### Movements of Merchants.

Worth—Ford Butler has purchased the grocery stock of Felix Bresette. Kalkaska—Ed. Gilmore has purchased the meat market of VanHynning Bros.

Hart—C. VanAllsburg & Co. succeeded VanAllsburg & Fuller in the meat business.

Greenville—Charles W. Cook, of Kalamazoo, has purchased the drug stock of L. H. Taft.

Fennville—C. H. Adams, undertaker and dealer in furniture, has removed to Weston, Ohio.

Farwell—Fred E. Pyers has engaged in the grocery business, purchasing the stock of David James.

Ishpeming—J. H. Mortley has opened a cigar and confectionery store in the corner room of his block.

Otsego—G. L. Azling has removed his stock of furniture to Saugatuck where he will engage in the same business.

Corunna—Mrs. Lena Miller Lamb has sold her stock of books, stationery, cigars and confectionery to Fred M. Sanders.

Owosso—A. J. Palmer, formerly engaged in the dry goods business at Flint, has opened a dry goods store at this place.

Calumet—Jos. Asselin, the Sixth street meat dealer, has added a line of groceries and fitted up the store with modern fixtures of antique oak.

Pontiac—Henry Copenhaver has purchased the stock of the Pontiac Tea Co. in the Dawson block and will continue the business under the old style.

Ann Arbor—Mrs. Mell Gillespie has purchased the millinery stock of Mrs. Mary Bell Cosgrove, who will engage in the millinery business in Detroit.

McBain—L. H. Smith has purchased the McBain Stationery Co. stock of C. R. Burleson and will move it into the building recently purchased of O. O. Dunham.

Cadillac—Olson & Coffey, boot and shoe dealers, have dissolved partnership, J. A. Coffey retiring from the business, which will be continued by C. A. Olson in his own name.

Gladwin—The Cash Clothing Co., which has been engaged in the clothing business at this place for the past year, has closed its doors and the remainder of the stock is being shipped to Fenton.

Hillsdale—Geddes & Weatherwax, dealers in paints and wall paper, have dissolved partnership. G. W. Weatherwax having purchased the interest of his partner, Mrs. Myrtle Geddes, who will remove to San Pedro, California.

Detroit—Thomas McMullen, for eight years buyer and manager of the carpet department of Partridge & Blackwell, will open a complete store of his own at 274 Woodward avenue with a line of carpets, rugs, curtains and draperies.

Frankfort—Frank May, of Traverse City, and W. E. Wilson have formed a copartnership to continue the business heretofore conducted under the style of the Frankfort Furniture Co. The undertaking department will be under the supervision of O. L. Wilson.

Saugatuck—F. Billington, successor to C. H. Adams, has leased the Hirner building and will occupy it as soon as John Koning can move into his new quarters. Mr. Billington will carry a full line of furniture in addition to the undertaking business.

Bay City—The A. O. Heine Co., Limited, has been organized to engage in the clothing, hat, cap and men's furnishing goods business. The authorized capital stock is \$8,000, held as follows: A. O. Heine, 40 shares; G. M. Hopkins, 35 shares, and Mark Hopkins, 5 shares.

Detroit—The assets of Bentley & Hubbard, the embarrassed Jefferson avenue wall paper firm, were sold at auction by the Detroit Trust Co., property appraised at \$13,017 being purchased by one of the large creditors for \$7,600. It is announced that the firm will continue at the old stand.

Detroit—The Reliable Tea Co. has filed articles of association, with a capital stock of \$1,000, of which \$100 has been paid in cash and \$900 in other property, the new firm taking over the business at 91 Gratiot avenue. The stockholders are Jorgen Johansen, Victor Olsen and Ira A. Leighley.

Pittsford—The Pittsford Mercantile Co. has been formed by the consolidation of the two mercantile stocks of B. A. Bowditch and C. W. Byers, although the two stores will be conducted separately for a time. The officers of the company are B. A. Bowditch, President; F. M. Hall, Vice-President; E. T. Bentz, Jr., Secretary, and C. W. Byers, Treasurer.

Detroit—Frank T. Bush, of Kansas City, Mo., a former Detroit commission merchant, was arraigned before Judge Swan Saturday on the charge of obtaining produce from farmers and failing to make remittances after it had been sold. He was released on his personal recognizance and the case against him will probably be dropped. Bush was indicted about two years ago.

### Manufacturing Matters.

Detroit—The Allen Chemical Manufacturing Co., Ltd., has filed notice of dissolution.

Detroit—The style of the Geo. N. Skinner Salt Co. has been changed to the Merchants Salt Co.

Port Huron—The Port Huron Canning Co. has increased its capital stock from \$30,000 to \$50,000.

Detroit—The capital stock of the Palatine Portland Cement Co. has been decreased from \$1,000,000 to \$102,000.

Adrian—The Lion Fence Co. has been organized with a capital stock of \$150,000. A new building will be erected costing from \$15,000 to \$20,000 and two looms are already under construction.

Holland—The Walsh DeRoo Milling & Cereal Co. has increased its preferred capital stock from \$280,000 to \$300,000.

Hudson—The Globe Fence Co. has begun the foundation for its new building. It is situated near the river and the Lake Shore is putting in a siding at that place.

Holly—H. P. Davock, referee in bankruptcy, has declared a second and final dividend of 34.6 per cent. to the creditors of the Holly Wagon Co. The first dividend was 25 per cent.

Holland—The Holland Sugar Co. is erecting an office building 36x40 feet in dimensions. Two new beet sheds are also in process of construction, which will give the factory a capacity of 8,000 tons of beets.

Detroit—The Detroit Motor Car Co. has been formed to engage in the manufacture of automobiles, motor cars, gas and gasoline engines. The authorized capital stock is \$400,000, held as follows: P. Heseltine, 7,425 shares; Irma R. Sexton, 7,425 shares, and W. W. Patterson, 6,500 shares.

Detroit—The Whitney Furniture Manufacturing Co. has merged its business into a corporation with an authorized capital stock of \$75,000. The stockholders and the amount of stock held by each are Frank J. Whitney, 2,062; M. O. Whilan, 2,063; J. B. Houck, 3, and J. M. Goodson, 3.

Mulliken—The Mulliken Brick & Tile Manufacturing Co. is the style of a new enterprise at this place, having an authorized capital stock of \$7,500. The stockholders and the amount of stock held are as follows: Wm. J. Ramsey, 40 shares; Sarah C. Ramsey, 10 shares, and John W. McConnell, 10 shares.

### The Boys Behind the Counter.

Bellaire—Henry L. Campbell has begun work as a salesman in the grocery and hardware store of Chas. Weiffenbach.

Flint—Jas. L. Buckrell will return to his old position as prescription clerk at Crampton & Litchfield's drug store.

Mackinaw City—Harlan MacMullen has taken the position of prescription clerk in the Bogart pharmacy.

Sault Ste. Marie—Ed. Fox, late of Ironwood, has taken a position as salesman in the Fair department store. Mr. Fox was eight years ago with the Boston Clothing Co. in this city.

Flint—Some time ago the World's Dispensary Medical Association, of Buffalo, N. Y., offered a number of prizes to druggists for the best window displays advertising their medicines. One of the prizes, a cash register valued at \$65, was awarded to F. E. Curtis, of this city. The window which won the prize was arranged by C. E. Haviland, prescription clerk at the Curtis store.

Ludington—Claude M. Furniss has gone to Frankfort, where he has secured a position with Harmon & Co. Mr. Furniss has for several years been connected with the Double Brick store where he acquired a thorough experience of the grocery business.

Lake Odessa—Horton E. Pratt, who recently sold his store, has gone to clerking for Will McCartney.

Eaton Rapids—Chas. E. Gould, of Ithaca, is the new pharmacist at J. J. Milbourn's drug store.

Cadillac—Gust Flodquist has taken a position as salesman in Charles A. Olson's shoe store.

Cedar Springs—E. M. Wheeler has gone to Grand Rapids and taken a position in J. C. West & Co's drug store.

Ypsilanti—Chas. L. Stevens, of the firm of Yost & Co., has accepted a position as manager of the Detroit Leather Goods Manufacturing Co. and will divide his time between Ypsilanti and Detroit. Mr. Stevens is a large stockholder in the Detroit concern and is Secretary and Treasurer.

### New Bank at Caledonia.

The death of Aaron Clark, the Caledonia banker, and the indisposition of the family to continue the banking business, made an opening for the inauguration of a new bank, which John D. Morton, Assistant Cashier of the Grand Rapids National Bank, was quick to take advantage of. He has, accordingly, interested twenty people in the State Bank of Caledonia, which has been organized with a capital stock of \$20,000, the stockholders being as follows: Isaac G. Wenger, Caledonia; Geo. W. Pickett, Caledonia; John T. Smith, Caledonia; Eugene Ward, Caledonia; Norman K. Eby, Caledonia; Hugh B. Cavanaugh, Caledonia; Chas. Rice, Caledonia; Geo. R. Breckon, Caledonia; Jesse W. Pickett, Caledonia; George Brown, Caledonia; Benjamin Glick, Caledonia; Kline H. Pursel, Caledonia; Jacob P. Rosenberg, Caledonia; Mary L. McNeal, Caledonia; Anne Cavanaugh, Caledonia; John D. Morton, Grand Rapids; John Murray, Grand Rapids; Dudley E. Waters, Grand Rapids; Frank E. Campau, Alaska; John R. Proctor, Alto.

At the first meeting of the stockholders, held at Caledonia yesterday, seven directors were chosen as follows: Charles Rice, John T. Smith, Frank E. Campau, John R. Proctor, Isaac G. Wenger, Geo. W. Pickett and John D. Morton.

At the first meeting of the directors the following officers were elected:

President—Chas. Rice.  
Vice-Presidents—John T. Smith and Frank E. Campau.  
Cashier—Elmer B. Hale.

To secure good credit, pay your bills when due—somehow.

## 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.





C. H. Van Hartesveldt has engaged in the shoe business at 1207 South Division street.

Walter Stray has engaged in the grocery business at Ludington. The Musselman Grocer Co. furnished the stock.

Geo. Roup has engaged in the grocery business at Englishville. The Worden Grocer Co. furnished the stock.

Kerst & VanDyke have opened a grocery store at 107 Livingston street. The Worden Grocer Co. furnished the stock.

Mrs. Lena Carson has opened a grocery store at Austerlitz. The stock was furnished by the Musselman Grocer Co.

Geo. H. Mason has re-opened his grocery store at Michilinda for the summer. The Musselman Grocer Co. furnished the stock.

James W. Myers has engaged in the meat business, having purchased the market of Geo. W. Williams at 203 South Division street.

S. S. Evans, dealer in drugs at Millbrook, has added a line of groceries. The stock was purchased of the Worden Grocer Co.

G. W. Dole has opened a grocery store at the corner of Wealthy avenue and James street. The Musselman Grocer Co. furnished the stock.

John Witters, of the grocery firm of Daane & Witters, has purchased the lot on Crescent avenue once occupied by the Renwick greenhouse, and will erect a handsome residence thereon during the present summer season.

#### The Produce Market.

Asparagus—60c per doz. bunches.  
Bananas—\$1@1.25 for small bunches and \$1.75 for Jumbos.

Beans—\$1.50@1.65 for hand picked mediums.

Beets—\$1 per box for new.

Butter—Factory creamery is steady at 18c for choice and 19c for fancy. Dairy grades are moving on the basis of 9@10c for packing stock, 11@12c for common and 13@14c for choice. Renovated, 15@16c. Production is large and quotations on dairy grades are merely nominal.

Cabbage—\$2.25 for Florida and \$3 for Mississippi; Mobile, \$2.50.

Carrots—40c per doz. for Southern.

Cocoanuts—\$3.50 per sack.

Cucumbers—50c per doz. for home grown.

Eggs—Local dealers pay 13@14c for case count, holding case count at 15c and candled at 16c. So far the weather has been so cool that there is no great amount of shrinkage, but with warmer days there will be more of a difference between the prices of the two grades. The supply and the demand run very nearly equal.

Green Onions—Evergreens, 15c per doz.; Silver Skins, 18c per doz.

Green Peas—\$1.35 per bu. box.

Greens—Beet, 65c per bu. Spinach, 50c per bu.

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

Lemons—Messinas and Californias are steady at \$3@3.50 per box.

Lettuce—Hot house leaf stock fetches 10c per lb.

Maple Sugar—10@11½c per lb.

Maple Syrup—\$1@1.05 per gal.

Onions—Bermudas fetch \$2 per crate. Egyptians command \$3.25 per sack. Southern (Louisiana) are in active demand at \$2 per sack. Silver Skins, \$2.25 per crate. California, \$2.50 per sack.

Oranges—California Navels range from \$3.25 for choice to \$3.50@3.75 for fancy. California Seedlings, \$3@3.25; Mediterranean Sweets and Bloods, \$3@3.25.

Parsley—30c per doz. bunches for hot house.

Pie Plant—50c per box of 40 lbs.

Pineapples—Cubans command \$2.50 @3 per crate, according to size.

Plants—75c per box for either cabbage or tomato.

Potatoes—Old stock is getting scarce, those who have supplies meeting no difficulty in getting \$1.25 per bu. New stock is firm at \$1.75 per bu., but will probably go considerably lower before the end of the week.

Pop Corn—90c for common and \$1 for rice.

Poultry—Receipts are small, in consequence of which prices are firm. Chickens, 14@15c; fowls, 13@14c; No. 1 turkeys, 18@19c; No. 2 turkeys, 15@16c; ducks, 15@18c; nester squabs, \$2@2.25 per doz.

Radishes—Long, 18c per dozen bunches; round, 15c per dozen bunches.

Strawberries—Home grown are now coming in, meeting an active demand on the basis of \$1.25@1.35 per 16 qt. case. The crop is large and the quality will be fine, if the favorable weather prevails.

Tomatoes—Texas stock fetches \$1.75 per 4 basket crate.

Wax Beans—\$2 per bu. box.

Watermelons—So high in price as to be practically out of market.

#### Critical Period for the Creamery Industry.

The manager of the Clare Creamery Co. has issued the following appeal for the support of his patrons in the present emergency:

Grief has come at last in the shape of a terrible drop in all butter markets.

The question now is will my patrons accept such a price as will still enable us to keep the factory open? Fourteen cents per pound, which is three to four cents yet above what the merchants can now pay. Mt. Pleasant creamery just phoned me that they would have to drop at once to fourteen cents and probably to thirteen cents, for they were sinking money very fast at paying the prices I have been paying, namely eighteen cents up to May 1 and sixteen later. I hope every farmer will loyally stand by the creamery or we will have to close for good, when no cash, over eight or ten cents can be secured for butter. The markets may rally after a while, but wholesale merchants in cities have lost their thousands, and hence the drop. Cheese will net patrons only thirty-five to forty cents per 100 pounds of milk now and so butter at fourteen is still much better. Now the question is, will my friends kill the goose that lays the golden egg or will they loyally stand by themselves by standing by me?

#### The Grocery Market.

Sugar (W. H. Edgar & Son)—The lowest price for refined net, less 1 per cent. for cash, New York, is 4.80c for granulated. Spot raws are quoted, basis 96 deg. test centrifugals, at 3¾c. Cuba is firm at a duty paid price of 3.95@4c, which is about a parity with the laid-down cost of continental raw beet sugar. Europe declined slightly below these figures, but an upward movement started toward the close of last week, resulting in advances of approximately 1-16c for both cane and beet. The raw situation is exceedingly strong and, after the present lull, it is generally expected that the upward movement will be resumed. Refined is feeling the effect of the large purchases incident to the rapid advance which started February 2; also the effect of unseasonable weather throughout the country. Surplus stocks are being worked off rapidly, however, and the whole situation will, undoubtedly, change for the better in the near future. The statistical position has not been so strong in years and, with the expectation of large fruit crops in all sections of the country, the consumption for the campaign promises to be heavy. It is worthy of note that cane sugars for delivery after the close of the active refined campaign are held at a parity fully equal to or better than present quotations for spot and nearby supplies. It is argued, therefore, that we have seen the last of low prices for some time to come. Meantime the market is steady, with no special incentive to large operations, but, as outlined, the underlying strength of the market is calculated to inspire confidence in the future of sugar.

Coffee—There is a very strong undercurrent to the market and the statistics are all on the side of the bulls, where they have been for a good while, but they have resulted in nothing more tangible than slightly more difficulty for the roasters in getting raw supplies. It is not improbable that there will be advances during the summer in the package goods, but so far the makers of these have overlooked what appears to be a good chance to increase their dividends. However, no one is kicking, least of all the retailer who has a hard time advancing his prices on package goods even when his profit goes glimmering.

Canned Goods—The salmon market is very firm. The heavy demand is just starting in and there will undoubtedly be one of the best cleanups this season that has been experienced for years. Some of the new pack is on the market, but the jobbers do not like to sell the goods immediately. They are better held thirty or sixty days. There will be no time for much holding this year, however. Most of the independent packers have named prices on California fruits and they are high. Peaches are advanced anywhere from 5@15c a dozen, the lemon clings being especially strong. Apricots are also a little higher as well as some cherries. Canned asparagus is most generally marked

"none" nowadays and the chances seem very good for the same condition to prevail until about a year from now. Hickmott will not pack any and other packers are not able to do much. Tomatoes are in good demand. They are a summer vegetable, anyway, and the warm weather always brings out a good line of business.

Rice—Jobbers are well supplied and it seems that the retailers are carrying good sized stocks. There is a dull Southern market and sales in New Orleans have been small for the week. Reports from the coming crop are favorable.

Dried Fruits—Peaches are pretty well cleaned up, both here and on the coast. Apricots are in about the same fix. Prunes are still very dull; very low price, both here and on the coast. Very low prices have been named for new crop and practically no interest taken.

Provisions—There has been no change in the provision market for the past week. Skinbacks and regular hams are very firm at unchanged prices. The market on picnic hams is very firm at unchanged prices. The outlook on the above articles is for higher prices in the near future. Dried beef and barreled pork remain firm, prices the same. Canned meats remain unchanged.

Fish—The demand for mackerel is a little ahead of the receipts from Gloucester. No change in cod, hake and haddock, and no demand for them now. Sardines are moving out freely on future contracts. Every contract made subject to approval of price was taken, and all people feel as though they had made good purchases. Sardines are scarce.

#### Hides, Pelts, Tallow and Wool.

The hide market is strong, with ready sale for good stock at high values. Most stock offerings are mixed and prices are haggled over. The supply is light, however, and holders are not urging their offerings.

Pelts are well sold up at good values.

Tallow is dull and spiritless and decidedly quiet. Prices are low, while the supply is large and, consequently, there is no temptation for speculators.

Wools remain firm and bring more money than warranted by the Eastern markets. All grades are in good demand by dealers who are speculative. The high prices being paid are a surprise to the trade and to manufacturers. Conservative dealers hesitate and the clip is being taken by a few nery ones. The season's clip has largely changed hands from the grower to the local and Eastern dealers, with probably one-half shipped out. There has been no advance in the past two weeks. The price is firmly held and wools are manipulated to conform thereto.

Wm. T. Hess.

When ordering goods state plainly what you want. Have name and addresses clearly written and routing indicated.



## LET WELL ENOUGH ALONE.

## Such a Thing as Too Much Ambition.

The world is full of silly asses who lose everything they have by not being willing to let well enough alone.

So many examples of this have happened under my eyes lately that I'm going to have it stopped.

There is no excuse for it at all.

It comes from greed—the desire to make much out of little; to turn a moderate fortune into a large one.

People risk all they have for the chance of making more. It is gambling. Where success comes once, failure comes a hundred times.

I used to know a young fellow—dead now—who was the son of a well-to-do wholesale grocer in a Western city. There were three motherless children.

The father died about ten years ago and was shown to be well fixed. He left an estate of nearly half a million dollars in good securities and in his business.

The estate was divided evenly among the three boys, which gave each one about \$133,000.

The first thing my worthy friend did was to sell out his share in the prosperous grocery business to his brothers. He never took any interest in it anyway and the house was a hundred times better off without him.

Then he started in to build a million-dollar fortune on his \$133,000.

I do not know a great deal about investments. All my spare money I put into children's shoes. The ash barrel gets the dividends on those. But from what little I do know I believe it would not have been a very heavy task to invest that money in real estate so it would bring at least 5 per cent.

That would mean an income of \$6,650 a year—about \$128 a week. That is very fair, it seems to me. I would give one of my shapely legs for the chance to worry along on it.

But this fellow wanted \$60,000 a year, so he bit wildly at every chance that offered to increase his pile by speculating.

He put a big block of his money into Western mortgages, which are supposed to pay 12 and 15 per cent. He got one year's interest and then had to foreclose. The property brought about 50 per cent. of the sum he had paid for it.

He bought stock in about six of these Texas and Virginia oil companies. Everybody remembers that craze. That is the greatest soaker I ever knew. Those oil stocks have ruined homes and shattered fortunes all over the United States.

Just as an example, a foolish doctor I know of, with the largest practice in his town, persuaded all his patients he could to buy stock. The scheme collapsed and he had to sell his horse and his house.

This Western fellow did not fare better than anybody else. He got a few dividends out of one of his oil companies, but the remainder did not pan out at all and the one that did only did it two or three times.

He lost that money.

Then he was approached by a schemer who had invented a machine to make ice in small quantities. A scheme like that looks good, you see, because if it is all right and the machine can be sold at a reasonable price, there is no limit to the market for it.

The inventor was a smooth talker and he got all but \$10,000 of the remnant of the fortune of \$133,000.

That speedily melted away like the rest, and in three years the grocer's son had consumed the \$10,000 in living expenses.

Didn't have a stitch but the clothes on his back!

To make a long story short, he got a job as office man with a banker who had known his father, at a salary about equal to what he had spent for neckties. After a few months he got sick—pneumonia, I believe it was—and died.

His "well enough" was all right, and if he had only left it alone he would be comfortable and happy today.

In a certain Eastern city a retail grocer had built up a good business in an off section. I do not mean by that it was not respectable; still it was middle-class.

He had a good store and I suppose did \$60,000 a year.

He got ambitious to shine among the stars of the grocery business, so he moved to an expensive location in the center of the city.

The scheme was a failure. The place was too big for the man. His store did not get any business and he closed it up. If he had not, his creditors would.

I have known so many cases along precisely this line.

Not long ago I knew a department store which was formerly located on the edge of what would in New York be the Bowery.

It was a cheap establishment, but it did an enormous trade among the lower classes.

This concern got the big head, too, and moved to the most aristocratic street in the city.

They have been there about a year and are now advertising a removal sale. They are going back again to the sort of neighborhood that fits them.

One day last week I overheard a member of this firm talking with a salesman about the removal.

"I don't know what sort of goods the people of this street want," he said; "we ought never to have come here at all. What I want is some place where I can empty a lot of cheap stuff out on a long table and make a bargain price on it. Under those circumstances I can do business."

And that is the sort of place the firm is heading for, and it is the wisest thing they ever did.

There is such a thing as too much ambition. Some toad in a small puddle will outgrow his surroundings. He will argue that he has gotten all he can where he is—there is no longer any chance for advancement, for he is at the top of the heap—and he will get an idea that what he ought

to do is to move to a bigger place.

Sometimes he will succeed; more often than not he will drop all he has and come unsteadily home, cursing the day when he decided that well enough was not good enough to leave alone.—Stroller in Grocery World.

## A Generation of Bicycle History.

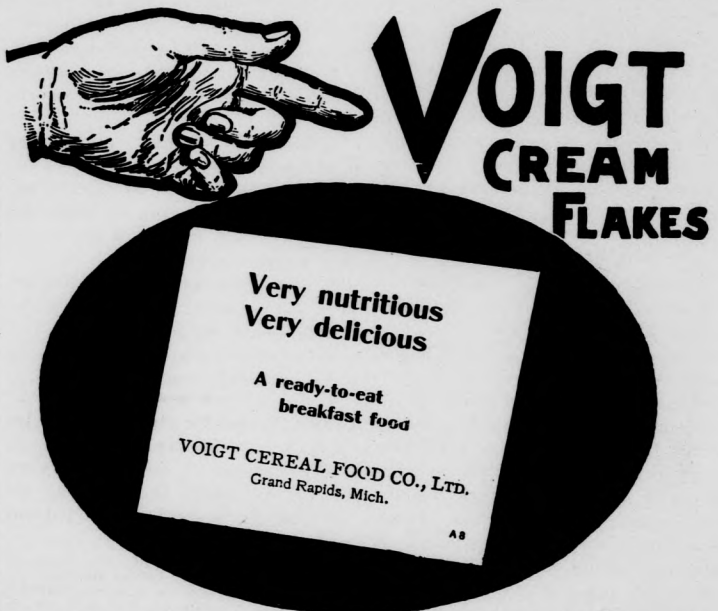
Boston held a bicycle reunion the other day which added a picturesque page to sporting history. Five thousand men and women trailed in the line which pedaled over Chestnut Hill, with delegations from every town of considerable size in the Bay State. What made this parade of unusual interest was the sight of archaic bicycles of vintage unknown to this generation, portraying the evolution of the wheel of to-day, all the way down from the bone-shaker of our grandfathers.

The modern pneumatic tired wheel in this parade typified the rise and decline of a "craze" of colossal proportions. At its zenith the whole world seemed to be riding wheels or seeking the wherewithal to own them. How the automobile has invaded this field among the classes which could afford to choose its pastimes, without close watch on the cost, is shown in an interesting fashion by the advertising pages of a high class monthly magazine. In March, of 1900, there were sixteen different advertisements of bicycles, from one-half page to a full page each, and in the same number only two displays of automobiles, by two manufacturers, covering two pages of the magazine. For

March of this year the same magazine contained thirteen pages of automobile advertising, representing twenty different manufacturers, and one page of bicycle advertising. While the consolidation of bicycle interests has decreased the competition in advertising, yet these figures give a fair estimate of the reversal of popularity worked out in four years among the people who could afford to shift their form of pastime.

Eight years ago fifty thousand bicycles were ridden in Philadelphia, and fifteen thousand of these were owned by men and women who used them between their homes and their places of employment. To-day it is probable that in that city fifteen thousand wheels are used for practical convenience, and this class may have increased. But the shrinkage of interest has been among the thirty-five thousand who used them wholly for pastime, and the same process has been going on, in greater or less degree, all over the country. Yet the "craze" in its height did great things in pushing the good roads movement and in rejuvenating the country hotels, whose benefits were reaped by the automobile when it became popular. The bicycle is by no means a back number, but it has ceased to be an epidemic.

When asked for a statement of your affairs by a mercantile agency or by a house of whom you buy, give it willingly. You have nothing to conceal, if you are honest. If you are not, well, that is another matter.



**VOIGT CREAM FLAKES**

Very nutritious  
Very delicious

A ready-to-eat  
breakfast food

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

Save the coupons for which we give handsome silverware, such as knives, forks, spoons, etc. Ask your grocers about them. A coupon in each package.

Voigt Cereal Food Co., Ltd.

## Jennings Extract Lemon

Is made terpeneless and contains all the true flavor of the fruit.

## Jennings Extract Vanilla

Has the full flavoring of the vanilla bean.

Jennings Flavoring Extract Co., Grand Rapids





**KNEW WHAT HE WANTED.****Barber Shop Methods Did Not Appeal to Him.**

Jones is one of those worthy individuals who always know just what they want, and it has been his boast that he can never be persuaded into buying anything he does not want. He has worn muddy shoes for two days because every bootblack he ran across howled "Shine!" at him before he had a chance to order one.

Speaking of shines—Jones needed shoes, and decided to buy a pair the other day. He walked past many windows that he might be able to order just exactly the sort of shoe he wished when he entered the store. He finally decided on a pair and entered a store.

"I want a pair of shoes—tan—Oxford—\$3.50—size, 8 B," was the order he gave, with as much ease and decision as he would have ordered a 20 cent luncheon.

The shoe clerk was a little staggered at the precision and decision. He was used to asking a string of questions before selling shoes, and deprived of that privilege he hardly knew where to begin.

He finally got down the shoes for which Jones had asked, and was preparing to try them on when he came to himself.

"Before you try these on," said the clerk, "I would like to show you our \$5 line. They are very much better than these, considering how little difference there is in the price. The soles never wear out, the counters will keep their shape—"

"I told you I wanted \$3.50 shoes," snapped Jones.

The clerk subsided, but only for a minute. "You will want some trees for these," he began. "Trees are especially beneficial in warm weather when the feet—"

"I am perfectly familiar with the theory and practice of shoe trees," said Jones.

"I will show you a pair for 75 cents that will make these shoes—"

"I have trees at home, a forest of them, and—"

"But these are cut especially to fit these shoes," interrupted the clerk.

"Don't want them," snapped Jones, so harshly that the clerk was silent for a while.

It was silk shoestrings next, but Jones was not ostentatious. Besides, if he had had any idea of buying silk shoestrings he would have said so when he gave his first order. Then the clerk brought out a powder which when sifted into a shoe made it wear as easily as an old carpet slipper. Jones finally silenced him, and started for the door.

He had made his escape, almost, when the clerk rushed after him. "I forgot—" he began.

"Oh, no," said Jones, sarcastically, "you didn't forget if it's something you want to sell me."

"I forgot to show you the patent shoe cleaner which will keep your tans in perfect shape all summer."

At this Jones seized the clerk and began to question him.

"Young man, did you ever work in a barber shop?" he asked.

The clerk denied the charge.

"Well, you certainly have acquired the barber shop habit, and it is the first time I've run across it in a shoe store."

"Barber shop habit; what's that?" asked the clerk.

"Oh, you must know—shampoo for dandruff, singe for falling hair, massage and a lot of other things you don't want almost forced upon you by the man with the razor. Tell me why you worked so hard to sell me all those things I don't need."

The clerk explained that he got 25 cents for every pair of \$5 shoes he sold to a \$3.50 man; he got 5 cents commission on the silk strings, 10 cents on the shoe trees, and 20 per cent. on all repair work. "It is the scheme of the boss to make us take an interest in our work," he said in closing.

"Well, you tell your boss that his scheme has made you take such an interest in your work that I'll go elsewhere for shoes in the future," was Jones' parting shot.

Then he went across the street and demanded shoe trees, foot powder, silk strings and a patent cleaner. Jones knows what he wants and won't let any one tell him.

**Food Values.**

Many articles that are eaten have no value as true foods, because they do not build up the body or supply force. These are known as food accessories. Among the chief food accessories are tea, cocoa, beef tea and broth of various kinds, together with spirits and spices, and all the garnishments of the table that have to do with the aesthetics of eating. Food accessories may spare the tissues. That is all they can do, although it is much. No single one of them can repair waste, build up or renew the broken down cells of the body nor aid directly in the maintenance of its structure. Neither can any of these furnish heat and energy. Yet they are important elements in food, even essential articles of diet, that belong to the valuable class of non-nutritious food materials. They are all stimulants, not foods. Tea, coffee and cocoa furnish agreeable hot drinks that have the power to diminish the sense of fatigue. The irritating effects of tea, when they do exist, are least when the stomach is neither quite empty nor too full, conditions happily present at the time of afternoon tea.

The true nature and value of stimulants are every day becoming better known. They are neither as good nor as bad as is sometimes supposed. When sufficiently energetic, like some form of alcohol or spirits, a stimulant may temporarily excite the brain, cause an acceleration of the heart's action, bring about a definite sensation of muscular vigor or some general sense of expansion and power. Such action may permit the evolution of energy, but never furnishes it.

A good credit is so much additional capital.

# Buy the Best

# Garden City Fireworks

Are reliable and well known

# We Sell Them

At our LOW PRICES they are cheaper than the unknown good-for-nothing brands.

Special catalogue of Garden City Fireworks, 4th of July and Carnival goods NOW READY.

Ask for No. C379

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and Monroe Sts.

Chicago, Ill.



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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

WEDNESDAY - JUNE 15, 1904

#### HISTORICAL PARALLELS.

No matter how strongly fortified Port Arthur has been completely separated from all connection with the main Russian army, and is of no use to the Russians for any purpose. If the Russians had been able to cope successfully with the Japanese navy and to keep the sea with an effective fleet, Port Arthur would be of extreme value as a port of supply for the warships, but the complete defeat of the Russian naval forces and the helplessness of the few vessels that remain to them, make it impossible for them to wage a successful defense against the combined land and naval attacks of the Japanese, and they are engaged in a gallant but hopeless task, for they are now entirely surrounded by enemies.

In the American Civil War what was called the siege of Richmond was not really a siege. Richmond never was surrounded by Federal troops. On the contrary, there never was a day in the year during which the siege continued when the Confederate capital was cut off from connection with the interior of the Confederacy. Trains came and went daily on three railroads, and when Richmond was abandoned finally by the Confederates their noncombatants and stores were sent off by rail.

Richmond was held until, by the dwindling of General Lee's army and the constant re-enforcement of Grant's, Lee was unable to maintain his extended lines and he retreated with his small force. A year earlier no such conditions could have occurred, because Lee would have been able, as he actually was in the spring of 1864, to take the field and to fight Grant on open ground. It was only when his forces had been reduced by four years of almost constant battle that Lee sat down behind the fortifications of Richmond and Petersburg.

At Vicksburg, on the other hand, there was a real siege. The Federals attacked the place on the river side with their naval forces, while on the land they completely invested or surrounded the fateful city on the bluffs. Vicksburg was of inestimable value to the Confederates because it commanded the crossing of the Mississippi

pi River and maintained communication between the two sections of the South that were separated by the great continental river. As long as the Confederates held Vicksburg and Port Hudson, lower down in Louisiana, the section of the river between the two places was under Confederate control, and the crossing of troops and supplies was assured. Even when Port Hudson was lost the value of Vicksburg was still great.

Of course, it was necessary to hold Vicksburg at all costs, but it was fully understood that this could not be done unless there should be relief from the outside. General Joseph E. Johnston was sent with a force to make such a move and assist in opening communication with the beleaguered city, but General Johnston's notorious lack of enterprise made him the wrong man for such a service, and the consequence was that he remained entirely inactive until the fall of the city was accomplished by overwhelming forces on the outside and starvation within.

Evidently General Kuropatkin has too small a force to spare a sufficient number for the relief of Port Arthur, and there is, so far as can be seen, no reasonable prospect for the succor of the place, and under all the circumstances it would have been best to have abandoned Port Arthur as soon as the failure of the Russian navy was made manifest, and to have saved the troops now shut up there for more important uses. The capture of the Port will be a great triumph for the Japanese, who will secure its stores and ships and make prisoners of the garrison, while the Russians will suffer losses and humiliation for which no recompense will come to them.

A Boston girl was nearly burned to death in a street car because a Boston youth threw a cigarette stump on the floor. The wind carried it against the girl's gauzy dress, which at once became a mass of flames. The girl leaped from the car in terror, and ran some distance ere she was overtaken by men who smothered the flames with their coats. Now the women are saying that men shouldn't be allowed to smoke at all in public conveyances unless separate compartments are provided.

Having found out that its credit is good, having recently borrowed \$35,000,000 in New York, the Cuban Government now proposes to order another bond issue of \$20,000,000 to pay off the claims of the soldiers who fought in the revolution against Spain. There will probably be no real content in Cuba until these claims are settled, and if the government can do it for \$20,000,000 the bargain will be a good one.

The world's supply of gutta percha has been steadily decreasing for several years. If there shouldn't be enough to make all the golf balls needed there would be a terrible howl.

Be a genius in your line and be content.

#### MAN'S BEST POSSESSION.

Not many days ago Mr. Justice Brewer, of the Supreme Court of the United States, delivered an address before the graduating class of the Law School at Albany, N. Y., and took for his theme "The Ethical Obligations of the Lawyer as a Lawmaker." In the course of his oration the distinguished jurist said:

I call your attention to the sources of a lawmaking lawyer's temptation, the greatest of which comes from the marvelous development of corporate interests. These interests are colossal in size, alluring by the magnitude of their achievements, tempting not merely by the money they possess and with which they can reward, but more by the influence they can exert in favor of the individual lawmaker in the furtherance of his personal advancement. No one can be blind to the fact that these mighty corporations are holding out most tempting inducements to lawmakers to regard in their lawmaking those interests rather than the welfare of the nation.

Senators and Representatives have owed their places to corporate influence, and that influence has been exerted under an expectation, if not an understanding, that as lawmakers the corporate interests shall be subserved. I am not here to deny the value of corporations. I realize the magnitude of the work that is possible through such combinations, and I do not deny their right to be heard before any legislative body in defense of their rights or in furtherance of their interests.

But the danger lies in the fact that they are so powerful, and that the pressure of so much power upon the individual lawmaker tempts him to forget the nation and remember the corporation. And the danger is greater because it is insidious. There may be no written agreement. There may be, in fact, no agreement at all, and yet when the lawmaker understands that that power exists which may make for his advancement or otherwise, that it will be exerted according to the pliancy with which he yields to its solicitations, it lifts the corporation into a position of constant danger and menace to republican institutions.

These pregnant remarks were specially addressed to lawyers who may be called on to occupy positions as lawmakers in national, state or municipal legislatures. The temptations held out by great and powerful corporations, whose pecuniary advancement may require that certain laws be enacted, or that certain existing laws be repealed, or that proposed legislation be prevented which is injurious to such legislators may be so potential that no profoundly selfish man can withstand them.

The tempter may say to the man who is beginning a public career: "I can make you or I can destroy your fortune. I can raise you to high official position and to wealth or I can place in your way at every turn obstacles which you can not overcome." Time was when these combined temptations and threats would have exerted very little effect, but to-day, when it is understood to what extent great corporations and trusts have influenced legislation in states and cities, in the course of which they have overthrown their chief competitors and have created for their managers and promoters the greatest private fortunes in the world, the young man just launching out in a political career may well be overwhelmed when he is brought face to face with such a combination of temptation and menace as has been mentioned above.

Let a man in public life once become the subservient agent of such a corporate power and he soon realizes that he is a mere slave. He may have public prominence assured to him. He may be certain that abundant money will be forthcoming to pay his campaign expenses and to

secure his election. He may have accumulated wealth in such service, but all the same, he is a slave and he is constantly made to feel the fact. He is kept in prominence as long as he serves the purposes of his master, and when that sort of usefulness comes to an end he is cast out.

But it must not be supposed that this buying and selling of the souls of men is confined to a few mighty corporations and corporate combinations. Everywhere the smaller concerns are imitating the larger, for they all use the same processes. Some such interests center their efforts upon state legislatures and others upon city councils. They are constantly seeking to have laws enacted in their interest, or to prevent legislation that would be very injurious to them, and it is all at the cost of the taxpayers in one way or another, and of public and private honor.

The various schemes which are thus maintained by means of the corruption of law-makers and public officials are largely owned by the most respectable and morally excellent persons, who take no part in the wicked machinations of the managers of such concerns, but without the slightest quiver of conscience or a ripple on the surface of their reputation for probity they pocket their shares of the proceeds of such political commercialism or graft.

It has been said by those that are engaged in such infernal barter of human souls that every man has his price, and when a man is needed, whether his price be high or low, he is the property of those who can pay it. Fortunately for the credit of our human race, this is not true, and its falsity has been often established. In every age of the world there have been men who stood to their principles against every temptation and every force of intimidation and compulsion. In the history of the human race the records show that millions of human beings walked steadily and intrepidly to death for what they believed was right. They marched into battle; they walked to the stake and to the block in atestation of their patriotism and their faith. They could have saved their lives by recanting the doctrines they professed, but as they had lived by them, so they died by them.

This is character. It is what a man really is. Reputation is what people suppose you to be, but character is what you prove yourself to be. A man may bear a shining reputation for a long time and yet be a miserable hypocrite and a sham. Another man who is but little known and seldom thought of may prove to possess a grand character. Severe friction rubs off the gilding from a plated ring, but it only proves the genuineness of the true gold.

In view of the great temptations that assail our public men, it is more than ever necessary to fortify them with character, which is the most precious treasure a man can have.

Do not be continually laboring under the impression that the house you buy from is trying to "do you up."



## THE THREE TRIBES.

## Early Indian Days in the Grand River Valley.

When discovered by the white man Western Michigan was inhabited by the Chippewas, Pottawattamies and Ottawas. Their early home was upon the Ottawa River, in Canada, but, prior to the first visit of the French to the St. Lawrence, they had crossed the Lake and taken possession of Lower Michigan. The three tribes were kindred in blood, in tradition, in language, in habits of life, and in general appearance. They called themselves the three brothers, of whom the Chippewa tribe was the oldest, the Ottawa tribe second, while the Pottawattamies were the youngest.

The Chippewas took possession of the northern portion of the Peninsula; the Ottawas of the valleys of the Muskegon and the Grand, while the Pottawattamies took possession of the Kalamazoo Valley and beyond. The Indians always gathered about the waters of a country, for by their canoes they traveled, fished, hunted and transported their game. In autumn an entire family, and sometimes two or three families together, would leave the villages and wander up the smaller streams into the forests of the interior for their winter's hunt, and they would generally camp in or near a bunch of maple trees in order that they might make maple sugar in the spring. Indian villages and camping places were almost invariably upon banks of rivers and small streams. Grand River and its tributaries always supported a large Indian population. In the palmy days of Indian supremacy there were probably hundreds, if not thousands, of Indians living within the present limits of Ottawa, Kent and Ionia counties, which was an unusual number for the territory, because in his native state an Indian required a vast amount of land to support himself and family. From time immemorial there were large and prosperous villages at Grand Rapids and at Lowell. This was because of the excellent fishing in the river and the abundance of game in the valley. Contrary to popular belief, the Indians probably increased by their first contact with the white man. The white traders brought to the red men improved weapons and methods in fishing and hunting; the rude agriculture of the Indians was made more productive by the efforts of the missionaries and traders; many of the latter were more or less skilled in medicine and surgery and assisted in lessening the mortality of the Indians. Again, the traders took into the wilderness many articles which were of use to the savages in their struggles for existence, and all these things tended to increase the native population.

Holding their lands by the slight tenure of possession, the Chippewas, Ottawas and Pottawattamies suffered much from the encroachments of neighboring tribes. There were frequent enroads from the Lake Superior region by the Indians of that section. Those who were about the

head of Lake Michigan constantly made raids into Western Michigan. The Hurons of Canada often crossed the border to hunt and fish in Michigan, but they never settled here in great numbers, although in the eastern part of Michigan there were a few Huron families and villages. The Iroquois, from beyond Lake Ontario, often hunted and trapped beaver in Michigan and, after the French settled at Detroit, the tribes from Ohio annually visited that trading post and frequently hunted in Michigan forests. Those sentimentalists who mourn because the red men have been driven from their homes and despoiled of their lands should remember that the Indians themselves obtained the country by force and retained it only as it suited their convenience and desires. When game grew scarce land was abandoned and whoever else occupied it was, according to Indian custom, entitled to its possession. It was the Indian law that "might makes right." When first visited by the white men the Chippewas, Ottawas and Pottawattamies lived in the most friendly relations with one another and so continued as long as their tribal existence lasted. By amalgamation and intermarriage they became so mixed and blended that when the whites settled Western Michigan it was often difficult to ascertain to what tribe many Indians belonged, because those of one tribe so often lived in the villages of another. There were many Chippewas and Pottawattamies among the Ottawa villages of the Grand River Valley. After the middle of the seventeenth century the Indians of the Grand River Valley were frequently visited by the French explorers, traders and missionaries, and by them the habits of the natives were much changed. They traveled more and wandered over a larger extent of territory; they made annual visits to the French trading posts to sell furs and secure supplies; undoubtedly they lived better and had more comforts than in the years before the white men visited their country. The traders, white hunters and trappers who first went among the Indians were a blessing to the race. Living among the red men, marrying their women and adopting their ways and habits, they introduced many simple elements of civilization and helped to develop the better part of savage life. The first white men who came among the Indians of Michigan should be numbered among the benefactors of mankind.

In 1679 LaSalle established a trading post at Mackinaw and built a fort on St. Joseph River. Thereafter French voyageurs annually traversed the Eastern shores of Lake Michigan and gathered rich cargoes of furs, which were shipped to Quebec, first by the way of Georgia Bay and the Ottawa River, and afterwards by the way of Detroit and Fontinac. These expeditions were generally in the spring when the traders would meet the Indians and buy their furs which had been captured during the winter, and in the late summer or early au-

tumn the Indians would visit the trading posts at St. Joseph, Mackinaw, Saginaw and Detroit for supplies to carry with them on their winter hunts. Such was the annual routine of Indian life in Western Michigan two hundred years ago. French hunters and trappers visited the country, renounced civilization, married Indian wives and became more Indian than the Indians themselves. Without doubt, more than a century before the settlement of the country every Indian village in the Grand River Valley had been visited by white men.

In 1755 Capt. Charles Langlade, of Mackinaw, whose father was a Frenchman and whose mother was an Indian woman, led a band of Indians at Braddock's Defeat, and it is quite likely that among them were Indians of the Grand River Valley. Langlade and his braves were also present a few years after at the capture of Fort William Henry, on Lake George. He also commanded a band of Indians on the Plains of Abraham when Montcalm was defeated by Wolf and the French control of the Northwest passed to the English. At the close of the old French and Indian war the trading posts of Michigan were surrendered to the English, who at once began to make extensive preparations for increasing the already large trade of the country. The Indians rebelled against the change and prepared for war. The leading spirit was Pontiac, an Ottawa chief of Eastern Michigan. He visited tribe after tribe and village after village to unite them in a contest against the English. A grand council was held at Grand Rapids, over three thousand Indians were present and every band in Western Michigan was represented. Pontiac was present and fired his audience with noble specimens of Indian oratory and unstudied eloquence. He contrasted the English with the French—the pride, arrogance and rapacity of the one with the suavity, generosity and justice of the other. Every Indian in the Grand River Valley sympathized with Pontiac and a year later, when he laid siege to Detroit, his camp was filled with warriors from Western Michigan. But the eloquence, bravery and sagacity of Pontiac were insufficient to expel the English. The power of the French had passed away and the days of the Indian occupation were numbered.

After the Pontiac war the Indian supremacy in Western Michigan was unchanged for many years. The general policy of the English towards the Indians of the Northwest was the same as that of their predecessors. The same posts were maintained and, so far as possible, the same agents were employed. Rival fur companies contended for the trade of the country and catered for the good will of the Indians. During the American Revolution, under instigation of the British officers at Mackinaw and Detroit, the Indians of Michigan engaged in warfare along the Virginia, Pennsylvania and New York borders. The grandfather of

the Indian wife of Rix Robinson led a band of Indian warriors, among whom were many from the Grand River Valley with Burgoyne through the Northern wilderness of New York to the head waters of the Hudson, but deserted the expedition before the surrender at Saratoga.

Captain Charles Langlade, during the last years of the revolution, led an expedition by way of Detroit, the Maumee and the Wabash to recapture Vincennes from the English after it had been taken by the Americans under George Rogers Clark, but it was unsuccessful. Langlade retreated without attempting to strike a blow because his Indian followers deserted when most needed. In the expedition were many Indians from Western Michigan.

At the close of the Revolution the posts of the Northwest remained in the hands of the British and were not surrendered until 1796. Many Indians of Western Michigan engaged in the battles of Ohio and fought against Harmer, St. Clair, Wayne and Harrison, during the years between the Revolution and the war of 1812. It was during those years that the second great confederation of the Indians of the Northwest was brought about by the wily Tecumseh. He probably never visited the Grand River Valley himself, but sent his agents, who secured many recruits for the warriors who fought at Tippecanoe. A forge was erected on the banks of the Kalamazoo River, where renegade white men made hatchets and scalping knives for the Indians who fought under Tecumseh at Tippecanoe and on the side of the British during the War of 1812. The surrender of General Hull, at Detroit, placed the Northwest posts again under the control of the British. During that war most of the Indians of Michigan espoused the cause of Great Britain, but there were a few who proved faithful friends of the Americans and were afterwards generously remembered when treaties were negotiated with their people by the United States. And Great Britain did not forget her savage allies. From the close of the war until 1834 the Indians of Southern Michigan annually visited Malden to receive from the British government annuities for their services during the war. At the close of the war American garrisons were again placed in the forts at St. Joseph and Mackinaw and American settlers commenced pouring into Michigan. The Indian supremacy was rapidly passing away.

The first trading post established in the Grand River Valley was on the river a mile or two below the mouth of Flat River. Joseph LaFlambeuse, a French trader in the employ of the American Fur Company, had full charge of the Indian trade in Western Michigan. In 1796 he married a half breed girl—half Chippewa and half French—famed for her beauty and spirit, who had been educated in a convent at Montreal. Her father was said to be an Indian chief of the Lake Superior region and her mother a French woman. After mar-



riage they spent their winters at Mackinaw, which they were accustomed to leave in the early spring and travel south on the east shore of Lake Michigan, trading with the Indians until they reached Grand River, up which they traveled to Flat River, where they would remain for a time and then return to Mackinaw. After a few years they established a permanent post on the banks of the Grand below the Flat, where they spent their summers. In 1809, in coming from Mackinaw, they met on the Lake shore about half way between Muskegon and Grand Haven a party of Pottawattamies, among whom was a young brave who, after they had gone into camp, demanded whisky from LaFlambeuse. It was refused. The Indian drew a knife and drove it into LaFlambeuse's breast. The white man immediately expired and the Indian fled. Mrs. LaFlambeuse took the remains of her husband in a bateau to the trading post, where they were buried, and she continued the trade with the Indians of the Valley. Before her return to Mackinaw in the autumn a band of Pottawattamies brought to her the murderer and offered him to the widow for execution in conformity with Indian usage. She did not demand a life for a life, but requested that he be set free, yet forever banished from the tribe. It was done and the Indian became an outcast.

At the end of the season she returned to Mackinaw with the remains of her husband, which were buried on the Island. So successful had been Madam LaFlambeuse in the Indian trade that she was continued as an agent for the company in place of her husband. She spent the summer of each year in the Grand River Valley and continued in trade until 1821, when she sold her establishment to Rix Robinson. She had become wealthy and thereafter lived at Mackinaw until 1846, when she died. She and her husband lie buried side by side on the Island. Their only daughter married Captain Pierce, a brother of Franklin Pierce, President of the United States. Among the elements of civilization scattered from old Mackinaw among the forests of the Northwest none were more romantic or more fruitful than those planted in the Grand River Valley in the early years of the past century by the LaFlambeuses.

By the ordinance of 1787 the civil authority of the United States was extended over the Northwest Territory. In 1805 Michigan was set aside as a separate territory. After the war of 1812 there was a great demand for land for speculative purposes. There was much intriguing and lobbying and great pressure was brought to bear upon the General Government to secure Indian lands in Michigan. In 1821 Governor Cass and Solomon Sibley were commissioned by the General Government to negotiate a treaty with the Ottawas, Chippewas and Pottawattamies and secure certain lands in Western Michigan. During the summer the

commissioners met the Indians at Chicago, and on August 29 a treaty was completed and signed. By its terms the Indians ceded to the United States the lands south of the main stream of Grand River, with certain small reservations for individual Indians and half-breeds and a few small tracts for the use of the tribe. In consideration of the cession the United States engaged to pay the Ottawas one thousand dollars in specie annually forever, and for a term of ten years to appropriate annually to the Ottawas the sum of fifteen hundred dollars to be expended in the support of a blacksmith, of a teacher, and of a person to give instructions in agriculture, and to purchase cattle and farming utensils. One mile square was to be selected on the north side of Grand River, and within the Indian lands not ceded, upon which the teacher and blacksmith were to reside. The treaty was signed by Lewis Cass and Solomon Sibley on behalf of the United States, and on behalf of the Ottawa Indians by Ke-wa-goush-cum, No-kaw-jiguan, Kee-o-to-aw-be, Ket-wa-goush-com, Ket-che-me-chi-na-waw, Ep-pe-sau-se, Kay-nee-wee, Mo-a-put-to and Mat-che-pee-na-che-wish.

Soon after the treaty was negotiated Rev. Isaac McCoy, an Indian missionary acting under the auspices of the Board of Managers of the Baptist Missionary Convention of the United States, visited Governor Cass at Detroit in behalf of the Indians, and to secure the management of the teacher and blacksmith who, according to the treaty, were to be sent to the Ottawas at Grand Rapids. Subsequently he was appointed to superintend the United States officers sent to carry out the provisions of the treaty. Governor Cass gave elaborate instructions, dated July 16, 1822, to McCoy, and directed that ardent spirits should, so far as possible, be kept from the Indians. John Sears, of New York City, was appointed teacher for the Ottawas, and Charles C. Trowbridge was commissioned to make definite arrangements with the Indians for the site of a missionary station on Grand River. Sears and Trowbridge visited the Grand River Valley in the fall of 1822, and selected a site, after which they returned to Fort Wayne. McCoy visited the Valley the next spring, and on May 30, 1823, crossed Grand River near the Rapids. He found the Indians dissatisfied with the treaty and was received with anything but a hospitable welcome. The chief was not in the village and nearly all the inhabitants were in a state of intoxication by liquor obtained from some traders. McCoy at once abandoned the expedition and returned to a mission which had been established on the St. Joseph River and which was called Carey. The next year McCoy visited some Ottawas on the Kalamazoo River and induced them to let him establish a blacksmith shop on the border between the Ottawa and Pottawattamie territories. This modified the temper of the Ottawas for a time and opened the way for further

negotiations. In November, 1824, McCoy, with several companions, left the St. Joseph River for a second visit to the Rapids of the Grand River. On reaching the border of the Ottawa country they found that the blacksmith shop built the preceding year had been burned by the Indians, who still felt unfriendly to the whites because of the Chicago treaty. On November 27 they reached Gun Lake, and camped upon its banks. The next day they were visited by Noonday, the Ottawa Chief of the Indian village at the Rapids, who, with some followers, was camping on the opposite side of the lake. McCoy found that Noonday was desirous of having a mission established at the Rapids, and the next day both the whites and the Indians raised camp and proceeded together towards Grand Rapids. On December 1 the River was reached and crossed. The same day McCoy selected a site for a mission, which was located just south of what is now the corner of West Bridge and Front streets. The selection was afterwards approved by Governor Cass and confirmed by the Secretary of War. The site selected two years before by Sears and Trowbridge is supposed to have been several miles up the River, but the exact spot chosen is now unknown. The next day McCoy started on his return to the St. Joseph River, and was accompanied a portion of the way by Noonday. The next spring Mr. Polke, teacher, a blacksmith, and two or three others were sent to the Rapids by McCoy to open the mission, but they found a great majority of the Indians still hostile to the project and were obliged to depart without accomplishing their object. Soon afterward Polke returned to the Rapids and found a great change in the sentiment of the Indians. They expressed regret for their former action and wished to have the mission at once established. In September, 1825, farming utensils, mechanical tools and provisions were sent by boat down the St. Joseph River, along the Lake shore and up Grand River to the Rapids, while McCoy, with several assistants, traveled overland to the same place. Permanent log buildings were at once erected on the site chosen the year before and the mission was fully established.

When the mission was founded there were two Indian villages at the Rapids. One was situated along the west side of the River, from West Bridge street north; the other was in the neighborhood of what is now West Fulton street, with its center near the corner of Watson street and West Broadway. The south village was the larger and numbered three hundred inhabitants or more. It was presided over by a chief named Mex-ci-ne-ne, or the Wampum-man. He was an eloquent speaker and a man of influence among his people. The Indian Commissioners found him wary in negotiations and slow to accept their overtures. He was of an aristocratic, haughty disposition and was something of a

dandy in the matter of dress. While at Washington to negotiate the treaty of 1836 he was presented by President Jackson with a suit of new clothes, of which he was very proud, and with it insisted upon having a high hat with a mourning badge. He was among the foremost of his people to adopt the white man's ways. His habits were good and he lived and died in the Catholic faith. In the year 1843 his existence was terminated by a sudden illness and his funeral was attended by nearly every citizen of Grand Rapids, white as well as red. Another Indian chief living at the lower village was Muck-i-ta-o-ska, or Black-skin, who in his early years was an active foe of the Americans. He fought with the British in the War of 1812, and is said to have been the leader of the band who set fire to the village of Buffalo during that war. He lived to a great age and died in 1868.

The Chief of the upper village at the Rapids was Noonday, a friendly, industrious Indian who always worked for the good of his people and was among the first to obtain the favor of the whites. He was happy in his domestic relations and a man of excellent habits. Old settlers often speak of his fine physique. Fully six feet tall, well-proportioned and a noble looking man, he was well advanced in years when the Grand River Valley was first visited by American settlers. He died at Gull Prairie in 1840, and a plain stone slab marks his grave. He also fought with the British during the War of 1812.

The Chief of the Flat River Indians was Cob-moo-sa, or the Walker. He was the husband of three wives and treated each with the respect and consideration due the consort of a mighty chief. He had a family of twenty-two children. Aside from the number of his wives, his morals were good. In personal appearance he was not the equal of his neighbors. He was a little below medium height and inclined to corpulency. In his last days he became a vagrant and a drunkard. His village was first near the junction of Flat and Grand Rivers and was one of the largest in the valley. It numbered three hundred inhabitants and upwards. In later days it was moved up Flat River to the upper part of the present village of Lowell.

At the Thornapple River, or Ada, there was a small band of Indians, of whom Ma-ob-bin-na-kiz-hick, or Hazy Cloud, was the Chief. Although of small stature, he was a man of commanding influence with his tribe. He was on the most friendly terms with the whites, visited Washington, and was one of the leading spirits in the treaty of 1836. Up the Thornapple, near what is now Whitneyville, there was the Caswon band of Indians, numbering about forty. Between the Thornapple River and the Rapids there were a few families who were under the authority of Canote, a chief who stood high in the estimation of the early settlers. Below the Rapids, at the mouth of Crockery Creek, was a



small Indian village, of which Sag-e-nish, or the Englishman, was chief. As his name implied he was a great friend of the white man. At Battle Point, a few miles above Grand Haven, was another Indian village, whose chief was O-na-mon-ta-pe, or Old Rock. At Grand Haven and Spring Lake there was generally an Indian village. In Ionia county there were two Indian villages of importance on Grand River. One was at Lyons, where the prairie was used as a cornfield for ages, and the other was near the mouth of the Lookingglass River. The latter was called Mis-she-min-o-kon, or the Apple Field. It was abandoned by the Indians at an early day. Among the Indians of the valley there were other chiefs than those already mentioned. There was Pa-mos-ka, a leading chief whose home was many times changed, but who generally lived in the villages down the River, at Crockery Creek and Battle Point. There were Keway-coosh-cum, or Long Nose, and Wa-ba-sis, both of whom fell victims to Indian vengeance for the part they took in the treaties with the Whites. The former was killed in a drunken brawl by an Indian named Was-o-ge-naw. Each had come to Grand Rapids to receive his annual stipend on payment day and, having been paid, became intoxicated. They were sitting on the bank of the River, near the mouth of Coldbrook Creek, when a dispute arose relative to the treaty and Was-o-ge-naw seized a club and felled his victim to the earth with a blow that killed him on the spot. The matter was not investigated by the officers of the law because it was considered that he was executed in accordance with the Indian customs and ideas of justice. Because of the prominent part he took in the treaties Wa-ba-sis was exiled from his tribe. For many years he lived on the banks of a small lake in the northern part of Kent county. In an unguarded moment he was induced by his enemies to partake in a corn feast at Plainfield, where he was made drunk and then murdered. He was buried near where now is the Plainfield bridge. The head of the body was left above the ground, and food and tobacco for many weeks were daily placed on the grave for the nourishment of his spirit on its journey to the happy hunting ground. There is a tradition that Wa-ba-sis buried on the banks of the lake which bears his name a large amount of gold received by him from the whites for aiding them in the treaty of 1836, but it has never been found, although constant search has been made for it by the farmer lads of the neighborhood.

That the Indians were a poetical people is shown by their names of the rivers of Western Michigan. The St. Joseph River was O-sang-e-wong-se-be, or the Sauk Indian River. It was so named because, according to tradition, the spirit of a Sauk Indian wandered along its banks. New Buffalo River was Kosh-kish-ko-mong, or the-diving-kitten. The Paw Paw River was Nim-me-keg-sink, which means the Paw Paw River. Kalama-

zoo is an English corruption of the Indian name of the river, which was Kik-ken-a-ma-zoo, or the Boiling Kettle, so named from its eddying waters. South Haven was called Muck-i-ta-wog-go-me, or the Black Water. Macatawa is an English corruption of the same name. Grand River was called O-wash-ta-nong, or the-far-away-water, so named because it was the longest river in the territory. Thornapple River was called Me-nos-so-gos-o-she-kink, or the Forks. Flat River was called Coh-boh-gwosh-she, meaning the shallow river. The Indian name of Maple River was Shick-a-me-o-she-kink, which means the Maple River. Muskegon is one of the Indian names of the country which has not been changed by the whites. It means the Tamarack River and was so called because of the number of tamarack trees along the banks. White River was called Wan-be-gun-gwesh-cup-a-go, or the-river-with-white-clay-in-its-banks. Manistee means the-river-with-white-bushes-on-the-banks, and referred to the white poplar trees on its borders.

In March, 1836, a treaty was negotiated at Washington, by which the Indians ceded to the United States the lands north of Grand River. There were seventy thousand acres reserved north of the Pere Marquette River, fifty thousand acres on Little Traverse Bay, twenty thousand acres on the north shore of Grand Traverse Bay and various other small reservations in different parts of the country. In consideration of the cession the United States Government agreed to pay the Indians of Western Michigan the sum of \$18,000 annually for twenty years. A sum of \$5,000 annually for twenty years was to be appropriated for teachers, books in the Indian language and school houses; \$10,000 for agricultural implements, cattle, mechanical tools and other articles; \$2,000 annually for provisions and \$300 annually for medicines. The Indians were to receive \$150,000 worth of goods and provisions, which were to be delivered on the ratification of the treaty; \$300,000 was appropriated to pay off the just debts of the Indians and \$150,000 for the half-breeds of the tribe. Various sums of money were to be paid to individual Indians. The Grand River Valley chiefs received \$500 each and to Rix Robinson was granted \$23,000. This generous treaty was signed by Henry Schoolcraft for the United States, and by twenty chiefs for the Indians. Of these chiefs three—Wab-i-wid-i-go. Mix-i-ci-nin-ny and Na-bun-a-gu-zhig (names as they appear on the treaty)—represented Grand River tribes; the rest were from other parts of the State. There were some thirty chiefs in all in this valley at the time. The witnesses were John Hulbert, Lucius Lyon, R. P. Parrot, U. S. A.; W. P. Zantlinger, U. S. N.; Josiah F. Polk, John Haliday, John A. Drew, Rix Robinson, Leonard Slater, Louis Moran, Augustus Hamelin, Jr., Henry A. Levake, William Lasley, Geo. W. Woodward and C. O. Ermatinger.

As soon as the Washington treaty of 1836 was completed a land office was opened at Ionia and the lands north of Grand River were rapidly taken by settlers. By the conditions of the treaty the Indians could hunt on the public lands of the United States, and for many years they remained in the country and availed themselves of the privilege. The annual payments which they were to receive under the treaty were made at Grand Rapids and continued for more than twenty years. At the early payments nearly four thousand Indians received their pay here, but they decreased as the years went by. The Pottawattamies were early sent to their reservations in Indiana, while the Chippewas were transferred to reservations in Northern Michigan. Separate bands of Ottawas were at different times transported beyond the Mississippi, and many individual Indians fled beyond the Mississippi, as they were ostracised by their own people or threatened with legal prosecutions by the whites.

On the 31st of July, 1855, at Detroit, another treaty, in place of the treaty of 1836, was made with the Ottawas and Chippewas of Michigan, by the United States Indian Agent, Henry C. Gilbert, by which they were to receive annually a cash annuity of \$22,000 for ten years and at the end of that time the Government was to pay them \$200,000, in four annual payments of \$50,000 each, or, if the Indians so elected, they were to receive the interest on that sum held in trust by the United States. There was also to be distributed among them \$15,000 worth of agricultural implements, and a grant was made of \$8,000 for educational purposes. Four blacksmith shops were to be maintained for their use and five interpreters were to be furnished. In addition to their share of the above the Grand River Indians were to receive an annuity of \$3,500. They were also to have eight townships of public lands, which were to be preserved for them ten years, at the end of which time they could sell the same at pleasure. By this Detroit treaty any Indian of Michigan was granted the privilege of renouncing his tribal relations and becoming a citizen of the United States; and through the influence of Mr. Gilbert many of them purchased and settled upon Government land. In 1855 about one thousand and Indians received their annuities at Grand Rapids. The last payment at this place was made October 29, 1857, when \$10,000 was paid in gold and silver to about one thousand five hundred Indians squaws and papooses. After that date the payments were made at Pentwater.

Indian payments were events in the early history of Grand Rapids. The Government agents would send word that a certain date would be pay day and the Indians would begin to congregate ten days or two weeks before. They camped upon the islands and along the river banks and in the bushes on the higher grounds. Payments were generally made in the fall, before the Indians started for

their winter hunts. The agents usually paid at one of the warehouses which stood near the old steamboat landing between Market street and the river. In a large room would be a long table or counter, upon which were the receipts and little piles of coin for each Indian, and about which were seated the agents, clerks and interpreters. The Indians would enter the front door one by one, sign their receipts or make their marks thereon, receive their money and walk out the back door, where stood a crowd of hungry traders, who quickly transferred most of the money from the hands of the Indians to their own pockets, for the payment of old debts. The traders commonly claimed all they could see and the Indians, as a rule, gave it up without protest. They were generally in debt, but were always ready to pay when they had any money. The traders never hesitated to give credit to an Indian. Abram Pike, who traded with them for years, states that annually he sold thousands of dollars' worth of goods to the Indians on credit, and during all that time he lost less than one hundred dollars on poor accounts. The next day after payment the Indians always departed, none remaining but the drunkards and vagabonds who stayed behind for a debauch. The Enquirer of November 2, 1841, refers to the fact that in the week previous was the Indian payment, and facetiously adds that there were about fifteen hundred traders and two gallons of diluted whisky to each trader. The editor enquires, seriously: "Is there no remedy for this barbarous and wicked system of robbery?" There appears, however, to have been some improvement the next year (1842), when the paymaster stated that there was less dissipation among the Indians at Grand Rapids than at any other place where he had made payments, and the newspaper testified that "No barrels were rolled out as heretofore, and the heads knocked in that the savage might be allowed to gorge his fill of the destroyer."

In the early days of the settlements, the Indians' trade of the Grand River Valley was of no small importance. The Indians traded furs, berries and maple sugar for dry and fancy goods, ammunition and whisky. Beads and whisky were legal tender to an Indian. The furs were sent to Detroit, while the berries were packed in barrels and shipped to Buffalo. Maple sugar, if sent away, was generally consigned to commission merchants in Boston and New York. During the berry season Indians would camp about the huckleberry swamps and cranberry marshes, pick the berries and then deliver them at Grand Rapids. They were carried by squaws or transported by ponies. Much maple sugar was brought to the Rapids by water. During the spring Grand River was alive with canoes bringing sugar which had been made by the squaws in all portions of the valley. It was stirred sugar, packed

in "mokirks," which were small baskets or boxes, and the package ranged in weight from one to sixty pounds. The small mokirks were often elaborately decorated by the squaws with fancy work.

There was such sharp competition in the fur trade that the local traders did not wait for the Indians to bring their furs to market, but often sent messengers with goods direct to the Indian camps. Late in the fall the Indians would separate and each family go into camp for hunting and trapping during the winter, when the traders in the Rapids would dispatch men for the furs. Each went by himself, and his equipment generally consisted of an Indian guide and a pony. The Indian carried a pack of about fifty pounds weight, while the pony carried all that could be piled on him. The loads consisted of provisions for the traders and fancy goods for trade. No whisky was carried on such expeditions. When an installment of furs was secured the Indian was sent back to the Rapids with a pack of furs, while the white man continued his journey, and was afterwards joined by his dusky companion, who brought a fresh supply of goods. When the snow was too deep for the pony he was abandoned, and the men would continue the search for Indians and furs on snow shoes. By such methods did each trader endeavor to get the start of his rivals. Each kept several men in the forests all winter. Grand Haven, Allegan, Saugatuck, Gun Lake, Gull Prairie, Thornapple River, Flat River, Lyons, Lookingglass River and Maple River were all visited and canvassed over and over again for furs.

Furs were a staple article and commanded about the following prices in trade: Beaver, \$1.25 a pound, weighed by hand, which means that the trader guessed at the weight and paid the Indian accordingly. It is needless to add that the furs never fell short of weight when weighed at the warehouses. Mink commanded from 50 cents to \$1; buck skin, \$1 each; martin, \$1 to \$1.25; lynx, \$1 to \$1.25; muskrat, 5 cents each. Wolf and bear skins were not of much value. Fashions did not change and the above prices continued for years. The squaws always smoked and prepared the skins for market. Other staple articles of commerce were moccasins, which were made by the squaws. They were always elaborately ornamented with beads and often days were spent on a pair of moccasins which sold for 50 cents or \$1.

The Indians of the valley were very social in certain ways. When Grand Rapids was only a trading post the French traders, among whom were the Campaus and Godfroys, called upon their lady friends on New Year's Day and saluted them with a kiss upon each cheek. The Indians quickly adopted the fashion of the Frenchmen, with this change—the squaws called upon the white men, and the unlucky pale face

who was kissed by a squaw on New Year's Day was obliged to give her a drink of whisky. No white man escaped, for she called to her aid enough of her dusky sisters to throw the victim down and then each kissed him in turn. The result was that the squaws frequently became gloriously drunk and woe to the white man who was kissed by them while they were in that condition, since they did not hesitate to use violence to obtain the desired reward. While the squaws and white men were having rough and tumble scuffles at the stores and taverns, the Indians visited the kitchens of the white women, where they were treated to doughnuts, cookies and other eatables. An Indian always made a call by first peeping in at the window and then entering at the door without knocking. The Indians were persistent beggars, but were generally refused food by the white women, except on New Year's Day. They were not at all modest in their demands. It is related that the wife of one early settler, who had recently arrived from the East and was unacquainted with Indian ways, placed her full supply of provisions upon the table when the first dusky callers appeared, expecting, of course, that they would take a few pieces and go away; but, nothing abashed, they suddenly produced some bags, gathered in all the eatables and departed without leaving the family enough for a dinner. That woman's confidence in the character of the noble red man was very much shaken by the incident, and ever after she was careful that no Indian should know the extent of the stores in her pantry.

The houses of the Indians in their wild state were neither hovels nor palaces. They knew no distinction of wealth or of poverty. The isolated family home was a wigwam, sometimes circular and sometimes angular in form on the ground, and sloping to an apex or a central ridge, where was a small opening which served for a chimney and skylight. Usually it was made of small sapplings set in rows in the ground to form the sides, bent and withed together at the top, and covered with brush or with bark or with flags and rushes, as a protection against wind and rain. Few were larger than sufficient to hold three or four persons closely crowded, with a small space in the center for a fire, over which their game was roasted or their corn was cooked. Heated stones, instead of ovens or pans or kettles, were their cooking utensils. Sometimes, in moving about, the poles for the frame work for the wigwams were moved also, for, before they had iron implements, the work of cutting or breaking the bushes for use was no trifling labor. Inside the hut and under its sloping sides were rude benches constructed of poles and brush, a little raised from the ground, on which with skins of wild beasts, and with matting of reeds and grass and bark and small twigs, dextrously woven by the squaws, they made beds. Liter-

# Yeast Foam

Used with unfailing success

by three generations of  
breadmakers.

All good grocers sell it.

It wins customers for them.

## Beats Boston!

Surpass all other baked beans in purity and goodness—

## Columbia Baked Beans with Chili Sauce.

The flavor is a new delight—delicate, but with plenty of snap and taste to it. Made of the best with greatest care—ready to serve. A can or two on hand saves the day, should company land. Try it! One can serves six people—costs 10 cts. Larger cans, 15 and 20 cts.

Ask your grocer, please. If he hasn't them, send his name with yours to  
**Columbia Conserve Co.,**  
Indianapolis, Ind.

10





ally, it was but a trifling matter when they wished to move to take up their beds and walk. A small colony might plant themselves in the spring by a stream where fish and muskrats abounded and in mid-summer be many miles away, in the same huts, transported and made new; the males in their hunting grounds, and the females in their little corn fields or where berries and nuts could be gathered. Some tribes in villages built very large and very long wigwams or houses, which would shelter dozens of persons or, perhaps, as many families. The frame work of the sides was formed of saplings set in rows, with tops bent inward and lashed together. On these were poles for ribs fastened horizontally by means of withes or strips of bark. The outer covering was of sheets of bark, from any sort of timber that they could peel, overlapping each other like shingles on a roof; and to hold these in place other small poles were lashed outside, with strips of bark from the basswood or elm. In this form of wigwam the chimney was nearly a continuous opening, a foot or two wide, along the entire length of the ridge, under which the fires were in a line on the ground through the center. Usually each fire sufficed for two families, who, in winter, slept closely packed about them. Poles were put up along the inside toward the top, on which were suspended weapons, moccasins, clothing, skins, ornaments and dried meats. There, too, in harvest time the squaws hung the ears of corn to dry. Their way of garnering their corn was to dry the ears by fire, then beat off the grain and put it in sacks of matting, which were, in turn, put into large cylinders made of bark and set deep in dry ground where frequently it remained through the winter for use the next summer, or when the supply of other food ran short. The Indians of this Peninsula, long before the coming of the white men, understood well the comfort of the regions about Grand and Little Traverse Bays as summer resorts. They stayed there during the warm season. In the fall they were wont to start for the South, hunting along-shore or inland wherever game and furs could be found, camping with their little wigwams along the Muskegon, Grand, Kalamazoo and other river valleys, going even as far as Chicago and beyond; in the spring turning to the North, to raise corn and enjoy the lake breezes.

At home the Indians enjoyed the felicity of domestic peace. Quarrels, murders, thefts and other crimes were rare among them. Indeed, so far as may be judged from any trustworthy authority, there were proportionately less crime and immorality in domestic life among them than there are in civilized society at the present day. By nature they were neighborly and honorable. An Indian was naturally a courteous gentleman. The savage would scalp his enemy, but his childlike reliance upon the Great Spirit to supply his physical wants left little room in his

heart for wanton robbery or theft. Probably the integrity and honor of the Indians have been overrated; they were not universally honest, but they were more often persistent beggars than thieves. And among their leaders and chiefs fidelity to their pledges or promises was a marked characteristic. It is related that an Indian who had become indebted to a white man desired to give his note. A note was written, to which he affixed his mark, and then he pocketed it, insisting that, inasmuch as it was his note, he was the rightful holder. He carried it home, but when it became due appeared promptly with the note and the money and paid his debt. The Indians who lived here when the white men first entered the Valley were peacefully and amicably inclined, often aiding and succoring the pioneers in time of need, providing game or fish, and exchanging courtesies with them of various kinds in a neighborly and friendly spirit. If the white man lost his horse, an Indian, keener of search or observation, was sure to bring tidings of the missing animal. Deer were plenty and in most seasons the Indians not only supplied their own families with meat, but often when a deer was slain presented their white neighbors with choice pieces of venison. They gathered wild berries and fruits in their season, and these, as well as game, furs, dressed deer skin and moccasins, they were wont to "swap" for flour, salt, tobacco, ammunition, sugar, blankets, and such other articles as they desired—not forgetting "fire-water" if that was obtainable and seldom was it lacking.

Whisky was the bane of Indian life. It made courteous, strong and dignified warriors quarrelsome, weak and childish. It took away their independence and manhood and made them beggars and outcasts. It deprived them of their native vigor, nobility and gentility. It sapped their vitality and rendered them a prey to want and disease. It corrupted their morals and their integrity. It took away the virtue of their women and destroyed their families. But for drunkenness and its attending vices the American Indians could have assumed civilization and become a part of our Great Republic, and in the Grand River Valley there would now be happy and prosperous families of native Americans proud of their Indian ancestors.

Dwight Goss.

#### A Clever Maneuver.

Kirby—That man Beatty is making money hand over fist.

Klinck—Why, I heard he put a new health food on the market and it failed to catch on.

Kirby—So it did; but he immediately put up the stuff in bales and re-advertised it as "Hygienic horse-bedding," and it's selling all over the country!

You will never do your best work either mentally or physically if you try to do it when you are "all tired out."

We are distributors for all kinds of FRUIT PACKAGES in large or small quantities.

Also Receivers and Shippers of Fruits and Vegetables.

JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881

## For Hay and Straw

Write, wire or telephone

**Smith Young & Co.**

Lansing, Mich.

All grades at the right price. We will be pleased to supply you.

## FLOUR

That is made by the most improved methods, by experienced millers, that brings you a good profit and satisfies your customers is the kind you should sell. Such is the SELECT FLOUR manufactured by the

ST. LOUIS MILLING CO., St. Louis, Mich.



### Jennings Absolute Phosphate Baking Powder

It's in demand and now being sold by 75 retail grocers in Grand Rapids. Trial orders solicited direct or through your jobbers. Quality guaranteed.

The Jennings Baking Powder Co., Grand Rapids



### PREPARED MUSTARD WITH HORSERADISH

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

THOS. S. BEAUDOIN, Manufacturer

Write for prices

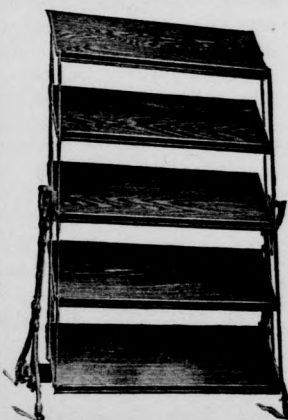
518-24 18th St., Detroit, Mich.

## EGG CASES FOR SALE CHEAP

We have on hand and offer for sale cheap while they last several hundred new 30 dozen size No. 2 cases at 22 cts each, F. O. B. Cadillac. They are bulky and we need the room. Write or call us up by Citizens phone 62.

CUMMER MANUFACTURING CO., Cadillac, Michigan

Manufacturers of the Humpty-Dumpty Folding Egg Carriers



### "Universal" Adjustable Display Stand

The Best Display Stand Ever Made

Adjusts as table, bookcase, or to any angle. Only a limited number will be sold at following prices:  
No. 12, 5 shelves 12 inches wide, 33 inches long, 5 feet high, net price..... \$4.60  
No. 9, 5 shelves 9 inches wide, 27 inches long, 4 feet high, net price..... \$4.20  
Two or more crated together for either size, 20 cents less each.  
Further information given on application.

American Bell & Foundry Co.  
Northville, Mich.



### Observations of a Gotham Egg Man.

The developments in the egg situation during the past six days have been a little more favorable; up to last Saturday receipts fell off considerably, thus permitting a much better clearance of stock in the distributing markets, and although they have since increased the market is closing in a fairly satisfactory condition for the moment.

Last year we had in New York a total June receipt of 352,000 cases, equal to an average of about 82,000 cases a week; naturally the arrivals early in the month were above and those later in the month were below the average; so far this month our receipts have exceeded those of corresponding week last year and storage accumulations have continued more rapid.

Arrivals are still running far beyond the consumptive requirements of the market and while the flow of stock to cold storage has been lessened compared with the average rate during May it is still considerable. A comparison of receipts and storage accumulations during the spring indicates that our consumptive requirements are, at present, not over about 65,000 a week. In March our market disposed of practically all of its heavy receipts, showing a distributing trade amounting to about 91,000 cases a week; but at that time there was a large out-of-town movement and many thousand cases were required to stock up the jobbing and retail stores for the spring trade. In April the excess of receipts over storage accumulations showed a distribution in trade channels, partly out of town, of about 84,500 cases a week, while in May the distribution (more closely confined to local wants) fell to about 64,500 cases a week. It is probably about that figure at the present time so that our receipts have room to fall considerably before all can be consumed in current trade channels.

As we get farther along into the hot weather season it is more and more advisable for egg shippers to candle their stock before sending it forward. A good many of the larger shippers do this, and those who do it properly, giving us a first grade egg of reliable quality, containing a large proportion of fancy eggs, and free from material loss, soon acquire a reputation for their brands that is of much value to them. I can see no reason why candling should not be practiced by more of the smaller shippers also, and at this season of year it would certainly produce better results. It seems absurd to pay for freight and packages on rotten eggs—or such as are so poor as to become practically worthless before they can be used. If one will stop to figure what it costs every summer, in cases, fillers and freight, to ship bad eggs to market, figuring on an aver-

age loss of say two to three dozen to the case (which is low as an average from June 1 to Sept. 15), he will be surprised at the magnitude of the figures based on New York's receipts alone.

It is a simple matter to rig up a candling room where the eggs are packed and it is not at all difficult to learn the art of egg candling to an extent sufficient to throw out the rots and spots and make a satisfactory grading of the passable eggs according to their fullness and strength of body. Any intelligent boy or man can be taught to do this in a short time and even where a shipper is forwarding only comparatively small quantities I am satisfied that it would pay him to inaugurate the system.

The candling room should be darkened and provided with a lamp or electric light covered by a stove pipe cylinder in the side of which is a hole about as big as the egg is the small way around. These lamps are manufactured for the purpose and may be bought cheaply, or they can be made by any one who can cut a hole in a piece of sheet iron pipe. With a bench on either side of the lamp a bright boy ought to be able to grade up 25 cases of eggs a day—30 cases when the quality is not too irregular.

Of course there are some sections of the country where, during the hot season, collectors get only a very small proportion of eggs that are not more or less damaged by heat; in such places no amount of grading will make first-class eggs out of the heated ones, even if they show clear before the candle; but even in such places I think grading and candling pays not only because of the saving of expense on the useless eggs but because goods of uniform quality are salable to much better advantage than those in which all sorts are mixed together.

In more Northerly sections, or in all places where quick and frequent collection from producers yields a fair proportion of full, fresh, strong bodied eggs, it is decidedly advantageous to make a separate and special packing of these, with a distinguishing brand; such eggs will always, in the summer time, command a substantial premium if packed by themselves.

The object in grading eggs is to place by themselves all goods which are of approximately even value in the market to which they are sent. For this market I suggest the following four grades as fairly meeting the requirements during the summer:

First Grade—Only good sized, clean, fresh eggs, reasonably full and strong meated.

Second Grade—Clean eggs that are slightly heated, a little weak bodied, slightly shrunken, or undersized without being very small; also slightly stained eggs of good quality.

Third Grade—Good sized dirties of good quality.

Fourth Grade—Sound checks (not leaking) clean or dirty eggs that are

# Butter

Butter markets are all pretty full and dull. Feed conditions never were better and are bound to be so for the month of June. Keep the butter moving promptly through the cool weather. It will bring as much now as any time and less shrinkage.

**E. F. DUDLEY, Owosso, Mich.**

We want more

## Fresh Eggs

We have orders for

**500,000 Pounds  
Packing Stock Butter**

Will pay top market for fresh sweet stock; old stock not wanted.  
Phone or write for prices.

**Grand Rapids Cold Storage Co.  
Grand Rapids, Mich.**

## Warner's Oakland County Cheese

Not always the cheapest,  
But always the best

Manufactured and sold by

**FRED M. WARNER, Farmington, Mich.**

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit

Lemon & Wheeler Company, Grand Rapids

Phipps-Penoyer & Co., Saginaw

Howard & Solon, Jackson



badly heated or very weak, and very small.

Any stock not covered by the above description had best be disposed of at home in some way. Anything bad, or so poor as to be near its end of usefulness, should be kept out of even the fourth grade.—N. Y. Produce Review.

#### Two Questions Held Open by the Supreme Court.

Washington, June 11—The United States Supreme Court has adjourned until the second Monday in October, leaving the most important question relative to the construction of the oleomargarine law undecided. It is true the court disposed of two very important questions. It decided, in the cases of McCray, Schick and Broadwell, that the oleomargarine act is constitutional in all its features. This announcement was unmistakable and was approved by six of the nine justices. The court also decided that any oleomargarine in which artificial coloration is used to give it a shade to look like butter is subject to a tax of 10 cents a pound. In the McCray case the manufacturers sought to evade the law by putting in the mass of oleomargarine 50 pounds of genuine butter, colored with Wells-Richardson's butter color. The latter is artificial coloring matter and Justice White held that "we think whilst the statute recognized the right of a manufacturer to use any or all authorized ingredients so as to make oleomargarine, and also authorized as one of the ingredients butter artificially colored, if the manufacturer elected to use such ingredient last mentioned, and therefore gave to his manufactured product artificial coloration, such product so colored, although being oleomargarine, was not within the exception created by the proviso, and therefore came under the general rule subjecting oleomargarine to the tax of 10 cents a pound."

The court, however, left two questions undecided, which can not now be disposed of until next term, in October. One of these was whether the manufacturers might legally use "palm oil" in the manufacture of oleomargarine. This is recognized by everybody here as the one question on which the effectiveness of the law depends. Good lawyers who have watched this litigation since it was brought before the United States Supreme Court say that undoubtedly the decision of the lower court will be upheld, although it may be by a divided court. These lawyers are predicting that Justice Brewer will side with Chief Justice Fuller and Justices Brown and Peckham, who dissented in the McCray and other cases decided, and this will bring forth a decision in October in which five justices will sustain the lower court and four will dissent from the majority opinion.

To those familiar with Supreme Court proceedings it was evident that the court withheld the dissenting opinions in the cases recently decided because of this division of opinion in the palm oil case of August Cliff.

The justices evidently hoped that before the end of the term an agreement would be reached by which all the cases and questions before it could be disposed of at this term, leaving nothing to be decided later. But the differences in their views were not reconciled, and so it was determined to announce the decisions agreed upon, leaving the Cliff case for further consultation and decision next term.

The other question at issue in the Cliff case was the right of the Commissioner of Internal Revenue under Section 14, of the Act, to determine what ingredients should go into oleomargarine upon which the ¼ cent tax would apply. Commissioner Yerkes is confident that he will be upheld in his right to designate the lawful ingredients of oleomargarine, and that his designation of palm oil as artificial coloration will stand. Naturally he was disappointed that the court did not dispose of the Cliff case this term, because of the approaching trial of the Moxley cases in Chicago, in which the same issue is presented. But he believes the Treasury Department will win and that the effectiveness of the law will not be impaired.

Meantime the Commissioner will instruct the Collectors of Internal Revenue throughout the country to continue to collect the 10 cents tax on oleomargarine in which palm oil is used. This method of taxing that product will be followed until the Cliff case is decided. John Jackson.

#### Corn a Versatile Product.

Probably few things that grow are capable of so many uses or are as completely used as corn. The grain is used for food both for human beings and cattle, while the stalks are used as cattle feed. The pith of the cornstalks is used in the manufacture of smokeless powder, in the manufacture of high-grade varnish, and in the manufacture of paper. The woody portions are used in the manufacture of a cheap quality of paper.

As a food corn is supplied in many forms. The most familiar are as meal, hominy, and grits. Practically all the starch that is used in the United States is made from corn. Immense quantities are also used in the manufacture of glucose, which, among other things, enters largely into the manufacture of beer, as a substitute for malt.

A large quantity of corn is used annually in the manufacture of whiskey, and nearly 15,000,000 bushels are used every year in the manufacture of cologne spirits and alcohol. Even in the manufacture of these products nothing is lost. The glutinous and other residues in the manufacture of starch, glucose, whiskey, and alcohol are used as cattle feed.

#### Mourned His Loss.

Burt—I have no doubt you are sorry about your uncle's death, notwithstanding it brought you into a lot of money?

West—Yes; he was doing a good business, you know, and if he had lived a year or two longer he might have left me a good deal more.

## Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.

C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.

Wholesale Dealer in Butter, Eggs, Fruits and Produce  
Both Phones 1300

Distributor in this territory for Hammell Cracker Co., Lansing, Mich.

## Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell 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.

## R. HIRT, JR.

WHOLESALE AND COMMISSION

## Butter, Eggs, Fruits and Produce

34 AND 36 MARKET STREET, DETROIT, MICH.

If you ship goods to Detroit keep us in mind, as we are reliable and pay the highest market price.

## Butter Wanted

I want it—just as it runs—for which I will pay the highest market price at your station. Prompt returns.

William Andre, Grand Ledge, Michigan

## Green Goods in Season

We are carlot receivers and distributors of green vegetables and fruits. We also want your fresh eggs.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

Reference, Fourth National Bank of Grand Rapids.

Citizens Phone 2654.

Bell Phone, Main 1885.

## GREEN GOODS are in Season

You will make more of the Long Green if you handle our Green Stuff.

We are Car-Lot Receivers and Distributors of all kinds of Early Vegetables  
Oranges, Lemons, Bananas, Pineapples and Strawberries.

VINKEMULDER COMPANY

14-16 Ottawa Street, Grand Rapids, Mich.

## SEEDS

We handle full line Farm, Garden and Flower Seeds. Ask for wholesale price list for dealers only. Regular quotations, issued weekly or oftener, mailed for the asking.

ALFRED J. BROWN SEED CO.

GRAND RAPIDS, MICH.

—We Carry—

FULL LINE CLOVER, TIMOTHY  
AND ALL KINDS FIELD SEEDS

Orders filled promptly

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217



### The Originator of the Brown Hat Boom.

The 'tween-seasons lull that occurs in the fur hat manufacturing business about this time each year will doubtless be short-lived this season, as the traveling salesmen have met with more than usual success in many quarters, and in result of which the manufacturing season will open early. For the manufacturers the spring season, just closing, has been a very satisfactory one, but for the retailers it has fallen short of expectations. Because of the weather conditions that prevailed generally, the season opened late, which fact in itself caused a restriction of retail business, which was but partially overcome by the pleasant weather of May.

At this writing there is no news to be presented concerning stiff hats that will interest the retailer in so far as the present season is concerned. All retailers are familiar with the fact that stiff hats have sold unusually well, and also that the general effort to popularize brown derbies met with rather more success than the pessimists of the hat trade are willing to admit, the credit for which success is unblushingly shouldered by the publishers of a contemporary paper, who gloatingly published in a recent issue their version of the strenuous part enacted by them in creating the gigantic(?) boom for brown hats. In a series of letters published in connection with the article, credit is also given to the publication by a number of manufacturers for having supplied the inspiration that to popularize brown hats the makers should not be content with merely selling the hats but they and their employes should also wear them.

Strange the manufacturers never thought of wearing brown hats!

The originator of this brown hat boom, who is prominently connected with the publication in question, is a man with an eye to the eternal fitness of things. Having early in the season acquired a tan-colored countenance at a Southern resort, he decided that a hat to match his complexion was needful, hence he secured one. Being determined that brown hats should be worn he used his influence with the result that a further impetus to popularity was obtained by equipping the entire office staff from the office boy up with brown derbies. A boom like that could not fail!

It is said that doctors never take their own medicine, and in this connection the query arises, "Do not hat makers wear their own hats?" What would the manufacturers do without their trade journals?

There are many people in the hat trade who would like to know if brown hats will sell well next season. Of course, all conversation on the matter is prefaced with "I won-

der." Reliable information on the subject is decidedly meager owing to the several months that must elapse before public interest will be attracted to the hats. It is reported that the traveling salesmen now on the road have been successful in securing orders for brown hats for next fall, and the indications are that the hats will enjoy much favor in the Southern and Western parts of the country. It is thought by some hat manufacturers that brown hats will be extensively worn in the large cities, but that is a matter yet to be determined.

Early reports on the subject of style for stiff hats for next season indicate a tendency toward higher crowns. During the season just closing hats with crowns five and a quarter inches in height have been most popular. Fall orders already placed show a small demand for crowns of this dimension, but call for crowns of five and one-half to five and three-quarter inches. No increase in the width of the brim is apparent. The crowns are mostly of the full round variety and the brims have rather heavy curls, are set up at the sides, and are given a slight pitch in front and rear. Hats of the style and shape referred to offer a pleasing change from the styles that have become common from long usage.

Some extremely natty and stylish soft hats are being shown, and as they are intended for immediate delivery every retailer should be interested in knowing of them. The hats are of the low-crown-wide-brim variety, and are particularly appropriate for outing wear. The crowns are five inches in height, and the brims three and a half to four inches in width. The crown is capable of being creased and dented into a variety of effects, and the brim is intended to be pulled down in front to shade the eyes. No better hat for a sunny or a windy day can be imagined. The hats are shown in two colors new to this season, one of which is "fawn," a beautiful and delicate shade of light brown; the other is a dark navy blue; decided novelties, both of them. Bands of matched or contrasted colors are used. It is reported that the shades mentioned are selling remarkably well.

A novelty in a split braid hat has recently been placed on sale and is known as the "polka-dot stitch." At intervals through the strip of braid is introduced a stitch of black silk thread. In the completed hat these stitches show as black dots and give a peculiarly neat and attractive effect. The hat is expected to be a big seller.

Pearl colored derbies were shown by a prominent New York hatter. The originals were imported from London and were copies of the hat made expressly for and worn by King Edward. Since they were introduced in this country they have been widely copied and are now being shown in nearly every sample line. The pearl derby is not a new creation, and its present introduction is simply a revival of a fad that reached great proportions in this country a few years ago and should be equally successful again.—Apparel Gazette.

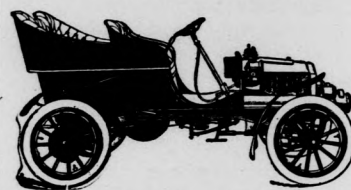


**99/50**  
—OUR—  
**NEW OVERALL**  
**\$4.50**

**DOUBLE & TWIST INDIGO,  
BLUE DENIM**  
SWING POCKETS, FELLED SEAMS  
**FULL SIZE**  
**WRITE FOR SAMPLE.**



## New Oldsmobile



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

### Adams & Hart

12 and 14 W. Bridge St., Grand Rapids, Mich.

We Are Distributing  
Agents for Northwest-  
ern Michigan for

### John W. Masury & Son's

Paints, Varnishes  
and Colors

and

Jobbers of Painters'  
Supplies

We solicit your orders. Prompt  
shipments

**Harvey &  
Seymour Co.**  
GRAND RAPIDS, MICHIGAN



Get our prices and try  
our work when you need

**Rubber and  
Steel Stamps  
Seals, Etc.**

Send for Catalogue and see what  
we offer.

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

### ELLIOT O. GROSVENOR

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



### Clothiers Feeling the Demand for Better Goods.

Judging from the advance orders already taken, the fall season is to be a wonderfully successful one for clothiers. Whatever conditions may be in the other branches of the men's wear industry, the clothing trade is going forward with swinging strides. Unquestionably the progressive business methods used by the great manufacturers have brought this about. The advertising to the consumer, the emphasizing of Fashion as the ruling factor in men's dress, the adoption of every improvement, no matter how unimportant, calculated to better the product, have all contributed to form a totally different opinion in the public mind concerning ready-to-wear clothes. Not only that, but the assistance given by the manufacturer to the retailer in selling goods has benefited both immeasurably. Clothing manufacturers have shown themselves able to grapple with large problems, to put aside petty jealousies when the welfare of the industry was involved and to clasp hands in a friendly effort to uplift the tone of the trade. The opposition of the National Association of Clothiers to the "closed shop" as unAmerican and its vigorous declaration in favor of the "open shop" were applauded by merchants and employers of labor throughout the country. Fashions for summer bring few changes. The following on the Norfolk suit from our London correspondent is of interest just now:

"It will readily be understood that the Norfolk suit has its specific uses, and persons of taste do not carry the wearing of it outside the occasions which call for such an outfit. A man who wore a Norfolk suit on the river or on a yacht would enter a drawing-room in pajamas. For the bicycle a Norfolk suit is admirable; and there are still strenuous folk who pedal a bicycle, although the fashionable vogue of that instrument of sport has waned. I do not think the Norfolk of ordinary employment suitable for motor-cycling. It is too porous, and takes up dust too readily. In any event a man of any pretence to fashion who used a Norfolk for motor-cycle purposes would keep a special suit for that and nothing else, and take care that it should be brushed and beaten daily. But for golf, and later on for shooting, Norfolks are the only wear; and there is a good deal of easy-going, informal horse-riding done in Norfolks, too, though, personally, I think no one should ride a horse except in riding breeches ad hoc."

Serges, homespuns, chevots and worsteds divide the bulk of summer business. These are unlined, quarter or half-lined. Among waistcoatings, linens, crashes, mercerized washable goods, flannels and soft worsteds are largely used. The constant attempts to produce the lightest possible fabrics for hot weather wear, and at the same time get fabrics that will make up smartly, tax the ingenuity of manufacturers. Flannels are much less worn this summer, while homespuns

are very prominent. These materials are very thin and light, but give the toughest wear. Greys with a dash of green and red in quiet checks and overplaid effects are much approved. Tweeds, cassimeres and tropical worsteds must not be overlooked. Stripes, overplaids and checks predominate in the patterns. Notwithstanding the fact that the so-called peg-top effect is condemned by fashion, many young men yet favor it and it is a factor still in trousers sales.

In boys' clothes Norfolk suits of serge and cheviot, Eton sailor suits and washable sailor and Russian blouse suits of chambray are good sellers. Russian blouse suits come with either Eton, sailor or military collar. The standard of boys' clothes has been much raised during the last few years, and buyers are much more particular in choosing goods. Who does not recall the time when boys' garments were thrown together in a hurry? Now the boys' department receives the same attention as men's, and if it doesn't show a fair profit on the investment the retailer wants to know the reason why.

Every retail clothier is feeling the demand for better goods. The \$10 and \$15 lines still command the bulk of the patronage, but suits retailing at from \$18 to \$30 are coming to the fore. The cause of it is simply this—ready-to-wear garments are better than they used to be, and consumers know it. The campaign of education that has been in progress for several years is beginning to bear fruit. When the consumer sees the high-priced tailors' ideas reproduced a month or two later in the shop windows of the big clothing establishments, it makes him pause and think.—Haberdasher.

### "Pricers" the Bane of Life.

A saleswoman in a State street store having shown scant courtesy the other day to a man who had been looking over the goods on her counter explained it all to a friend after the man had left. "He's only a 'pricer,'" she said. "He wants to know the cost of everything in the store—at least, of everything he has not the slightest idea of buying. Just now it was those skirt holders; tomorrow, likely as not, he'll want to know if automobile cloaks are cheaper by the dozen than singly.

"I think it was he who asked me last week if gray false hair was more expensive than blond. It seems to me 'pricers' are getting more numerous every day. Pretty nearly all of them are men. Women often ask prices, to be sure, without any notion of buying, but it is always for future reference, and sooner or later many of them come back and buy. I guess there are 'pricers' in all businesses, but this seems to be the limit.

"That man who has just left has come in here nearly every day for I don't know how long, and he's only one of many. Sometimes they even let me get out things to show them, for, of course, you can never tell but what you may catch one at last.

Whenever we do we feel prouder than if we had made a dozen sales, but that particular man I've given up as hopeless."—Chicago Chronicle.

### An Important Adjunct.

It may seem a bit strange to place the seat of beauty in the stomach, and yet the fact remains that if one indulges in edibles that are too rich or not sufficiently nourishing the complexion will soon indicate that the system is not in good working order.

Feeding the stomach is an important adjunct in ridding the face of wrinkles. If the stomach be empty there is a gnawing inside which is very productive of wrinkles. Indigestion will produce wrinkles, and pain of any kind will bring them into the face very quickly.

Do not neglect the stomach. Keep it nourished and comfortable. Take warm drinks when you are chilly. Take something before going to bed if you are inclined to be delicate in body. Do not think that the stomach is unimportant.

Men have always had a good deal to say about the inability of women to keep a secret. Perhaps it is because their private lives have not trained them to the necessity.

Advertising is not a peculiar art. It has to be good to pay at all and the better it is the better it pays.

It is almost impossible to elevate a man suddenly without making his head swim a little.

## The Old National Bank

GRAND RAPIDS, MICHIGAN

Our certificates of deposit are payable on demand and draw interest at

**3%**

Our financial responsibility is almost two million dollars—a solid institution to intrust with your funds.

The Largest Bank in Western Michigan

Assets, \$6,646,322.40

## GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

## Freight Receipts

Kept in stock and printed to order. Send for sample of the NEW UNIFORM BILL LADING.

BARLOW BROS., Grand Rapids

# "We Say"

Without fear of contradiction that we carry the best and strongest line of medium priced union made

## Men's and Boys' Clothing

in the country. Try us.

## Wile Bros. & Weill

Makers of Pan-American Guaranteed Clothing

Buffalo, N. Y.

### Fads and Fashions Which Prevail in Gay Gotham.

Since there has been so much versatility shown in the fashioning of men's garments during the past several seasons, one wonders what has become of the former standards of style. Of course, I am well aware that what is usually referred to as a standard of style might be interpreted as meaning that which is customarily termed conservative, for the reason, perhaps, that conservative apparel reflects a happy medium between the extremes of the really sporty and the swagger things of the 'varsity set.

Fifth Avenue is indisputably the center of fashion and the well-spring of many good ideas, and is known to have its established standards of style. After once leaving the thoroughfare of fashion, however, these styles are widely deviated from and lose all semblance of their origin. Fifth Avenue is not the novelty shop of fashion, but the source of good taste intelligently put out. There good form is sanctioned rather than the swagger conceits which characterize the overdressed man. Yet it may be said, in justice to the tailor who is indulgent in carrying out the whims of customers with peculiar tastes, that he will often make, when so influenced, what he knows to be diametrically opposite to good form.

But the Fifth Avenue tailor, whose clientele is composed of the born rich, recognizes that the ethics of dress is not to offend and cuts his garments accordingly, and hence in matters sartorial his patrons occupy a place somewhere near the English gentleman, whose conservative taste is as much of a standard of appropriateness in apparel as a Poole model.

In seeking for the origin of the nobby conceptions often seen in clothes one must not ignore the tailors in the college towns, where the striking characteristics of dress, such as athletic shoulders and peg-top trousers, which for several seasons have passed muster as swell, had their beginning. So when it comes to getting real, up-to-the-minute pointers on the versatility of style, I would much prefer mixing with the 'varsity sets in the collegiate towns to going into Fifth Avenue for the information.

The Avenue tailors habitually follow the English vogue and any deviations from the conservatism of the English models is the result of an infusion of American ideas for the sake of variety.

This season the tailors on that fashionable thoroughfare introduced the English jacket model, making it long and loose, draping in natural folds from the shoulders at the back with a straight front, buttoning three and four, and with ample skirt space between the last button and the bottom of the garment. In style it differs from the English body coat of the season before, which was cut so as to fall straight from the shoulders at the back and sides, and hug the hips closely. The spring shape is loose all around. The shoulders are

natural with no built-up formations to give any artificial bulge, a feature which the collegian still insists upon having because he considers it swagger. While the latter adheres to the long straight collar and lapel with deep gorge, the Avenue has introduced the English collar and revers, which are broad and button higher.

The metropolis is not without its smart college set, and these young men are fully abreast of the times in matters of style. A noticeably prominent feature in their dress is the double-breasted body coat with single-breasted lapels. These are long, moderately broad, the notch shallow and corners rounded. Some continue to affect the two-button style, but the majority wear the three and four button, single and double-breasted jacket. The coats are long, from four to five inches longer than the sleeve, very full in the back; in fact, if it were not for the well-fitting collar and shoulders I could readily believe that the garments were several sizes too large for the wearers. Horizontal pockets with flaps, even to the breast pocket, have supplanted the vertical jacket pockets of former seasons. The shoulders are full athletic and the front very full chested. The gorge is long and wide, allowing the waistcoat to show from a half to an inch of the edge.

The trousers are of the modified peg-top cut, although still wide at the hips and in the leg, but extremely narrow at the bottoms, and falling with a pronounced break at the ankles. The wrinkled bottoms are emphasized by low shoes worn with broad ribbon strings tied in long bows and with frayed ends. The caps of former seasons have given way to the telescoped soft hat with low crown and broad, straight brim and the brown "dinky" hat with its straight brim and low belled crown.

Few men wear the surtout and paletot with the becoming smartness of the collegian. Its length reaches almost to the ankles. It is a trifle more shaped at the waist than regular standards, broad shouldered, and with an extra fullness to the skirt which makes the drapery from the waist down seem a series of natural folds. The surtout has two rows of three buttons, the first button at the top being carried well over to the side. The lapels are long, moderately broad, and single-breasted on the double-breasted garment. On the paletot the lapels are long and straight. The skirt seams in the back are French pressed, the fullness of the skirt giving them unusual prominence.

Top coats are a trifle longer than the body coat, very full and flaring.—Apparel Gazette.

When you find yourself overpowered, as it were, by melancholy, the best way is to go out and do something kind to somebody.

The capacity of sorrow belongs to our grandeur; and the loftiest of our race are those who have had the profoundest sympathies.

It costs NO MORE to wear

## Gladiator Pantaloon

Than the ill fitting poorly made kind.

THEY FIT

Clapp Clothing Company

Manufacturers of Gladiator Clothing  
Grand Rapids, Mich.



## The William Connor Co.

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

Beg to announce that their entire line of samples for Men's, Boys' and Children's wear is now on view in their elegantly lighted sample room 130 feet deep and 50 feet wide. Their samples of Overcoats for coming fall trade are immense staples and newest styles.

Spring and Summer Clothing on hand ready for  
Immediate Delivery

Mail orders promptly shipped.

Bell Phone, Main, 1282

Citizens' 1957

## A WELL SELECTED LINE OF USEFUL AND ATTRACTIVE HOUSEHOLD GOODS



Can be made to show surprising results in any line of business if judiciously given away as

## PREMIUMS

Write for catalogue of useful Specialties  
manufactured by

GOLDEN MFG. CO., CHICAGO  
DEPARTMENT P



My "Wife"

Says she is  
glad I can sell my  
Kids. She has no  
use for them,  
but I think  
they are the best  
1<sup>00</sup> gloves in town  
Tom



### Paints Rightly Belong to Hardware Dealer.

The paint, oil and glass business rightly belongs to the hardware dealer, and he is a wise man who insists on having his share of it in spite of all comers.

It belongs to him because he needs it; it naturally fits into his stock of builders' goods; and he can handle it to better advantage and more economically than any other retailer.

A combined hardware, paint and glass stock is popular with the contractor and builder, as it enables him to largely concentrate his purchases and makes it more convenient for him to order his supplies.

He will—all other things being equal—prefer to buy his paints, etc., with his other builders' material.

The hardware dealer is in the best position to get the paint business, especially on new work, and he can talk paint while looking after his other lines without in any way interfering with his regular business.

The exclusive paint store is becoming a thing of the past, and the trade is rapidly drifting into other channels. The hardware dealer is neglecting a fairly profitable proposition if he does not add this "side line," which can be handled without a dollar of added expense for help and rent.

The paint business will help the dealer's other business. Paint manufacturers are good advertisers and are hard hustlers for business. They help the dealer sell the goods by a direct, modern system of advertising that is effective. The prospective paint consumer is bombarded with good, strong paint arguments which help to overcome the prejudice many people have against paints and explains why a good, honest paint composed of pure lead, zinc and oil scientifically proportioned and thoroughly ground and mixed by machinery is better, cheaper and more satisfactory than the old-time product, mixed up with a wooden paddle and proportioned by guess.

This advertising educates the consumer, creates a demand, sells paint and keeps the dealer's name and business before his customers.

The paint business has its unpleasant features. There seems to be something wonderfully demoralizing about it. There is no class of mechanics so thoroughly averse to paying their bills as some who buy and use paint. There is no class of retailers who are, as a rule, so determined to sell their most staple goods close to the cost line as are those who retail white lead and oil. And I know of no class of manufacturers who adulterate their goods so unblushingly and make the loudest claims for their purity as some manufacturers of and mixers of painters' supplies.

Yet with all these drawbacks I do

not think there is a more satisfactory branch of my varied stock than the paint, oil and glass business.

I began in a small way, without experience, and added small quantities of different articles as I found a demand for them, until now I carry about everything called for in the line. I have pushed the little things and advertised paint specialties as well as the staple goods, and judging from my sales my customers seem to agree with me that the paint business belongs to the hardware man.

I have had strong competition. Every drug store, most of the hardware stores and some of the lumber dealers and racket stores in my town handle more or less paint. The business is about as badly cut up as it well can be, yet I am getting my share of the business, and every year makes me better satisfied with my paint, oil and glass business.

If you are not handling paint and glass I would advise you to post up, make a start, feel your way carefully, go slow, and branch out as you see your way clear.

Many of the large, reliable hardware jobbers are handling a full line of paints and glass, and it is very convenient and a saving of freight and drayage to combine your paint and hardware orders. This enables a person to carry a smaller stock, as goods can be profitably ordered in smaller quantities than if paint and hardware are shipped separately.

It may be that linseed oil and white lead are sold with little or no profit at times, and mixed paints and high-grade varnishes do not afford as good margin of profit, perhaps, as many articles in shelf hardware. Get the little things, the specialties, the small package goods, household paints, stains; enamels, brushes and glass pay a good profit; there is no waste, and little or no dead stock if the buying is carefully done. These goods sell all the year around and money can be turned often.

I shall not attempt to give the experienced paint dealer any instructions or offer any novel ideas on the subject, but believe some suggestions may be of help to the beginner and help to convince him that the paint business belongs to the hardware dealer.

I would suggest that you go slow and not put too much money into the business at first, and by all means push the sale of the little things and you will make more money and work up a better trade that will keep coming to you than you can get by pushing the sale of heavy staples exclusively.

Better buy small quantities to begin with and aim to keep a variety rather than a large quantity of any article, and by all means do not allow a salesman to load you up with a large "stock order." Feel your way carefully.

The articles needed for a paint stock is a question for the inexperienced dealer to study carefully. Lead, oil and turpentine, of course, must be kept, but a big lot of lead and oil does not constitute a profitable stock and should not be bought if it pre-

## Horse Clippers



20th Century, List \$5.00.



1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

# FOSTER STEVENS & CO.

Grand Rapids, Michigan

You will need

## GLASS

For all the following:

1. Plate Glass for Store Fronts.  
(We send men to set the plate)
2. Window Glass for Buildings and Houses.
3. Bevelled Plate for Door Lights.
4. Leaded Glass for Diningrooms and Vestibules.
5. "Luxfar" Prism Glass (send for catalogue).

We sell the 5 and an order will get you

### Glass of Quality

Also manufacturers of Bent Glass.

## Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Trowbridge Streets.

## Four Kinds of Goupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



vents the dealer from putting in the hundreds of profitable little things that are needed in every home at all seasons. Better buy a few gallons of oil at an advanced price and a small quantity of lead and the multitude of little things rather than barrels of oil and tons of lead and the popular sundries left out.

Let us prove to our customers that the paint business belongs to the hardware dealer by handling good, honest goods of the highest grades. A lasting, satisfactory business can not be built up on adulterated oil and "off" grades of lead and mixed paint.

There are many brands of lead that are pure; there are a few brands of mixed house paints that are reliable. Better tie to these.

I would select the mixed paint that is not only good, but one that is well advertised and is sold with the most liberal guarantee as to quality and durability.

It is possible to start in the paint business without a stock of mixed house paints, but if these are carried it is well not to buy too many colors. Body colors should be bought in gallon cans with a few quarts and half-gallons. Some popular colors may be safely bought in five-gallon kegs, but I believe that larger packages should not be carried in stock. Dark trimmers, light interior and porch colors should be bought more sparingly and mostly in quart and half-gallon cans.

Make a study of houses and note those that look well and the colors that seem to meet the approval of the owners and the public. Avoid colors that are liable to fade or are cold and dingy. Your trade in house paints will depend largely on the selection of your colors. If a house is improved in appearance by the application of your paint and the colors harmonize, it will influence others to buy your goods rather than invest in other equally good paints that are of unfortunate colors.

Floor paints, buggy paints, family paints in small packages, screen wire paints, varnish, stains, enamel paints, floor stains, carriage top dressing, blackboard slating, paint and varnish remover, bronze powders, bronzing liquids, gold paint, radiator enamels, bath tub enamels, graphite paint, crack and crevice filler, floor wax, shingle stains, asphaltum, iron enamel, roof coating, pitch and even common coal tar are all sellers and afford a good profit.

It is not necessary to put much money into any one article. Better buy little and often until you find what your demand is. Some manufacturers put up small assorted cases of these articles, costing \$5 to \$10, which makes a convenient quantity for the inexperienced to buy.

A small quantity of paste filler in one, two and five pound cans, a few gallons of liquid filler, shellacs, japans and dryers in half and one-gallon cans and a few one pound cans of the leading colors in oil are necessary for a good paint stock.

Dry venetian red, white and yellow ochre, whiting and mineral purple can be bought in 50 or 100 pound drums or in barrels holding about

350 pounds. These cost but little and pay a better profit than the general line of hardware. A small keg of dry red lead and a few pounds of leading dry colors help to round out the paint stock.

It is a mistake to sell cheap varnish and hard oil. People expect to buy reliable tools, cutlery and tinware at a hardware store rather than at the racket and department store. It will pay to have the reputation for selling dependable varnishes—it is a greater mistake to select the brands, no matter how good, which the mail order houses are able to catalogue at about the retailers' cost price. There are Distons and Maydoles in the varnish trade, who give the catalogue houses too great an advantage, as there are in the tool and hardware line. Keep the mail order catalogues on file and study them carefully.

A single gallon of good outside spar varnish, a very little coach and furniture varnish, a few gallons of good floor varnish, several gallons of good interior varnish and a few gallons of hard oil in quart, half-gallon and gallon cans will give sufficient variety and stock of varnish. Encourage the use of good varnish. Keep in mind that quality is remembered long after price is forgotten.

There is a growing demand for shingle stains and a nice trade can be built up without carrying it in stock by use of small samples of stained wood. It is very penetrating and if carried in stock should always be kept in metal casks or cans.

The best help to the paint salesman that I know of is a neat scrap book holding color cards of all the goods kept in stock, together with a brief description of each preparation telling what it is best adapted for. Make it easy for your customer to buy paints and varnish and he, and especially she will find many places that need brightening up.

This book of color cards should also give rules for estimating the amount of paint and varnish required to cover a given surface, the amount of lead or dry colors and oil and dryer required to make a gallon of mixed paint; and such other information as the paint buyer will want to know.

This same scrap book can be a great help in selling house paints if it is so arranged that the perplexed house owner is aided in the selection of suitable harmonizing body colors and trimmers for his buildings. Assist him in selecting the colors he fancies and he will buy your paint rather than from your competitor, who is not prepared to offer him an attractive combination of colors.

The salesman's work is not well done if he simply sells a bill of paints. He should sell such colors as wear well and harmonize and look well and be a source of satisfaction to the owner and his aesthetic neighbors and thus influence future sales.

Many dealers are finding it profitable to make a special effort to supply durable and satisfactory floor dressings and varnish, and be able to advise the purchaser how best to treat

both soft and hard wood floors. The public wants this information, and wants such floor finishes as will permit the use of more rugs and fewer carpets. Some of the much advertised floor finishes are ready sellers and seem to be quite satisfactory. Floor wax and weighted waxing brushes are being sold very largely each year.

There is good money in brushes and it is well to carry a good assortment rather than a large number of few kinds. The painter wants good brushes and will use no other. He takes good care of them and they last well. Most people buy cheap and medium priced brushes and let them dry up after once using them. The most profit is made on the medium priced goods and of course more of these should be kept. Ten dollars, \$25 or \$50 invested in brushes will pay better profit than twice this amount invested in tools and general hardware. If properly bought the brush stock can be turned over many times during the year.

Hardware dealers should by all means handle glass, even if they do not sell paint. There is good profit in it, it is staple, there is little breakage, it never becomes dead stock and is a seller all through the year. It is best not to keep too many sizes. A study of the glass list will show that several sizes cost the same per light, and of course one box will supply these different sizes without loss. Many more sizes can be made with very little loss by cutting down larger sizes.

It is not necessary to buy many expensive fixtures. A good glass board is almost a necessity and a dozen ten cent steel wheel glass cutters are about as satisfactory for cutting glass as a high priced diamond. Glass stock can be kept very nicely in the original boxes set on end.

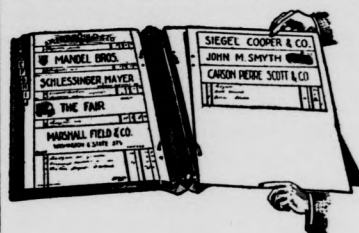
It will pay to keep a few sizes of ground and chipped glass and perhaps a little ruby glass. Small samples of stained, colored, figured, enameled and fancy glass will cost nothing and will be the means of getting many orders for special glass.

If there is any money in large plate glass I have never been able to find it. The profit is altogether out of proportion to the risk in handling it.

In conclusion let me repeat that the paint business belongs to the hardware dealer; sell good goods, get posted so you can educate your customers, and push the sale and create a demand for the little things—the specialties that your trade will gladly buy if you show them that they can buy them and use them without much trouble; stimulate the paint habit among your customers and receive your reward in a larger business and increased profits. G. L. Miles.

Wetzell Mercantile Co., dealer in general merchandise, Wetzell: Your paper is, in our estimation, the best of the kind in the country and we have nothing but admiration for it and for its able editor.

Face the music, young man, whether you like the tune or not.



## THE ONLY

Loose Leaf Invoice File that is worthy of the name.

Let us send you our catalogue

*THE Edward Hine Co.*

Loose Leaf Devices, Printing and Binding

8-16 Lyon Street, Grand Rapids, Michigan

## DO IT NOW

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A. H. Morrill & Co.

105 Ottawa-St., Grand Rapids, Mich.

Both Phones 87.

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

### Furnaces Discussed From a Business Standpoint.

First, buy a good furnace from a responsible manufacturer.

Second, when you sell a furnace sell it with a guarantee to heat the building to a certain temperature when the thermometer is a certain height; if necessary give a bond to qualify the contract and collect the bill. This will make the furnace heat better and give you a better appetite and you will sleep better, and it will enable you to use the money and pay cash for your furnaces, thereby getting the benefit of cash buying. You may think this theoretical and almost impossible, but this has been my policy during six years of experience in selling an average of fifty furnaces annually, and I have carried it out to the letter and find it the most satisfactory to all parties concerned.

It has been my policy to sell a furnace on a fair margin and at a price that will warrant the employment of skilled labor, using of good material and the doing of a first class job. I believe this to be fair between man and man and I do not deviate from this practice. My observation has been that many dealers take a furnace job so cheap that they can neither put in a large enough furnace, employ experienced workmen, use good material, proper sized registers and pipes, set furnace right nor collect their bills.

Success or failure depends entirely upon size, location and setting of furnace, size of registers and pipes used and their location and cold air ducts to the furnace, also mechanical ability and material used, as upon these elements circulation wholly depends.

Without perfect circulation the natural and unfortunate result must be failure. The prime factor in successful hot air heating is circulation. Better results can be obtained from the use of one ton of coal with furnace set right and with good circulation than with two and furnace poorly set and poor circulation, and this item is all important with seller and user and it has been an experience of gratification to the writer to learn that a fair minded man can be made to see this, that it is money saved in the long run to pay an experienced furnace man his price and have his house well heated and ventilated rather than take a chance with a cheap man who has but one aim and that to get the job.

To conduct a successful furnace business it requires experience, study and close attention to detail work. Detail work is very important and many dealers give no thought to this phase of the business.

There should be a good reason for locating a register here or there and for using a smaller pipe in one place and a larger one somewhere else. It is important that no changes be made, as this is annoying and often expensive to your customer, as well as yourself, and invariably results in a botch job.

I have known dealers who never

estimated time of their men in setting a furnace, making pipe, time consumed in travel, waste of material, etc. They figure, if they figure at all, that they have to keep the men any way, and while they were traveling they were resting, so they would work harder when they got to their destination, and the waste material they could use to tack over rat holes in the store; and, best of all, they got the job away from the other fellow, this being their sole ambition.

Furnaces can be sold the year round, furnaces can and should be sold the year round, and I believe a dealer should bring this forcibly before his prospective customers and try to close as many contracts as possible early in the season. This, too, may seem theoretical, but the writer finds it quite practical and profitable. By so doing you are enabled to give steady employment to your men and they become interested, accurate and speedy in this special work and turn off good work to good advantage, and you are in position to push your work instead of your work pushing you.

When the furnace work is all crowded into the later months of the year it works a hardship upon those whom you are doing work for, as well as yourself. Practical instruction should be given to each furnace user for operating, cleaning and firing their furnace. If they are from Missouri, show them; for upon this depends the life of furnace, consumption of fuel and temperature of rooms. The writer tries to impress earnestly upon the furnace user the importance of caring for the furnace when it becomes his property.

Progress leads the future by the hand. The furnace is yet in its infancy and if the rapid strides of progress in hot air heating continue in the future as in the past, circulation will be acknowledged by scholars of science to be the true method of heating.

To prove my position to be correctly taken relative to circulation being a great and natural method we will review for a moment ancient history. Circulation was first employed in the creation of man and he has been circulating ever since.

J. F. Doty.

### Whiskies Bottled in Bond.

Burr M. Overton read a paper at the last meeting of the Kentucky Pharmaceutical Association on the subject expressed in the foregoing title. He declared that no product is adulterated so generally and so brazenly as whisky. If we are to believe Mr. Overton it is almost impossible under ordinary conditions to get a pure product. However, he pointed out that if one buys "whisky in bond," he is sure to get an article of the right sort. The bond system absolutely insures to the consumer immunity from adulteration of any sort, because each package is sealed under governmental supervision with the internal revenue stamp, which, if unbroken, is therefore a perfect guarantee that the contents of the pack-

age are all the label declares. "It is a fact, well established through years of investigation by our most learned physicians," declared Mr. Overton, "that whisky of a mature age and properly made is one of the most valuable remedial agents known to the profession, but how often is it the case that the aims of the physician are defeated by the dispensing of so-called whisky which in reality is a very dilute alcoholic essence colored and flavored to simulate whisky, and the patient instead of being benefited is really injured."

To love one who loves you, to admire one who admires you, in a word, to be the idol of one's idol, is exceeding the limit of human joy; it is stealing fire from heaven.

Counterfeiters in many things have gotten to be so perfect that it has really become an evidence of poor judgment not to be deceived by them.

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realize the advantage of using every means available for

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You need our service. Your customers demand it. 65,000 subscribers connected to our system. 35,000 miles copper metallic circuit between towns, reaching every city and village and nearly every hamlet in the State of Michigan. Also, by connecting lines, direct connection to all points in the country at large from the western borders of Kansas and Nebraska to the eastern seaboard, and from the Gulf to the Northern Lakes. We are in position to supply your entire telephone demand.

Michigan State Telephone Company,

C. E. WILDE, District Manager, Grand Rapids

## JOHN T. BEADLE WHOLESALE MANUFACTURER



### HARNESS

TRAVERSE  
CITY,  
MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



### Progress of Road Building in Our Insular Possessions.\*

So much has been said, and so well said, during the present session of this convention touching the subject of good roads that I shall waive the few remarks I had intended to make in relation to this important matter, and confine my efforts to a statement of conditions as they exist in your far Eastern possessions.

The Philippine Islands have but 120 miles of railway, and are but little, if any, better off in the matter of permanent and available highways.

On the Spanish maps of the great Island of Luzon you can see three large highways laid down with byways, or trails, leading from them. They are, first, a road running northwest from Manila to the town of Laoag, a distance of some 340 miles; second, a road from Manila running northeast to Aparri, a distance of some 355 miles; third, a road from Manila running south to Albay, a distance of some 300 miles. But the best that can be said for these so-called highways is that they are surveyed and might be made the basis of a good system of land communication were means available for that purpose. The so-called highways in the other islands of the group are in far worse condition than those of Luzon.

The primary cause of this state of affairs is doubtless due to the fact that Spain took but little interest in any section of the Islands which could not be defended from behind fortifications or from the decks of armoured gunboats. The result is as might reasonably be expected. Only a narrow strip of land lying along the seashore and the banks of navigable rivers is under cultivation.

The further extension of agricultural enterprises and the gathering of forestry products have, therefore, reached their limit pending railway and highway construction.

The principal industry in the Philippine Islands, and one capable of being greatly enlarged, is Manila hemp. Sixty per cent. of the exports of the Archipelago to-day is of this fibre, yet the industry is only in its infancy. It is estimated by hemp experts that the one island of Samar is capable of producing double the amount of hemp now harvested throughout the Islands, were transportation facilities available.

Many lands and many climes produce sugar, tobacco, rice, copra, cocoa, cotton and rubber, but no country on the globe save the Philippines can grow Manila hemp. The output is not sufficient to meet the demand. This is causing rope and cordage manufacturers to seek a substitute. Necessity being the mother of invention, scientific research will sooner or later destroy this valuable monopoly if the output is not greatly increased. Want of transportation facilities is the only drawback to the further extension of hemp cultivation. Two-thirds of that now produced is transported from the field to the water's edge on the heads and

shoulders of native packers. This is not only enormously expensive, but it utilizes the labor which should be employed in field and factory.

It is almost impossible to conceive a country several thousand square miles larger than England, Ireland, Scotland and Wales, with a Christian civilization three hundred years old, being solely at the mercy of unimproved waterways for the little measure of prosperity which the Islands enjoy. Especially is this true when it is known that the soil of the Philippine Islands is of such fertility that it has produced a crop of sugar and tobacco in every one of the last fifty years with little or no fertilization.

There is one other matter I wish to call your attention to, which is just as important to the Philippines as the question of good roads, and that is a market for their products.

You pay enormous sums each year for coffee, copra, cocoa and rubber. Why not develop the Islands and thereby keep the money in the family?

You impose a duty of over three dollars per pound upon our tobacco, whereas you consume many millions of dollars' worth more than you produce.

Where is the justice even to yourselves in such a course, to say nothing of the people of the Philippines?

You have a valuable property in those Islands. In productivity they equal Java in every line of agriculture, and stand alone in the production of the world's most important fibre, abaca, or Manila hemp. They belong to you. You paid Spain twenty million dollars for them. In addition to this sum you have expended much blood and much treasure in extending the blessings of religious and civil liberty to the meanest of their people. In ten years' time you will have expended one hundred and fifty million dollars constructing the Panama Canal as a means of protecting your interests in the Pacific and in extending your commerce to the vast regions beyond.

However, the expenditures you have so far made will profit you but little if you fail to make the most of your opportunities in the Philippines. You are on trial there, and your capacity for colonial administration is being judged by the result of your accomplishments.

But you ask how can the Philippine Islands be developed to the extent of supplying us with the articles we can not produce?

It can be accomplished, however, and in such a manner that it will not only not cost you one penny, but will put money in your pockets, that is, by granting the Insular Government the authority to issue bonds with which to make public improvements, and by giving us the same rights in American markets which are enjoyed by Porto Rico.

Gentlemen, you owe this to the people of those far-away Islands. They have taken you at your word and are awaiting the fulfillment of your pledges that their condition would be improved over that of the Spanish regime. So far they have waited in vain. You have steadily

refused to permit them to borrow money with which to make needed public improvements, and what is far worse and more indefensible you have destroyed their markets abroad and have refused them participation in your own.

Remember, the people of the Philippine Islands are not asking for charity. All they want is simple justice. Is that too much to ask for?

### Analyzing the Difference in Osculation.

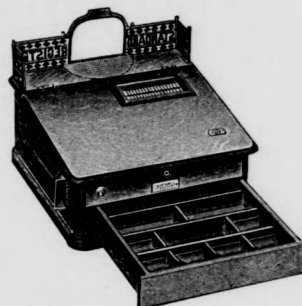
To steal a kiss is natural; to buy a kiss is a stupidity; two girls who kiss is a loss of time; not to kiss at all is an insignificance; two men who kiss is quite ridiculous; to kiss the hand or the tips of the fingers is droll; to kiss one's sister is proper; to kiss one's wife is an obligation; kissing a child is often a regret for not being permitted to kiss the mother; to kiss an ugly person is gallantry; to kiss an old, faded widow shows great devotedness, but to kiss a young, blushing widow is a charm; to kiss one's waiting maid is very dangerous; to kiss one's affianced is a premeditation and a right; an old, rich aunt, it is hypocrisy; a young cook in the bloom of age is delicious, dainty; to kiss a neighbor's wife is doubtless very good, but quite wrong; kissing three girls the same day is an extravagance; a girl whose father is watching her, it may make one jump over the fence; to kiss a mother-in-law is a sacrifice; an old maid, it is politeness; finally, a kiss to one's mother is the purest, the sweetest of all kisses.

### Gas or Gasoline Mantles at 50c on the Dollar

GLOVER'S WHOLESALE MDSE. CO.  
MANUFACTURERS, IMPORTERS AND JOBBERS  
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Destroys disease germs and vermin. Never rubs or scales. You can apply it—mix with cold water. Beautiful effects in white and delicate tints. Not a disease-breeding, out-of-date hot water glue preparation. Buy Alabastine in 5 lb. packages, properly labelled, of paint, hardware and drug dealers. "Hints on Decorating," and our Artists' ideas free. ALABASTINE CO., Grand Rapids, Mich., or 105 Water St., N. Y.

## SPECIAL OFFER

### Total Adder Cash Register CAPACITY \$1,000,000



### "What They Say"

Minonk, Illinois, April 11th, 1904  
Century Cash Register Co.,  
Detroit, Mich.

Gentlemen:—

We wish to state that we have one of your total adding Cash Register Machines in our Grocery Department, which has been in constant use every day for the last two years, and there has never been one minute of that time but what the machine has been in perfect working order.

We can cheerfully recommend your machine to anyone desiring a first-class Cash Register.

Yours truly,  
ALLEN-CALDWELL CO.

T. B. Allen, Sec'y,  
Cash Dealers Dry Goods and Groceries

**Merit Wins.**—We hold letters of praise similar to the above from more than one thousand (1,000) high-rated users of the Century.

They count for more than the malicious misleading statements of a concern in their frantic efforts to "hold up" the Cash Register users for 500 per cent. profit.

**Guaranteed for 10 years—Sent on trial—Free of infringement—Patents bonded**

**DON'T BE FOOLED** by the picture of a cheap, low grade machine, advertised by the opposition. They DO NOT, as hundreds of merchants say, match the century for less than \$250.00. We can furnish the proof. Hear what we have to say and Save money.

**SPECIAL OFFER**—We have a plan for advertising and introducing our machine to the trade, which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date 20th Century Cash Register for very little money and on very easy terms. Please write for full particulars.

**Century Cash Register Co. Detroit, Michigan**  
U. S. A.

656-658-660-662-664-666-668-670-672 and 674 Humboldt Avenue

\*Paper read before the National and International Good Roads convention, St. Louis, Mo., by Hon. S. Eugene DeRackin, of Manila.

## SHOES

### How the Modern Girl Selects Her Footwear.

Apropos of the old saw that you can always judge a lady by her shoes, the summer girl of 1904 is trying to live up to a standard which will warrant her claim to this badge of gentility. If she must be economical, the fastidious shoe girl prefers to practice the virtue in some other direction, for her hosiery and footwear must be faultless.

Such a dainty creature as she is, this girl who runs to fads in stockings and shoes! No miser ever counted his gold with more satisfaction than she does the contents of her hosiery bag and shoe box.

The voluminous bag, by the way, is practical, as well as artistic, and it adorns her closet door. It is made of a dainty blue mercerized sateen, with pink roses sprawling over it, and it is suspended by two embroidery hoops, wound with alternate pieces of blue and pink satin ribbon. The front is finished with a dashing blue and pink bow. In a compartment of this bag are darning silks and cottons of all shades and other mending paraphernalia, including the mender, without which no one can darn properly.

Another section, and by far the larger one, contains the dainty afternoon and evening stockings, which are of silk and lisle, embroidered and plain, and it is all the colors of the rainbow. She believes that her hosiery must receive the first consideration to make her footwear appear to advantage, and she spends many hours in embroidering floral designs on the handsome ones. The gown, hose and slipper must be an exact match, and she permits no deviation from this, although she occasionally embroiders a dainty flower of a contrasting shade on her hosiery. Just as soon as the tiniest hole makes its appearance she darns it neatly before it has an opportunity to enlarge its domain.

Then, too, she is always careful to air her stockings carefully after each wearing, and before folding away, for sometimes they can be worn several times without laundering, especially the red ones. When the time comes to introduce them to a bath, she does it herself, with a good white soap and a little borax.

The receptacle for her footwear is of the next importance in her eyes. This is a shoe box, which corresponds in size to a good-sized chest. She keeps it in her boudoir for a window or corner seat, and spends considerable time in its care. This box may be a simple shirt waist receptacle, if the owner has not too many shoes, or it may be an elaborately carved chest. It may be lined or plain inside, but preferably the former, with a good quality of quilted satin, well scented with violet sachet powder.

In this box, which only holds the

daintiest footwear, are as many shoe trees as there are shoes, and when each pair of shoes or slippers are put away, the trees are inserted. The fastidious girl thus insures the shape of her footwear, which lasts twice as long for the care expended upon it. When she opens her window in the morning to let her room air, she often throws open the lid of her shoe box to let it ventilate as well. By all such little tricks, which really are only a form of innate refinement, the shoe girl retains her reputation as a good dresser and also saves many dollars thereby.

If she has more shoes than space she often tacks ribbon straps all about the inside of the box with brass headed tacks, leaving the bands slightly loose, and in these she inserts shoes, shoe trees and all. In one corner of the box she has a smaller box in which she keeps shoe polish and brushes for her black shoes, some whiting to keep her slipper buckles clean, and a tiny, well corked bottle of cleansing fluid, to take the spots off the dainty satin shoes as soon as they appear. She believes that a stitch in time saves nine, and her bottle of chloroform and naphtha works on the same principle.

As to the contents of the shoe box itself, there is no limit to the comfort and elegance of the shoes thereof. Judging from the pretty things displayed, the art of shoemaking has nearly reached perfection. Surely the magic slipper of Cinderella could not have been more entrancing than those which bewitch the eyes of the privileged one who is permitted to peep into this cherished possession of the shoe girl.

There are Dresden and pompadour silks, satins, suedes, velvets, morocos and kids in all shades and degrees of daintiness. These are decorated with chous, bows, buckles and straps, which add much to the artistic effect of this charming footwear.

Fashion seems to favor satin and velvet for evening slippers instead of patent leather, which was formerly considered the correct thing. Soft kid also enjoys prominence, and is desirable, as it clings to the feet better than fabrics. Louis Quinze heels are the favorites for dainty slippers, and the toes are all quite pointed.

Dresden and pompadour silks are to be seen frequently in more conservative footwear. Painted kid is also a new fad, which is gaining in favor, as it lends itself to every scheme of decoration. It is also quite the fashion for the girl of leisure to embroider her own fabric and then hand it over to her shoemaker to make her slippers to measurement.

Among the fads of decorated designs for the college girl is her favorite emblem, the favored football class colors, monograms or initials. The new Persian trimming, which is being employed by many, is the approved decoration of the moment for slippers also.

The most noticeable things about this season's slippers are the ornaments employed in embellishing them. A plain, pale blue satin slip-

## Hot Time Coming

Watch your stock—summer shoes will go fast now and you don't want to run out.

We have a fine line of Canvas Shoes—both leather and rubber sole—bal. or oxford. All colors, for yachting, tennis, golf, outing, etc.

Sizing up orders a specialty. Send in by mail. We will rush them out same day received. Try us.

### Waldron, Alderton & Melze

131, 133, 135 N. Franklin St., Saginaw, Mich.

Wholesale Boots, Shoes and Rubbers

State Agents for the Lycoming Rubbers Co.

## Just at This Time

Most merchants are wanting goods to size up their stock. We have a big stock on our floors and will be only too glad to serve you promptly.

If you want any Tennis Shoes let us know. We have them.

Our leather line for fall is receiving many compliments. Let our salesmen show you.

GEO. H. REEDER & CO., Grand Rapids, Mich.

OUR AGENTS will call on you in the near future with a full line of both fall and seasonable goods. Kindly look over our line; our goods are trade builders. If you are one of the few that have never handled them send us your order at once. It will pay you to investigate our \$1.50 Ladies Shoes. Buy Walden shoes made by

### WALDEN SHOE CO., Grand Rapids

Shoe Manufacturers



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.



per, for instance, has a blue chiffon rosette, in the heart of which is fastened a glittering fleur de lis rhinestone buckle. Another one has a butterfly bow of the same material with a rhinestone ornament to keep it in position. By gas or electric light these pretty little stones look like fireflies.

Immense tulle chous are also favorite adornments for the evening slipper, as are also ribbon flowers and buckles. A pink satin slipper had a large pink ribbon rose with a yellow center on each toe.

Gold and silver cloth and tinsel butterflies look pretty on the dainty slipper. The ultra fashionable slipper is bejeweled in every conceivable design. A gray suede, for instance, is embroidered solid with rhinestones in an artistic floral pattern. Buttons, too, are a popular feature of decoration, and are seen in unique designs.

There is an extravagant tendency along this line in the use of cameos and miniatures for fastenings.

The black suede slipper has taken the place of the patent leather to a great extent. One of the handsomest designs seen showed a lavender heel and an immense lavender velvet bow, fastened with a rhinestone buckle.

Plain blacks are also seen, with velvet bows. This style has a tendency to make the feet appear smaller than they really are, which recommends them to the woman whose feet are large.

For street wear this season the colonial shoe is to be worn again. These old fashioned favorites will have the buckle and ribbon on front of the shoe at the top of the vamp. Some of the buckles to be used with this style of shoe are striking and expensive. They come with a leather attachment that converts any oxford or low shoe into the most approved colonial. This attachment can be worn with any ordinary shoe laces, as it has the advantage of hiding them. It can be easily detached, and thus makes one pair of shoes serve for different occasions, changing the effect with various buckles as well.

Never before was there such a bewildering choice among shoes for housewear, which combine comfort and beauty. The Japanese style of negligee, which is so much affected at present for hours of ease, has made Oriental footwear popular. The shoe girl who possesses odds and ends of silk crepes, or other Oriental fabrics, has them made into toilet slippers for her boudoir. This toilet slipper is the handiest thing to slip on for bath room wear, as it simply has a pocket for the toe. Some of them are of quilted satin with a ruching of ribbon around the "pocket," others are of plain satin with or without high heels.

The sandal idea is in great favor for boudoir wear. These are desirable for Grecian costumes and numerous designs are shown in the arrangement of ribbons. A preference is had for loose ribbons, which leave an opportunity of changing the effect as desired.

Fur trimmed Juliettes are always

popular for housewear. Another shoe built on the same plan is shown in laced design, with ribbons attached, which are fastened around large buttons in front.

Still another shoe of this order is a suede affair which comes in all colors, and which resembles a boot, as the top is loose and baggy and has a rever that turns over.

Indian moccasins in gray and tan leathers, well beaded in bright colors, are also favored by the shoe girl who believes that variety is the spice of life, and who lives up to her belief.

Arnette Briggs.

#### The Stepping Stone to Success Is the Stock.

Do not carry three or four lines of the same style and price shoe where the difference is so slight that the customer can not distinguish it. It involves an expenditure of money that does not bring desired results. Do not allow sizes in staple lines to drop out before re-ordering. Staple lines are always salable. Do not allow stock to remain on the shelves that do not sell. Do not buy a shoe just because you like it, if you have one in stock that fills the bill.

Do not put in a new line of shoes unless you see your way clear to dispose of the line you wish replaced.

Do not blame the clerk for not selling a customer something he does not want, when the buyer is the person the blame should rest upon. Of course, I will admit it is impossible to have every style and kind of shoe asked for, but with tact and good judgment a buyer can in most cases meet the conditions.

One of the most delicate propositions that confront the shoe merchant is the settling of complaints.

Great care should be used in the selection and approval of a complaint man, for upon him rests a great responsibility. He should be a man of experience, possessing great patience, rare judgment of human nature, pleasing in address, and at all times willing and ready to listen to the other side. He should never try to convince a customer by argument, but try and explain why he thinks the customer is wrong (if he is) but it must be done in such a manner as not to cause offense. As there are no two persons alike there can be no set rule given for settling complaints. The person having these duties to perform must be governed entirely by circumstances and never allow a customer to go away dissatisfied. A customer saved through this medium is of untold value as an advertiser for the house among his friends, and although the house may be the loser through the adjustment of the complaint at the time, it is the gainer in the end. A complaint settled to the satisfaction of the customer is of great value to the house and can not be figured in dollars and cents. A great many complaints might be avoided especially in patent and enamel leather shoes, as usually they are the goods from which most complaints arise, if the proprietor of the store would have signs printed and pasted up in conspicuous places

throughout the store, notifying patrons that they do not warrant patent or enamel leather shoes, and customers purchasing them do so entirely at their own risk. A customer seeing and reading this at the time of purchase would be prepared and

would have no kick coming if the shoes went wrong. This would help the complaint man materially.—Shoe Trade Journal.

Some advertising fails because it tells impossibilities.

# TENNIS

Now is the time you need this class of goods.



We carry a full and complete line of these goods; so mail us your orders and get prompt deliveries.

**The Joseph Banigan Rubber Co.**

Geo. S. Miller, Selling Agent

131-133 Market St., Chicago, Ill.



## The Shoes People Want to Buy And The Shoes You Ought to Sell

Combine good wearing quality with comfort and style.

Careful investigation and a fair trial will prove to you that the shoes we make are more near perfect in fit, looks and wear than any others, whose retail prices are within the reach of the every day man.

We go everywhere for business.

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

### More Shoe Sellers Than Shoe Fitters.

How often you hear men and women complain while purchasing shoes in a store that the shoes they are then wearing are very uncomfortable and hurt them, while to all appearances they are large and roomy. Such shoes in most cases were sold by shoe sellers. What I mean by this is that in most cases the person selling the shoes did not know much more than the purchaser.

As there are no two feet alike there can be no set rule for fitting shoes. The particular salesman knows the style of shoe best adapted for the wearer. I will admit though that frequently the purchaser is obdurate and will not allow a salesman to exercise his judgment in the selection of the shoe best adapted for the foot. In such cases the purchaser inevitably suffers the consequences, although it is the duty of the salesman to try and explain to the customer where he is making a mistake, and this can be done without any offense if the salesman knows his business. How frequently you hear customers ask for a certain style of shoe, at the same time complaining about the one they are wearing which is practically the same. In such cases the value of a shoe fitter is made apparent by telling them that the style of shoe asked for would not bring relief, for in most cases it is not adapted for that particular foot; but if he be allowed the privilege he will fit them to the proper style of shoe, and if not satisfactory will give them the style of shoe asked for. Of course, the salesman must give his reasons for fitting the style of shoe he knows is best for the customer, and nine times out of ten he will convince the customer that he is right and knows his business, and he goes away a wiser and a happier man and in most cases a lasting customer and takes the shoe selected by the salesman.

As I have stated the salesman is the best judge of the style of shoe fitted for the wearer, if he is a practical shoe man.

It all depends upon the shape of the foot. Take, for instance, a person with a high arched or curved foot and short from the great toe joint to the end of toes, such a person can and should wear the high heel shoes in order to get the high arch necessary for the support of the high arched foot. The high heel in this case gives support to the foot, thereby relieving the strain of the ligaments in walking. For example, place your thumb and index finger expanded upon your knee, holding your arm perpendicularly, press down upon the elbow and you will find your hand (the arch) succumbs easily to the weight it is subjected to. But place a support under the hollow of your hand and you can add ten fold to the previous weight without any material injury. It is just so with the human foot. By putting a low heel shoe on a high arched foot you will deprive it of the support necessary and make the foot

more susceptible to fatigue on account of the instep not being supported. Place a high arched instep in a low heel shoe and you will find that there will be a vacant space between the hollow of the foot and the shank of the shoe, thereby causing the weight of the wearer to rest entirely upon the heel and the fleshy part of the foot, the ball, leaving the center of the foot unprotected. The consequence will be that when the weight of the wearer is pressed on the foot the foot will expand, necessarily allowing the instep to break down to the low bearing in the shoe, at the same time causing a sliding sensation in the shoe and compelling all the weight of the wearer to be supported by the ligament joint of the foot, the arch not finding any support while subject to pressure in the low heel shoe.

On the other hand, a person not having a high-arched foot should wear low heel shoes simply because they do not require as much arch in the shoe.

If you put a high heel shoe on a person with a low instep it will cause the wearer great discomfort by the shank of the shoe pressing too hard against the hollow of the foot, causing a numbness in the foot which is very annoying and painful.

I shall call the attention of the reader to every day facts in support of my assertion. Take, for example, boys and girls going to school, say from 10 to 16 years of age, the girls more especially. The majority of them wear spring heel shoes. You often hear remarks such as, "They are young; they wear short skirts. I would not put heeled shoes on them for anything. Heels? No, I would not hear of such a thing."

Let the reader notice the formation of the average school girl's foot and you will observe that the ankle bone on the inside of the foot is three times as large as the ankle bone on the outside of the foot. You will also notice a tendency of the shoe to lean inwards, especially when the child is standing. Also the foot and ankle will lean towards the inside. Then notice the difference in the ankles and the inside of the foot as soon as the pressure is removed. The large inner ankle joints and the breaking down of the foot are caused by the child not having proper protection by wearing a too low heeled shoe and not supporting the instep and ligaments of the foot.

Watch the foot and regardless of age or size try to have the shoe fitted so that the instep receives proper support. If the foot requires a high heel, put it on, or if it requires a low heel, put it on, and you will avoid large ankle joints and also prevent the ligaments of the foot breaking down, a deformity which is very painful and incurable. There is a great deal more that can be said with regard to proper fitting of feet which I shall be pleased to write of later. —Shoe Trade Journal.

Pitch in, young man, pitch in; you can't ever learn to swim by standing on the bank shivering.

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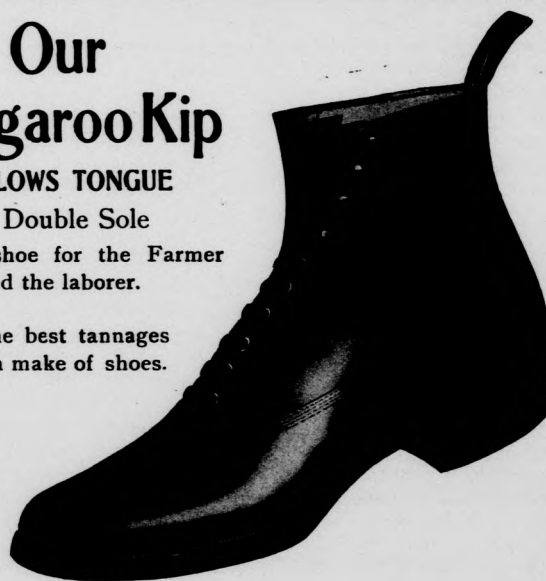
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**Hints for Small Women.**

The one aim and ambition of the tiny woman is to be like her taller sister. While it is impossible to actually elongate the figure with perfect safety, or at all, it is nevertheless comparatively simple, avers the London Express, to give her the advantage of from two to six inches which might otherwise be lost altogether.

There is more in the way a little woman holds herself so that she makes a good appearance than in the highest heels and longest skirts that can be worn.

By throwing the shoulders back and tilting the chin just a little in the air a woman seems to present a different perspective to the observer. Instead of looking down on her, the observer is compelled to look at her, and the relative size becomes more nearly equal.

Not only does a great deal in the way of suggesting height depend upon the manipulation of the skirt, but the cut and length of it are responsible for a gain of almost as many inches as a woman desires—that is, to a reasonable amount. A skirt that is very long in front, if it lies on the floor several inches, increases the height, while a very long train decreases it.

Ankle-length skirts play dreadful havoc with a short woman's appearance, and, to be consistent, one should emphasize the "don't" here. But, then, walking costumes have become one of woman's most cherished belongings, and it would be a

pity to deprive a small woman of their comfort, just because they make her appear smaller. However, there is more than one way of getting around the difficulty, and the best is to have the skirt cut with the greatest skill and art, keeping a watchful eye to lines that may tend to balance the curtailed skirt.

Short women should forego capes and all full garments that tend to cut long up-and-down lines.

Wide belts, unless they are carefully and specially shaped to the figure, should be eschewed by all women who are not long-waisted, slender and long-limbed. In this connection it might be mentioned that there are small women who appear small and other women of exactly the same height, but different mold and proportions, who look shorter or taller, according to their length of waist.

A long waist, it is generally admitted, gives even a tiny woman a semblance of height, while a short waist renders her almost insignificant as to inches. On this account it is more than important that a small woman should gown herself so as to gain every possible inch and fraction of inch in height.

Narrow belts help in this detail of dress, and if they follow the much-abused dip or point in front the length of line from shoulder to waist will be considerably increased. It is a temptation to small women to put on the new and extremely wide belt, but—"Don't do it," is the advice of those who have studied its effect.

Don't wear extremely flat hats is

an additional plea to the small woman, and one, too, that is important, while it presents no trifling difficulty to her to whom it is uttered. When all the fashionable hats are almost perfectly flat, and one who doesn't choose such a style runs a risk of looking unusual for the sake of a few inches, she is not to be blamed if she refuses to heed this particular "don't." However, it is quite within the power of a good milliner to adjust the trimming on a flat hat so that it presents just a suspicion of extra height without appearing out of style. Small hats are not exactly suited to little women, either, as they tend to increase the impression of insignificance, and to obviate this a hat of medium or larger size of brim has been found to accomplish the end with admirable results.

**Famine in Sea Food Due.**

The marvelous increase in the facilities for distribution has widened the field and enormously increased the demand for the food products of the sea for June. Fresh oysters, clams, lobsters, shad, rockfish and mackerel from the Atlantic coast; oysters, crabs, shrimps and red snappers from the Gulf coast, and lake trout, pike, perch and whitefish from the Great Lakes, now find their way daily in their season into every state and territory of the Union; while the Pacific coast and Alaska send fresh halibut, steelhead trout and royal Crinook salmon all over the United States and to Europe, the fish reaching their destination as

fresh and sweet as when taken from the Columbia or the icy waters of Alaska.

To expect unaided nature to keep pace with the ever-increasing demand for aquatic products is as unreasonable as it would be to expect the uncultivated land to meet the demand for grains and fruits and the butcher's food.

Cultivation of the coastal and interior waters is as possible and imperative as is cultivation of the land, and promises quite as rich returns. An acre of water can be made even more productive than an acre of land. In land, the producing area is a surface, but the total producing area of a body of water is many times the superficial area of its bottom. The time will surely come when the oyster harvest of Chesapeake Bay each year will be fully equal to the total harvest of the last fifty years.

Oyster culture and fish culture are still in their infancy, and I am convinced that the time is not far distant when, through fish cultural operations, the annual catch of each of many of our important food fishes, particularly the shad on the Pacific coast and in Alaska, will be many times greater than it has been in the past.

A woman has always one standing grievance against a man. When she wants a good cry she has to sit down to it, while he can swear in any position.



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It would cost you just 1 cent to talk cash registers with us. You may not buy. Every merchant who has, however, has made more money than he did before. Send us this corner with your name and address and our agent will call to see you when he is next in your vicinity with samples. N. C. R. Co., Dayton, O.



### Our Own Who Are Strangers To Us.

Written for the Tradesman.

In these June days, in tens of thousands of homes throughout the country, loving preparation is being made to welcome home the children who have been off to school and who are returning weighted down with white ribboned diplomas and an implicit faith that they are incarnate wisdom and that nobody ever knew so much before.

Many of these young people have come out of what we call plain homes and are going back to them. Their parents did not have the advantages of education and culture that they have given their children. It is the man who had no chance of schooling in his own hard worked youth and who has felt the need of wider information every day of his life that is most determined that his sons shall be college-bred. It is the woman whose own girlhood was bare of accomplishments who is the most devout believer in the higher education of women, and who moves heaven and earth to send her daughters off to fashionable boarding schools.

So Jack and Mamie go off to college, and many and many a time the price of their education is paid in pinching economies and heroic self-denial at home. Father's stooping shoulders bend lower under the weight of college bills. Mother's hair takes on fresh streaks of silver over the anxiety of providing the girls with the things their school-mates have, but the old people count the reward they are looking for worth the price of the sacrifices they are making—all, all will be repaid a thousand fold when their children come home to comfort and bless them.

At length the eventful day arrives. Jack and Mamie have graduated with honor at the head of their class. They are coming home, and nothing but that wholesome fear of our neighbor's ridicule, which prevents us from making fools of ourselves so often, keeps the doting parents from meeting them at the station with a torch light procession and a brass band playing: "Behold the conquering hero comes." The tall young fellow, laden with golf sticks, and the smart young woman, the very cut of whose traveling gown makes mother's rusty old black alpaca look antediluvian, are drawn across the threshold by the trembling old hands. There is a stifled cry of joy from the old lips, a moment's clinging of the old arms that enfold their own once more, and then—and then—

And then it begins to dawn upon both parents and children, slowly, surely, but with the dread chill of certainty in it, that they are strangers to each other. They have grown out of each other's lives and they have nothing in common, neither ideas, nor taste, nor even the same language—

nothing but a thin habit of affection.

The parents have educated their children out of their class. Mamie shudders when her mother artlessly asks her, as she helps unpack a cast of the "Venus de Milo," that has adorned Mamie's study walls, why she bought a broken old thing like that. Jack sneers at his father's political opinions and inability to trace historical parallels. The little Jones girl who lives next door and knows the gossip of the neighborhood is more of a comfort and companion to mother than her own daughter. The freckle-faced bill clerk who has worked up from an errand boy and who knows nothing on earth but the grocery trade, is more congenial to father than the son he has slaved for and on whom he has built such hopes.

This sort of a family tragedy is so common among us that familiarity with it has robbed it of its significance, but surely there is no other situation in life more full of fateful possibilities and none that calls for such tactful treatment. The suffering of the moment nobody can prevent, but there is no earthly reason why it should lead, as it so often does, to permanent estrangement between parents and children.

In the first place, it is the duty of parents to remember that the difficulty is of their own making. It was they who deliberately took the children out of the sphere of life to which they were born and placed them in a higher one. So far as I am concerned, I have never been able to make up my mind whether I think that people who educate their children up above them are unselfish angels who deserve a halo, and large white wings, even in this life, or donkeys who get only what is coming to them when they are merely regarded as beasts of burden by their children as a reward for their folly. At any rate, nobody can escape the results of their own acts, and when parents do raise their children above themselves they ought to have enough grit to accept the consequences without a moan.

More than that, it is unjust not to expect education to change a person's outlook and habits. No man will spend good money having speed developed in a promising young colt and then look for him to strike a steady, slow gait in the furrow as a plough horse. It is equally absurd to expect the boy on whom thousands of dollars have been spent cultivating tastes and habits and extravagances foreign to the father to settle down at once into the plain ways to which the old man has been accustomed.

Every man expects his son to be just like him, and in his first disappointment, because the boy is different, he is apt to call him a young fool and to scoff at his raiment and deride his amusements. The boy retaliates by considering his father a mossback and an old fogey, and both make the fatal mistake of under-rating each other, and of getting the very worst out of each other. A family difference is a two-edged sword that cuts both ways.

The time will come when Jack will find out that there are a number of things in life more important to know than the classics and that an exhaustive knowledge of ancient history doesn't compare in value with a little information on how to make modern bread and butter. He will also ascertain that a man may have been a college athlete and hold the long distance running championship, and yet not be able to sprint fast enough to overtake the nimble dollar. Then

he will begin to perceive what qualities of head and heart, of steadfast courage and indomitable pluck, a man must have had who could begin life without money or friends or education and achieve success and fortune. Then he will begin to enroll his father among his heroes, but the pity of it is that this appreciation comes too late. Between the two has grown an icy wall of reserve that nothing can break down. The spectacle of love and confidence between

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father and son is the most beautiful thing in the world, and it is certainly a good that is worth purchasing at the price of a little forbearance and the exercise of a little patience.

It is also a time to drive with a light hand. Parents should remember that the only period in one's whole life when they are utterly cock-sure that they know everything is when they are just out of school. There isn't a youth that doesn't believe that he could run the nation without a hitch if he were elected President or that he could give Mr. Morgan points on finance. There isn't a college girl who doesn't believe that every man in the community is dying to marry such a superior creature as she is and that she doesn't know a great deal more about house-keeping than her mother does, although she has never tried it. Presently Jack will start out to hunt for a job and he will find that business men will turn down his diploma in higher mathematics in favor of some boy who has grown up in the business and gotten his education on the street. Mamie will observe that the little Smithkins girl, who never heard of Vargner, and does not know a lief motif from a head of cabbage, but who can sing rag-time ditties, gets the pick of the beaux and can marry all around her. Both will get the jar of their lives, but through it all will soak down the wholesome fact that all education does not come put up in college packages and that they may not be so much smarter than their parents after all.

Parents should respect the personal liberty of their children. This is the hardest thing a father or mother ever has to do. It is so natural to feel that you have a right to dictate to a person if you have made sacrifices for them, but it is a fatal mistake to try to decide another's life, and the world is strewn with wrecks caused by parents forcing their children into occupations for which they were not fitted. Many a bankrupt business man would have achieved fame and fortune if he had been permitted to study the profession he desired. There are thousands of incompetent doctors pursuing their career of murder who would have been competent business men. Every Sunday we listen to preachers who ought to be half-soling shoes, instead of trying to save the immortal souls of human beings. We all know lonely old maids who would have been happy wives if their parents had not interfered between them and their lovers, and the divorce courts are kept busy with the woes of unhappy wives who married to please their mother instead of themselves. Every family should have a constitution guaranteeing to each individual member the right to life, liberty and the choice of their own career and matrimonial partner.

Of course, just as much may be said of the duty of the young people who are coming home from school to do their part toward tiding over the crisis in the family history. I never see a silly little goose of a girl with a thin veneer of culture and a swell headed young ass of a college lad

who is ashamed of his parents without wanting to point out to them the heroism of the sacrifices that have been made in vain for them and the beauty of the rugged old lives and the fineness that underlies old-fashioned manners and unfashionable dress, but youth does not see these things until its eyes have been washed by the tears of experience. In the meantime it is to age—mellowed by experience and broadened by the real education of life—that we must look to solve the problem offered by these strangers who are our own—our children who are no longer the boys and girls who played about our feet, but men and women that we must bind to us with new ties or else lose.

Dorothy Dix.

#### She Got the Potatoes.

The man who forgets the obligations in the way of shopping imposed upon him by the women of his family when he leaves the house is not rare enough to excite curiosity, but the woman with sufficient tact and wit to checkmate this loss of memory is. One such says that she had labored for several days to impress upon her husband the necessity of sending home a bag of potatoes.

At last, when all her persuasions and injunctions had failed, she surprised him one morning by handing him a sealed letter, and asking him, with great seriousness, not to open it until he reached his place of business. All the way downtown he thought of the strange request, and he no sooner entered his office than

he tore open the letter. This is what he read:

"Dear John—For some time past I have thought long and earnestly on what I have to say to you, and I have decided that this is the best method to communicate it. I have hesitated several times about writing to you in this way, but I find that I can not conceal my thoughts longer. I must and will tell you all."

Here John's hair began to rise, but he heroically turned over the page and read on: "The potatoes have been out for a week. Please send home a bushel. I thought by this method you would not be likely to forget."

The potatoes went up to the house that morning.

#### Ants Overcame the Difficulty.

A naturalist found black ants were devouring the skins of some bird specimens on a table, so he made tar circles on four pieces of paper and put one under each leg of the table. Ants will not cross tar. Pretty soon he found the ants busily at work again, and, looking at the tar circles, found each one was bridged by bits of sand, which the ants had brought in from the street.

A persistent kicker seldom reaches higher fame than comparison with a quadruped that kicks because it doesn't know any better.

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## WRECKED BY DESTINY.

## Woman's Vanity the Cause of Years of Toil.

She was a handsome, girl, born, by a mistake of destiny, into a family of hard workers. She had no fortune, no hope of any, no chance of meeting rich suitors, and so she let herself be married to a young employe in the Board of Public Education.

She dressed simply because she could not afford to dress expensively. Consequently she was very discontented, thinking herself worthy of the highest luxury and elegance.

She despised the cheap flat in which she lived, with its bare walls, shabby furniture and hideous hangings—all these things, generally a matter of indifference to a woman of her class, were positive torture to her—and so she gave herself up to absurd, impossible dreams. She dreamed of gorgeous anterooms, hung with Oriental fabrics, lighted with candles in bronze sconces, of servants in livery and powder, dozing in armchairs, drowsy with the heat and perfume of the place. She dreamed of great salons, draped with gleaming silk, of tables loaded with priceless bric-a-brac, of little coquettish boudoirs and 5 o'clock teas with intimate, chosen friends, and all the distinguished and sought-after men eager to gain admittance to the charmed circle. When she sat down to dinner at the little round table, covered with a cloth that had seen three days' service, opposite to her husband, who himself removed the cover of the soup tureen, declaring with an air of perfect content, "What a delicious soup! Nothing is better than vegetable soup," she would decline the soup, and dream of dainty little dinners in a dining-room hung with tapestries, the table brilliant with glass and silver, the viands served on wonderful dishes.

She had nothing—no money, no jewels, no toilettes. As she really cared for nothing else, her life seemed worthless to her. She longed to be envied, fascinating and sought after, and she believed that she would be all these if she could dress as she wished to. She had given up visiting her one rich friend, a former schoolmate; the contrast in their surroundings was too painful to her. For days at a time she wept from sheer despair.

One night her husband came home, beaming with delight, a large envelope in his hand. "Here is something for you," he said. She tore open the envelope and found a printed card that read:

"The Minister of Public Instruction and Mme. George Rampanneau request the pleasure of M. and Mme. Loisel's company, at the house of the Minister, on Monday evening, 18th of January."

Instead of the delight which her husband had anticipated, she threw the paper on the table and said crossly:

"What good is that to me?"

"Why, my dear, I thought you would be pleased. You go out so

seldom, and it will be well worth seeing. I had hard work to get the invitation. It is to be a very swell affair, and very few of the clerks are asked. You will see all of the high officials."

"What have I to wear to such a function as that?" she answered sulkily.

"Would not that gown do that you wear to the theater? You always look so pretty in it." To his horror she burst into violent weeping.

"My darling, what is the matter?"

With a great effort she calmed herself.

"It is nothing. Only, as I have no ball dress, I can not go to the ball. Give the card to one of your friends whose wife has better clothes than I have."

These words touched him deeply.

"How much would a ball dress cost you? Something simple, that would be useful to you on other occasions?" he asked.

"I do not know exactly. I think I might manage with eighty dollars."

He turned a little pale, for he had been putting money aside lately for the purchase of a new gun, and he had been looking forward to a gunning trip to Nanterre with some friends the following summer; but he answered bravely:

"Very well, you shall have eighty dollars. Do the best with it that you can."

For days before the ball Mathilde seemed restless and dissatisfied, although her dress was ready and a perfect success. Her husband asked her what she was worrying about.

"I have no jewels," she said; "not one stone of any kind. I shall look quite poverty-stricken. I would almost rather stay at home."

"Why do you not wear natural flowers, they are so much worn now. For two dollars you can get three magnificent roses."

"No," she said pettishly; "there is nothing so humiliating as to look poor among a lot of rich women."

"Why," said M. Loisel, suddenly, "why do you not ask your friend Mme. Forestier to lend you some of her jewels?"

She uttered a cry of delight. "What a splendid idea! I never thought of that."

She flew to her friend, and told her all her troubles.

Mme. Forestier brought out her jewel box and opened it, saying: "Choose for yourself, my dear; take anything you want."

With eager fingers Mathilde turned over the jewels, bracelets, a pearl necklace, jeweled cross. She tried them on before the mirror, finding it hard to decide. At last in a black satin box she found a superb necklace of diamonds. Her heart beat wildly; her fingers trembled as she clasped them about her throat.

"Would her friend lend such valuable jewels?" "Yes, yes; you can wear them, my dear." Mme. Loisel embraced her friend and fled homeward with her treasure.

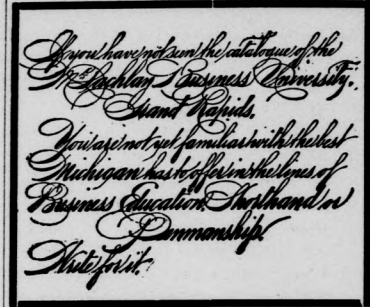
Mme. Loisel was a great success at the ball. She was the prettiest

woman in the room, graceful, smiling, wildly happy. All the men asked to be presented; the high officials asked her to dance; the Minister himself remarked about her beauty.

She danced with such a passion of enjoyment, lost to everything but the triumphs of the hour, in a sort of fairyland of admiration and homage, the atmosphere so precious to a woman, that it was hard indeed to come back to earth again. She consented to go home at 4 o'clock. Since midnight her husband had been peacefully slumbering in an anteroom with several other indulgent husbands, whose wives were enjoying themselves. He folded her wrap carefully about her—the poor little everyday wrap, that looked so mean over her handsome dress. She tried to escape the glances of the other women, who were putting on their costly furs, but her husband insisted that she should wait while he called a cab, as she was too warm to brave the night air. She flew down the stairs and into the street, and walked up and down while her husband sought for a "night hawk." Finally one was procured, and she arrived at her home with a sinking heart. Her happiness was over! She threw off her cloak and stood gazing at herself in the mirror. Suddenly a scream of horror burst from her lips. The diamond necklace was gone!

"The necklace! I have lost Louise's necklace!"

They searched everywhere—in the folds of her dress, her pocket, her



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wrap. The necklace was not to be found.

"Did you have it on when you left the palace?"

"Yes. I felt it when I stood in the vestibule."

"You must have lost it in the cab. Do you remember the number?"

"No."

"Nor do I. I will go at once and search over the route we came."

At 7 o'clock he returned after a fruitless search. He had informed the police, sent notices to the papers and the cab companies, offering a large reward.

Mathilde sat all day brooding upon the terrible disaster. Loisel came home at night pale and haggard.

"Write to your friend that you broke the clasp and are having it mended."

At the end of the week they gave up hope. Loisel, older by five years, declared that the jewels must be replaced. They went from jeweler to jeweler trying to find an exact counterpart, both almost ill with anxiety and distress. At last they found one, and the jeweler said the price was eight thousand dollars, but he would let them have it for seven thousand. They stipulated that if the other necklace were found he would take his back for six thousand. Loisel had three thousand dollars left to him by his father; he must borrow the rest. He borrowed on all sides—four hundred of one, fifty of another, five here, ten there. He signed notes, made ruinous engagements, had recourse to money lenders. He compromised his future career, signed recklessly without knowing how he should pay, hurried to the jeweler's, seized the necklace, and handed over the hard-won seven thousand dollars.

When they returned the necklace to Mme. Forestier she said reproachfully:

"You might have returned it sooner. I might have wanted to wear it myself."

Luckily, she did not open the box. Had she noticed the substitution what would she have thought?

And now began a terrible life for the Loisels. The debts must be paid at once, and Mathilde was determined that she would bear her full share of the burden.

She dismissed her servant, and they took a small room up under the eaves. She did all the work, even to the washing and cooking. She washed dishes and pots and pans, spoiling her pretty white hands and rosy nails; she carried down refuse and brought up water.

Every morning, with a basket on her arm, she went to a market, bargaining and cheapening, and often receiving insult because she tried to make money go as far as possible. Every month they paid off some of their notes, and made others, to gain time. Loisel did expert accounting in the evenings, and at night did copying at five cents a page; anything that would bring in money. This awful life lasted just ten years. At the end of that time they had paid every cent, with interest and taxes. But Mathilde had become an

old woman; she had become rough and coarse, like a woman of the people, with unkempt hair, gown awry, red hands; she talked and laughed loudly as she scrubbed her floors.

Sometimes, however, as she sat at her windows, she would dream of that wonderful evening when she was courted and admired at the ball.

What might not her fate have been had she not borrowed the necklace? Who knows? Life is so strange, so uncertain. It takes such a small thing to make or mar it.

One Sunday she had gone to the park to rest herself after the labors of the week, when suddenly she came face to face with a lady, also walking and accompanied by a little child. It was Louise, still young, still pretty and attractive. Mathilde was much agitated. Should she speak to her? Why not? Now that all the debts were paid she could tell her the whole story. "Good morning, Louise," she faltered. Mme. Forestier not recognizing her, and wondering who it could be that addressed her so familiarly, replied: "I think you must be mistaken. I—"

"No, I am Mme. Loisel," her old friend exclaimed.

"Oh, my poor Mathilde, you are so awfully changed."

"Yes, I have had hard times and much suffering since I saw you last, and you are the cause of it."

"I? How is that possible?"

"You remember the diamond necklace that you lent me to wear at the ball at the palace?"

"Yes."

"Well, I lost it."

"How can that be when you returned it to me?"

"I only returned an exact copy of it. It has taken us ten years to pay for it. You can imagine how hard it has been."

Mme. Forestier started.

"You bought a diamond necklace to replace mine?"

"Yes, you never discovered it, they were so exactly alike."

Mme. Forestier, pale and trembling, seized her friend's hands and cried:

"O, Mathilde, my poor Mathilde, mine were only imitation, and only worth two hundred dollars!"

The value of carrots as a food for horses is not sufficiently recognized in the Northwest. This class of roots can be grown with much certainty. It may not be generally known that five or six pounds of carrots can be fed daily to a working horse with positive advantage and that a limited quantity can be fed to race horses, even when being fitted for the track. Horses are usually fond of carrots. They serve an excellent purpose in keeping the digestion in tone, thus reacting beneficially on the digestion of the other food.

Wealth and fame are the two most unstable things, yet men pursue them the most untiringly.

How easy it is for one to suggest a sure way for some one else to manage a troublesome affair.



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

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

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**CONVICT LABOR.****How the Criminal May Serve the State.**

A novel proposition dealing with the question of convict labor has recently been advanced in an Eastern State. Wearied of furnishing support to the dependent families of prisoners confined for long terms in the State penitentiary, local charities and philanthropists have joined to secure to each felon a reasonable daily wage for his labor, the entire amount to be paid over to provide the necessities of life for the home which crime has robbed of its head. The idea has been cordially received, and it is probable that it will be put into effect in other states, East and West.

This aspect of the present system of penology is one which is generally overlooked, but is none the less of the gravest import. The entire modern plan of punishing ill-doers for the supposed benefit of the law-abiding section of society is a travesty upon justice. Consider for a moment a plain statement of existing conditions. In a given community of a hundred men laboring for their daily bread, ninety and nine faithfully observe the laws, are frugal, unselfish, self-controlled. The hundredth commits a serious breach of law. It does not matter whether he murders or robs, forges, defaults, counterfeits coin, or performs some baser crime. The offense once proved, he is transported to a new life. In place of the decrepit shanty or tenement in which he has very probably previously made his home, he is given a long free lease in a substantial building, where every attention is paid to sanitation, supplied with good water and drainage. He has facilities for personal cleanliness which the honest laborer often lacks, three regular meals a day of a plain but substantial sort, whole and comfortable clothing, regularly renewed, free barbering. He has access to a library, he sits under the services of special chaplains, he is presumably removed from temptations and given every encouragement to form good habits. Every care and responsibility are lifted from him. If he should chance to fall sick he is provided with skilled medical attendance without charge. All that is required of him is obedience to rule and performance of labor with easy hours, often interspersed with long periods of idleness. So poor is the industrial management of most of our prisons that little profit ever results to the state from convict labor, and the people are, instead, heavily taxed for the maintenance of the convict. This tax falls upon the ninety-nine honest men, who not only labor to maintain the ill-doer in comforts of which many of them never know, but who must also, in the name of humanity, divide among themselves the support of the criminal's dependent family.

The proposition to pay the felon a certain limited wage for his labor is one that has often been advanced, and in one or two cases has been experimentally put into operation. To pay over this wage to the family left

helpless by reason of his withdrawal from society is a new thought and one which commends itself by its justice. It leaves the vexed question of the character of the labor which should be performed by the convict still undetermined, but sheds new light upon it for two reasons. First of all, it tends to invest prison labor itself with new dignity and respectability, as it would apply its proceeds to a beneficent object; second, it is safe to venture the prediction that no other measure ever before offered would so tend to reinstate the convict in his own self-respect, supply him with a new and stimulating purpose, and tend to his ultimate regeneration. Nor should it be forgotten that in a considerable number of cases the crime for which a man undergoes punishment is but the result of a moment's hasty impulse or weakness in the face of temptation, and that the demoralizing and depressing influences of prison life under present conditions confirm him in a criminal career. No surer way to lift him above these could be devised than to invest his work with a salutary motive and to let him feel that, although for the time being shut away from society, he may contribute to the happiness and comfort of those who are dearest to him, and thus in some measure atone for the wrong he has done them.

With this readjustment of prison industries, which the truest economy would prompt should be placed on ruling wage scales, there would seem to be no reason why the trades should not withdraw their opposition to the practice of their special vocations within penitentiary walls, so that the time of most prisoners could be employed to the best advantage by permitting them to work on at the callings to which they have been thoroughly trained. At the same time the prison would seem to be a proper trial ground for the test of new industries on the part of the State, or for the introduction of legitimate industrial enterprises which may need a protecting paternal hand to successfully launch them. The resources of Michigan are so vast that a thousand manufactures might be advantageously fostered by the Government, for the ultimate benefit of her people at large.

The one direction in which convict labor may be safely employed, with no possibility of interference with other industrial or labor interests, is in the forwarding of important public improvements. Again it may be repeated that our State is so large and offers such tremendous possibilities for development that all the criminals it can possibly produce during the next five hundred years might be employed for the public benefit in furthering improvements which must otherwise be left undone. New roads throughout her entire habitable and productive territory, new wharves along the lake shores, the improvement of harbors, the deepening of channels, substantial stone bridges along the line of public roads—these

are a few of the beneficial projects which call for more funds and more labor than private purses or public funds can in any other way supply for a hundred years to come. Good discipline, humane treatment, the prospect of a larger liberty and an outdoor life, aided by the consciousness on the part of convicts that their industry was to be applied for the benefit of their families, or, in the case of single men without dependent relation, provide the basis of their respectable re-entry into society, would give reasonable security for the transportation of large bodies of prisoners to points removed from the penitentiaries. Frank Stowell.

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### A Battle That Has Got To Be Fought.

Written for the Tradesman.

It was the "next morning" and things generally were correspondingly blue. Of course he didn't get up on time; of course that born idiot of a roommate had gone without waking him and now with a breakfast of cold everything, including the coffee upon which he expected to live until luncheon, he was feign to admit that these "he" parties that last—well, late—were not what they were cracked up to be. Now he'd got to go into the store an hour after time, he'd got to be docked and he'd got to go "snooping in" past that old cynic of a time-keeper who, he'd be willing to bet, if the truth was known, wasn't half the saint that folks took him to be. So with the day begun in this fashion Jack Howard went out frowning upon the world who, selfish world that it is, frowned just as promptly and as savagely back upon him.

It need hardly be written here that everything that pertained to the generally jovial Jack went wrong that morning. Vexed because he was late at breakfast, his landlady took occasion to remind him that his account was a week overdue and that she needed the money; when he reached the corner he saw the end of his car in the near distance and that meant a fifteen minutes' wait; he was hardly seated in the next car, which had to be five minutes behind time, when who should get in but the Grayland girls; and for some mighty good reasons, which he was piously keeping strictly to himself, he wanted to meet Miss Florence only at his best, and here he was all bunged up with his head feeling as big as a bushel basket, thoroughly demoralized, as cross as a bear, and all because that fool of a Jim Austin hadn't wit enough and kindness enough to wake him when he got up himself. He'd fix him, though—there was no doubt about that—and with that important question settled he silvered the frown-cloud on his face with a smile—the cloud with a silver lining was tame in comparison—and, "assuming a virtue when he had it not," he did his best with the Grayland job which, through his earnestness and their unspeakable kindness, was the only sunny spot in the whole day he had to look back upon when he went to bed.

Of course, he took the earliest opportunity to look the daggers at Jim Austin he meant to plunge into that heartless dastard's breast before he went to sleep, and during that long, lagging, "head-achey" day the one thought that cheered him was what he was going to say to "that Jim" and then quit him. It had come to that at last; it had long been on the way and he had been a fool to put up with that sort of treatment as long as he had. The rooms had been pleasant—there was no denying it—Jim had been more than liberal in terms and he had not always treated him so shabbily as he had this morning; but it is the last straw that breaks the camel's back, that

animal's back was broken and before another sunset the crash would come. Still—

And then came the other side: He got his place through Jim. Motherless, friendless, he had boarded the same train that took them both to Denver. The only vacant seat he found in the whole train was with Jim and that was ten years ago, when he was twelve years old and Jim was twenty-two. He didn't have to ask for the seat either. Before he reached it the seat next the window was cleared for him and with the first cheery greeting he had heard in weeks for him the young fellow had told him to "tumble in there quick if he knew what was good for himself!" He was hungry and Jim saw it. Open came the well-filled lunch box, and the fried chicken and the veal sandwich and the cake that was cake and the big Bartlett pear and the bigger Crawford peach managed in some way to take away his appetite, say nothing about his hunger; and when both were disposed of Jim found out that his traveling companion had no plans and nowhere to go and when they reached Denver the big fellow said to the little one, "Jack, you want to come right along with me" and that's what the little one did and that's what he's been doing ever since.

That was all very well; but "there comes a time when the elder brother feature plays out. I didn't mind walking in Jim's shadow for a good many years and I don't mind now taking some of his well-meant advice; but when it comes down to this, that, because I go out of an evening when he says I'd better not and go in with a lot of jolly fellows whom he doesn't approve of, and have the kind of a time that he scowls at, he won't wake me up in the morning and I get

docked and stand a good chance for a front-office roast, why, then, I say that the time has come to put a stop to the whole blamed business and I go my way and let him go his.

"This thing has been going on now for something like five years. At first he got blue because I found out the difference between the jack and the ten-spot. Then when he saw I was level-headed enough to keep out of betting and playing for money, he condescended to let me play whist and euchre and took me along with him when he played himself. Wasn't there a row, though, when I asked him if an occasional cigar would shorten extensively my fair young life! One would have thought that I had committed the unpardonable sin. A fellow at seventeen can't put up much of a fight with a man of twenty-seven and I let him have his way. It happened in that case that he was right and I put off smoking until I got my growth and I'm all the better for it; but now this other thing has come along and, because I gave up to him then he fancies I've got to do it now and it's the 'got' I'm going to kick against. He's going to understand that I'm twenty-two and that 'I ain't goin' to be his little boy any more.'"

In the meantime, while this tempest was raging in Jack Howard's breast, Jim Austin was doing his best to make things easy for the young fellow who came with him to Denver. He interviewed the time-keeper, accounting for Jack's lateness beforehand and so preventing the docking. Coming early himself he had time to take care of his own and Jack's preliminaries, so that when that young gentleman finally put in an appearance no time had been lost and the lateness was no more than noticed. He could not fail to see

that the storm signal was up in Jack's face; but Jim Austin at the close of his third decade sympathized with his younger brother and concluded that the boy must have his prodigal time and he'd see to it that the ring for his hand and the shoes for his feet and the new robe were ready for him when the time came and he had long ago determined that that time should come early enough to prevent the filling "his belly with the husks that the swine did eat."

It was not often that the two dined together—except on Sunday—or came home together, so that Jim was in smoking-jacket and slippers and was luxuriating in his big easy chair with evening paper and cigar when Jack came in.

"A little late, young feller, a little late. I want you to hike off to bed as soon as ever you can, for I've a couple of tickets for Othello to-morrow night and I want you to use one of 'em. See?"

"You can take your tickets and go plump to hades with 'em for all of me! I want nothing to do with them, or with you either, for that matter!"

The slippered feet came from the footrest that was comfortably supporting them, the evening paper fell into the reader's lap, a pair of inquisitive eyes were lifted to the late-comer's face and the man in the easy chair, with something like a smile on his countenance, waited patiently and in silence for the cloudburst.

"Why didn't you wake me this morning? What did you go out for and leave me here to be docked when just a word would have saved me from that and from the wretchedest day I ever had in my life? Everything has gone wrong and for it all I've you to thank. It's the last time

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you're going to do it, though, I can tell you that. I'm going to get out of here before to-morrow night and don't you forget it. The trouble with you, Jim Austin, is that you've somehow got it into your head that you're still bringing me up. I'll get away from you and you can get another job. I'll see if I can't go out when I want to and stay out as long as I want to and come home when I want to without having you meddling with it as if it was some of your business. Put that in your pipe and smoke it!"

Without a tone of temper in his voice Jim Austin leaned his head against the high back of his chair and laughed long and heartily. "Jack," he said at last, "you never would have asked me that first question if you had known the time I had trying to wake you this morning. Three times I tried it and every time I kept at you until you sat up in bed and with your eyes wide open told me if I didn't let you alone and clear out you'd knock my blank head off. Even that wouldn't have stopped me if I had had time. Then, when I saw that I'd got to leave you or be docked myself, I hurried away and got there in time to save us both. Then, if you were awake when you got down there, you must have seen that somebody had been opening up for you. Well, that somebody was I and in spite of the funny way you have of thanking me, do you know, you blooming idiot, I'll do it again the very first chance I have? Say, do you know it?"

"Well, I be—"

"Oh, cut it out, Jack! You'll be just what you have always been ever since you helped me eat my luncheon on our way to Denver—the best Jac. in the world! Do you remember that? Ten years is a good while for two fellows to stick together as we have. Do you know I was thinking of that to-day and every once in a while I'd look over to your side of the store and think of the twelve-year-old whom I hustled into the car seat next to the window to help me endure to the end of it the most tiresome journey I had at that time taken. The ten years have made men of both of us, Jack, only I think you are more of a man at twenty-two than I was. You see, boy—but here; pull up your big chair and take this cigar that I bought for just this time and occasion. Yes, it's a good one, as you'll find the minute you've lighted—"

"I guess, Jim, you'd better kick me first and have it over with. I'm sorry to trouble you; but to put up the good job I want you to, you'll have to put on your right shoe. Where is it? I'll get it for you."

"Here, stop your nonsense and utilize my lighted match. Have a little sentiment about you. There. Now, as I was saying, at twenty-two my chances for Paradise were not promising; but after you came to me and I felt that I must look out for you I did what I could to keep you from getting into the same road that I got into—a road that was leading and would have led me to the ever-

lasting bonfire, if you hadn't kept me out of it. I kept you from smoking until you got your growth and I've kept you so far from making a fool of yourself over drink and—"

"No, you haven't, Jim. That's what's the matter with me to-day. I must out with it. I was drunker than a lord last night and the fellows had to help me home. Now what do you say?"

"That's easy. What are you, Jack Howard, going to do about it? It's your business, not mine, thank the Lord. What are you going to do about it?"

"Oh, I don't know. I'm disgusted with myself and have been for months. I believe, Jim, the only hope for me is to get away from here and go somewhere else and begin all over again."

"Good. Now you find a place where temptation—this same, old, commonplace, devil-sent temptation—can't find you and I'll buy your ticket and see you off. There isn't any such place, and you know there isn't. If you 'take the wings of the morning and fly to the uttermost parts of the earth,' the same old temptation will greet you at the landing and will take you right over to his hotel! Now, Jack, this battle has got to be fought, you have got to fight it and you've got to fight it right here in Denver. I'll be your second. I'll see that you have fair play. But that's all I can do or want to do. Either you or this temptation is going down. It is going to be a fight to the finish and you'll either lick or be licked. Now, you think you haven't strength enough to win this fight. You haven't tried. All you have been busy about is to keep it from me, and I want to tell you, Jack, for your own comfort, that there hasn't been so far a single tear that you've been out on that I haven't known about almost before you got home. Now you've come to that point where you see what has to be done and you don't want me to tell you what to do. I shall be interested in the outcome. I shall be very much interested in the fight and I am glad to know that you're going to win. Here's to you in a glass of buttermilk, a beverage I have found to be far superior to the stuff that you swallowed last night and one that I can strongly recommend in your fight with the battle."

I am glad to announce that Jack Howard licked.

Richard Malcolm Strong.

#### How Codfish Are Caught.

Cod fishing is done with dories and trawls. The dories are flat-bottomed, sloping-sided boats, which fit into one another in the ship's waist, economizing space thereby.

Each dory takes two men and the whole crew, except the captain and the cook, go off in them every suitable day and set the trawls in the water outward from the ship like spokes from the hub of a wheel. Trawls are long lines, each with 3,000 hooks attached at intervals of a yard, every hook baited with some smaller fish, either herring, caplin or squid, that

the cod affects. The trawls are anchored at each end, baited in the day, left lying over night and are stripped of their accumulation of fish next morning, being baited again when "overhauled."

The fish are taken to the vessel in the dories, eviscerated, washed and salted. This routine continues until the bait is exhausted and then the vessel returns home, lands the fish, takes more bait and salt and goes out again. At St. Pierre her catch is taken in hand by the graviers and women who submerge it in crates until the salt has been washed off. Then they scrub each fish with a hard, coarse brush, and pile them in heaps to drain. This done, they are next spread on the beaches to dry in the sunlight and air. The beaches consist of several acres of flat ground, covered with bassalt stones worn round by the motion of the sea for ages.

These stony fields surround St. Pierre and thousands of cod are displayed there on a fine day. Every evening, or if fog or rain threatens, the fish are gathered up again and are covered with tarpaulins. The process is repeated until the fish are quite dry and hard. Dry fish are piled in round stacks, the rest in oblong ones. When a sufficient quantity to load a vessel is obtained it is packed into her hold and shipped to market. The extent of the codfishing of Miquelon and St. Pierre may be indicated by the record of the catch of those islands in 1902, which was 72,500,000 pounds.

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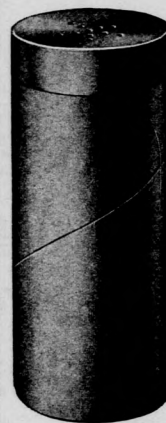
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# NEW YORK MARKET

## Special Features of the Grocery and Produce Trade.

### Special Correspondence.

New York, June 11—Business in the coffee market has been quiet all the week. Buyers seem to think that quotations are rather above actual value and are not ready to place extensive orders on the present basis, so that no sales of importance have been chronicled. At the close Rio No. 7 is worth 6½c. In store and afloat there are 2,801,403 bags, against 2,340,096 bags at the same time last year. For mild grades the market has been more active and some really good orders have been placed for some Bogota coffees at about 10¼@10½c. Good Cucuta is steady at 9c. For East Indias there is a steady call at unchanged rates.

There has been a steady call for refined sugar on old contracts and very little doing in new business.

There were rumors of a cut in rates on Friday, but they were not substantiated. It has been a cold, stormy week throughout this section of the country and only until to-day have we seen the sun shine. With some steady summer weather the sugar market will take on a new lease of life.

Dulness characterizes the tea market. Sales are few in number and buyers take only limited quantities. Some concessions are said to be made in price of medium grades without even then interesting buyers. Low grades are fairly steady.

Precious little is to be said about the rice market. There is almost no demand, nor do sellers seem at all anxious to exert themselves, preferring to bide their time. Orders generally are for hand-to-mouth supplies and quotations are entirely without change.

In spices importers are very firm in their views, but buyers show little or no interest in the matter, preferring to let the future take care of itself.

The summer dulness of course prevails in the molasses market and orders are limited in number and size. Quotations are unchanged and steady. Syrups have met with a fair call and prices are well sustained with good to prime 18@23c.

In canned goods there has lately sprung up a really active demand for tomatoes, or at least the demand is good as compared with other weeks. Many carlots have been sold in Baltimore and by the time new goods are ready the situation will be favorable for their reception. The figure of 62½c, which prevails, is readily obtainable—f. o. b. factory—but the tendency is toward a higher basis. The pack of peas in the South is lighter than usual and new quotations will be given out Monday. Trading in the article has been light. Corn is quiet and the season is not far enough along to say anything of the

future crop. Little has been done in salmon, and those interested have had time to read the usual pros and cons of the situation as set forth by opposing authorities. California fruits are steady.

Little, if anything, is being done in dried fruits. With the likelihood of a short peach crop on the Pacific coast there is said to be a tendency to advance quotations on the same. Spot stocks are said to be pretty well sold up and new goods will find a waiting market. Currants are firm.

There is hardly a bit of change in the butter market. While an occasional lot will fetch 18½c, it is not frequent enough to cause this quotation to be correct, and 18@18¼c will be nearer the mark. Seconds to firsts, 16½@17½c; imitation creamery, 14@15c; factory, 12@14c; renovated, 13½@15c, and packing stock about 11@12c.

The cheese market continues unsatisfactory for almost all grades and the continuation of low rates is likely. Exporters are doing almost nothing and this is to be accounted for by the extremely large supplies of cheese in Great Britain, which are almost double the usual supplies. Not over 7½c can be named for the general run of full cream, although a very choice lot of small size cheese might fetch 7½c.

Little life is shown in the egg market and best Western will not fetch over 18½c; seconds to firsts, 16@17½c. Supplies are not excessive, but there seems to be enough stock to "go around."

## Woman Clerks in Germany.

Women have become an indispensable factor in the German postal telegraph and telephone service, it seems, in spite of the conservatism which prevented the utilization of feminine activities in public work in Germany until nearly half a century later than in France and England. United States Consul Monaghan, of Chemnitz, in his recent communication to the United States Department of Commerce and Labor, reviews briefly the conditions and requirements which are of interest as showing the progress of women in the fatherland.

It is not every woman who can obtain a position in the German postal service, so strict are the government regulations respecting age, character, education and health. A government medical examiner pronounces upon the health, which must be perfect; the age must not exceed 30 or be under 18, and a good common school education is a primary requisite. Possessing all these qualifications, the woman candidate is eligible only to a position as assistant in the post-office, and the highest salary she can hope for is \$119 a year. In the telegraph and telephone service, however, all grades of positions are open to women, although the rules of admission are equally strict, and no women with children are employed. Four thousand women are now engaged in the telephone service of the German empire, it is stated, 1,000 of them being in Berlin. The hours are

light, ranging from six to eight a day.

The highest pay which a woman can draw in German telephone offices is \$357, which is said to afford a comfortable living in Germany, but is a low wage compared to that to be obtained in England, where experienced telephone clerks get \$600 and chief supervisors are paid as high as \$2,550. In Germany, however, it must be noted that women on their withdrawal from active labor after the prescribed number of years of faithful work are awarded a government pension on the same plane with the men.

## To Grow Miniature Trees.

It is quite possible for anyone to own a forest of miniature oaks, which may be grown even without the aid of soil. In order to rear a miniature forest procure a shallow dish and cover the base of it with moss an inch thick. Then set a number of good acorns in rows about two inches apart, and a perfect little forest of oak trees can be raised. The moss must always be kept very moist and the acorns will begin to grow in the spring. By June or July they will have raised themselves six to eight inches high and will form a charming sight for any lover of trees.

## Too True.

Ted—She said she'd scream if I kissed her.

Ned—That shouldn't have prevented you. If you kiss a girl properly she can't scream.

New Crop Mother's Rice  
100 one-pound cotton pockets to bale  
Pays you 60 per cent. profit

## RUGS FROM OLD CARPETS THE SANITARY KIND

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

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Grand Rapids, Mich.



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Is guaranteed to be the best stock food on the market. You will find it one of your best sellers and at a good profit. It is put up in neat packages which makes it easy to handle. See quotations in price current.

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## Nothing like it. Like what?



Why, the Wilcox perfected delivery box. Grocers want it everywhere. Outwears a dozen ordinary baskets and looks better than the best. No broken splints or "busted" corners. Nest perfectly and separate easily. Ask your jobber or write us. We also make No. 1 Baker and Laundry Baskets.

WILCOX BROTHERS, Cadillac, Michigan

## BUSINESS BRINGING.

## How an Employee Attracted Trade to a Store.

Written for the Tradesman.

"I wrote up one of your co-workers not long ago," I said to a pleasant young lady employed in the shoe department of a certain local store.

"Did you!" she exclaimed, a smile of interest appearing in her face. "I hope it was something pleasant," she observed, with a question in the voice.

"Oh, yes," I said, hastening to answer the tone of enquiry. "It was about that young man who waited on me last week, when I got the five pairs of shoes—you remember?" I asked, anxious to give credit where credit was due. "He was so pleasant, and tried on so many different sizes and styles, in order to suit me as to fit and what I need on various occasions for the coming season's wear, that he added the price of next to a half dozen pairs of shoes to his sales credits."

"Yes, I recollect the transaction," said my polite clerk's fellow-worker. "He tried to please you and the many shoes he sold you indicated his good salesmanship."

Then we fell to talking about shoe store methods in particular, drifting to ways of service adopted by dealers and their help in other lines of trade as well.

"I should think," I commented, "as much competition as there is in the shoe business in Grand Rapids, that those engaged in it could ill afford to drive away trade by downright incivility, careless, slipshod acts or even lukewarm interest toward in-comers, whether regular customers, transient visitors or only possible future patrons of the place."

"It goes without saying," I continued, "that stock owners themselves would endeavor their utmost to give satisfaction to those entering their establishments, but, of course, no matter how many rules they might lay down as to deportment of employees, they could not absolutely control their clerks' attitude toward the entering public."

"Recently I had occasion, in the Tradesman, to criticise harshly the 'unmannerly manners'—if I may use the term—of a particular downtown Grand Rapids shoeman. This time it was not hired help but the proprietor himself who gave offense."

"When I went into his store I was drawn there by the handsome display of Oxfords in his show window, and I fully intended to buy if I found what suited me as to style and fit and general appropriateness as to the lines of my foot, which is peculiar," I explained, "in that I can not put everything on it and have it present a satisfactory appearance. Consequently I always expect difficulty—and generally encounter it—in finding shoes for various purposes that shall fill both good-fitting and good-appearing requirements."

"As a result of this singularity of pedal extremity," I went on (it was a dark, rainy morning, there was no one coming in the store that early and the young lady's department was

in spick-span order, so she replied in the negative when I asked if I wasn't hindering her by my chitchat), "I almost invariably tell a shoeman at once that I am 'only looking.' Then, if I do no more—if I make no purchase of his goods—he can not see me leave the place with a feeling of unwarranted disappointment; that's the better way for me to do, always."

"Well, this merchant whose name I might mention—but won't—" I smiled, "was all suavity when I entered the store—before I opened my mouth, mind you—but when I said that I 'only wanted to ask the prices of some shoes in the window' his countenance took a sudden below-zero drop and his erstwhile sunny manner began quickly to assume a North Pole frigidity. By contagion, my enthusiasm for 'those shoes in the window' commenced to wane and a feeling of positive antagonism to creep over me."

"Needless to say, I left that dealer's store without a 'fit'—in shoes, I mean, but I nearly had another kind of one, I was so mad to receive such uncalled-for treatment at his hands!"

"I don't know how the man could ever expect to see me inside his store again if he couldn't be decently polite when one entered it to enquire the price of goods," I ended, sputtering.

"I don't blame you," consoled the young lady clerk. "And another thing: It is never good policy to attempt to foist on a customer—present or prospective—anything for the feet that he seriously objects to, for if he takes such footwear we are more than likely to lose his custom permanently—irrevocably. The one who buys the shoes has to wear them, not the one who sells them, and if they are unsatisfactory in any way the customer, if he be the least bit sensitive in temperament, is bound to recall with a feeling of resentment, if with no stronger emotion, the one who sold him the offending foot-covering. And that argues no good for the store where the shoes were sold."

"I myself try my best to establish such cordial relations with our customers that every time I sell them a pair of shoes, or even rubbers, they shall be so thoroughly pleased with the fit, quality and style of the goods, and with my part of the transaction as well, that the next time they are in need of anything in the line of footwear I myself and nobody else shall pop into the head."

"Every clerk should make this the entire aim of his store existence: to get a personal following of customers—a personal following—I can't emphasize the idea too strongly. He owes this to the man who pays him his weekly wages, and how much more so to himself, if he desires and expects to make a success of the work in which he is engaged. And this is true of the clerks in all varieties of stores—not only those where shoes are sold."

"I recall a disagreeable experience my married sister had in one of our large dry goods stores:

"She wished to get a new carpet for her front parlor. She wanted one for the back parlor, also—just alike—

but thought she would go to the expense of only the one that spring; perhaps another year she would take the new front parlor carpet for an upstairs bedroom and then get alike for the adjoining downstairs rooms."

"We went to one large Monroe street store, and they were real nice to us, although we told them we were 'only looking around.' They showed us a whole lot of elegant new goods. They were beautiful in pattern and artistic in coloring and any one of three or four out of the two or three dozen they handled over would do nicely for my sister's purpose. We were more than satisfied as to the goods themselves, the prices and the treatment accorded us."

"But, as my sister told them, we 'did not want to decide until we had gone to several other places—they might see us again and they might not.' We thanked them heartily for their obligingness, their evident desire to please, and left for the next store we had in mind."

"Here we were met, on emerging from the elevator, by no pleasant-faced clerk, as in the other place, but had to find our way unaided to a dreary part of the floor, where we hunted up a clerk."

"Our hearts fell when we looked at his sour countenance and met his chilly reception. We told him that we 'wanted to look at carpets.'"

"Before we had an opportunity to particularize as to quality, and without offering us any chairs, he walked shufflingly down to the other end of the department and began sorting over a pile of yard-and-a-half samples. Bringing a half dozen as slowly back, he flung them down as if he hated them—and us with 'em—and stood aside, not offering a single word by way of praise or suggestion."

"We glanced openly at the few samples lying on the floor, and then surreptitiously at each other."

"The weather was windy and lowering that morning, so we were not dressed in our 'glad rags' (but that was no reason we had no better at home), and I suppose the clerk, as is such an error with some, had 'sized us up' by our apparel and thought we were about of the tapestry-Brussels sort. At any rate, he made no effort to show us anything better, and, in fact, had made not the ghost of an attempt to find out if we wanted the grade he did show us."

"We wish something better," said my sister; "and these are all old-style carpets you are showing us. We want something that is just out—the very latest in pattern."

"These are all new," confidently declared the fellow, with a strong accent on the 'all.'"

"I beg leave to differ with you, I don't call these new," averred my sister."

"The clerk reiterated his statement, with added vehemence, his entire manner taking on the defensive."

"I won't say you have the intention to deceive us," replied my sister, "but you are certainly mistaken as to your assertion about 'all' of these samples being new goods, for

my next door neighbor has a carpet on a bedroom exactly like this," and she touched one of the shopworn samples with her foot, "and she purchased it at this place three years ago!"

"My sister said afterward that she couldn't, for the life of her, prevent a note of triumph creeping into her voice, in this clinching remark, and you would almost have pitied that clerk could you have seen the look of embarrassed defeat that crimsoned his face."

"The fact of the matter was, he was trying to palm off some old 'P. M.'s, on our supposed ignorance, seemingly judging—or misjudging us, rather—by our rainy-day attire."

"We wasted no more time in that store, going back to the first establishment, without even further 'looking around,' where my sister decided on one of the fine samples of velvet carpeting first shown us. (The clerk here, you see, hadn't so much as asked us what grade we desired but had gone on the supposition that we wished the best he had)."

"And not only the front parlor did my sister purchase a carpet for, that time, but a week later went back and ordered more—the next room looked so shabby by contrast that she couldn't bear to look at the old floor-covering."

"And then, for the same reason, the draperies and lace curtains no longer looked pleasing to her and she must have new to go with the elegant carpets."

"So the store that was courteous to us—that didn't judge the size of the pocketbook by the looks of the raiment—got a respectable little order."

As a child I always abominated AEsop's Fables for this reason: They always poked the word Moral at you, just as if you had not a grain of perspicacity! So I will conclude this with the closing words of the bright young lady shoe clerk. T. T.

## Recent Business Changes Among Indiana Merchants.

Edgerton—E. & J. Collins, dealers in general merchandise, have dissolved partnership. The business will be continued by Collins & Worland.

Fort Wayne—T. J. Kucher, dealer in musical instruments, is closing out his stock.

Indianapolis — Robert Lostutter, dealer in drugs, has uttered a chattel mortgage to the amount of \$2,000.

Mount Vernon—B. W. Wilson has purchased the grocery stock of G. A. Ashworth.

Oolitic—Joseph Anderson, Jr., has sold his stock of general merchandise to S. P. Mitchell.

Terre Haute—The Tiona Refining Co. succeeds the Tiona Oil Co.

Decatur—H. H. Bremerkamp, flouring mill operator, has uttered a real estate mortgage in the sum of \$5,000.

Muncie—The W. Colvin Music Co. has uttered a chattel mortgage of \$1,300.

Nervous dyspepsia is one of the symptoms of plutocracy.



## Which Foot To Fit.

"The question of which foot to fit is an important one to us," said the saleswoman in a fashionable shoe store as she laced a stylish pair of patent leathers.

"It may seem strange to you, but it is rarely that we do not experience some trouble in fitting one foot, while the other is easily covered. A popular belief obtains that the left foot of every person is the hardest to fit, and consequently many people always try a shoe on that foot first. It is not true, however, according to my observation, that there is any inflexible rule as to which foot to try first.

"It is true, nevertheless, that in a majority of cases if you succeed in fitting the left foot you will have no trouble with the right. My practice is to try both feet before I pronounce a pair of shoes a perfect fit. Then I am sure of avoiding any mistake growing out of peculiarities of foot formation. No two people have feet formed exactly alike, and the shopkeeper who thinks so and is governed accordingly will meet with many complaints. For some time I have puzzled over the problem of fitting shoes to feet, and especially as to why the left foot should be considered the standard by which to be governed.

The only rational theory I have ever been able to evolve is a very simple one when you come to consider it. Nine out of every ten people you meet are right-handed, as we say. About one person in ten uses his left hand. If you will observe a person who uses his right hand when standing and talking you will find they invariably rest the weight on the left foot. And vice versa a left-handed person will rest his or her weight on the right foot. The result is that with right-handed people the left foot is a fraction larger than the right foot, and the boot-maker must inevitably find this to be a fact sooner or later.

"That, in my opinion, is the explanation of the common belief that the left foot is the standard to go by in the fitting of shoes. But, as I have already said, there is no rule that is absolutely safe to follow, and my plan is always to fit both feet before I let a customer leave the shop."—Shoe and Leather Gazette.

## Resolution Adopted by Piano Manufacturers.

At the annual convention of the National Piano Manufacturers' Association, held at Atlantic City, May 26, the following resolution was unanimously adopted:

Resolved—By the National Piano Manufacturers' Association of America, in convention assembled, that, favoring, as we do, liberty and freedom, and opposing as we do license and slavery, we hereby declare for the following principles in the relations between employer and employee:

First—For the absolutely "open shop" now and hereafter.

Second—For the strict, faithful and constant enforcement of law and maintenance of peace and order.

## Hardware Price Current

## AMMUNITION

Caps	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers	
No. 2 U. M. C., boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads	
Black edge, Nos. 11 & 12 U. M. C.	60
Black edge, Nos. 9 & 10, per m.	70
Black edge, No. 7, per m.	80

## Loaded Shells

New Rival—For Shotguns	
Drs. of Powder	Size Shot Gauge
No. 120	4 1/2 10 100
No. 129	4 1/2 9 100
No. 128	4 1/2 8 100
No. 126	4 1/2 7 100
No. 135	4 1/2 6 100
No. 154	4 1/2 5 100
No. 200	3 1/2 10 12
No. 208	3 1/2 8 12
No. 236	3 1/2 6 12
No. 265	3 1/2 5 12
No. 264	3 1/2 4 12

Paper Shells—Not Loaded	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder	
Kegs, 25 lbs., per keg.	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60

Shot	
In sacks containing 35 lbs.	
Drop, all sizes smaller than B.	1 75

Augurs and Bits	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes	
First Quality, S. B. Bronse	6 50
First Quality, D. B. Bronse	9 00
First Quality, S. B. Steel	7 00
First Quality, D. B. Steel	10 50

Barrows	
Railroad	15 00
Garden	33 00

Bolts	
Stove	70
Carriage, new list	70
Plow	50

Buckets	
Well, plain	4 50

Butts, Cast	
Cast Loose Pin, figured	70
Wrought Narrow	60

Chain	
Common	1/4 in. 5-16 in. 3/4 in. 1/2 in.
BB	1/4 in. 7/16 in. 1/2 in. 5/8 in.
BBB	3/8 in. 7/16 in. 1/2 in. 5/8 in.

Crowbars	
Cast Steel, per lb.	5

Chisels	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

Elbows	
Com. 4 piece, 6 in., per doz.	75
Corrugated, per doz.	1 25
Adjustable	40 & 10

Expansive Bits	
Clark's small, 1 1/8; large, 2 1/8	40
Ives' 1, 1 1/8; 2, 2 1/8; 3, 3 1/8	25

Files—New List	
New American	70 & 10
Nicholson's	70
Heller's Horse Rasps	70

Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List 12 13 14 15 16 17	
Discount, 70.	

Gauges	
Stanley Rule and Level Co.'s	60 & 10

Glass	
Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the Light	dis. 90

Hammers	
Maydole & Co.'s, new list	dis. 33 1/2
Yerkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	30c list 70

Hinges	
Gate, Clark's 1, 2, 3	dis. 60 & 10

Hollow Ware	
Pots	50 & 10
Kettles	50 & 10
Spiders	50 & 10

Horse Nails	
Au Sable	dis. 40 & 10

House Furnishing Goods	
Stamped Tinware, new list	70
Japaned Tinware	30 & 10

Iron	
Bar Iron	2 25 c rates
Light Band	3 c rates

Nobs—New List	
Door, mineral, jap. trimmings	75
Door, porcelain, jap. trimmings	85

Levels	
Stanley Rule and Level Co.'s	dis

Metals—Zinc	
600 pound casks	7 1/2
Per pound	8

Miscellaneous	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	60

Molasses Gates	
Stebbin's Pattern	60 & 10
Enterprise, self-measuring	80

Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10

Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/4 c per lb. extra.	

Planes	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 75
Wire nails, base	2 30
20 to 60 advance	Base
10 to 16 advance	5
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	35
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45

Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

Ropes	
Sisal, 1/4 inch and larger	10

Sand Paper	
List acct. 19, '86	dis 50

Sash Weights	
Solid Eyes, per ton	30 80

Sheet Iron	
Nos. 10 to 14	33 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades	
First Grade, Doz	6 00
Second Grade, Doz	5 50

Soldier	
1/4 @ 1/2	21

Squares	
Steel and Iron	60-10-5

Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25.	

Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50.	

Boiler Size Tin Plate	
14x56 IX, for No. 8 & 9 boilers, per lb.	13

Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25

Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	3 00
Barbed Fence, Painted	2 70

Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

Wrenches	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

## Crockery and Glassware

## STONEWARE

Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	52
10 gal. each	66
12 gal. each	78
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70

Churns	
2 to 6 gal., per gal.	6 1/2
Churn Dashers, per doz.	84

Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10

Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2

Sealing Wax	
5 lbs. in package, per lb.	2

LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50

MASON FRUIT JARS	
With Porcelain Lined Caps	
Per Gross.	
Pints	4 00
Quarts	4 50
1/2 Gallon	6 25

LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54

Anchor Carton Chimneys	
Each chimney in corrugated carton	
No. 0 Crimp	1 80
No. 1 Crimp	1 78
No. 2 Crimp	2 78

First Quality	
No. 0 Sun, crimp top, wrapped & lab.	1 91
No. 1 Sun, crimp top, wrapped & lab.	2 00
No. 2 Sun, crimp top, wrapped & lab.	3 00

XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	3 25
No. 2 Sun, crimp top, wrapped & lab.	4 10
No. 2 Sun, hinge, wrapped & labeled.	4 25

Pearl Top	
No. 1 Sun, wrapped and labeled	4 60
No. 2 Sun, wrapped and labeled	5 30
No. 2 hinge, wrapped and labeled	5 10
No. 2 Sun, "small bulb," globe lamps.	80

La Bastille	
No. 1 Sun, plain bulb, per doz.	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 85
No. 2 Crimp, per doz.	1 60

No. 0 Sun	1 60
No. 1 Sun	1 72
No. 2 Sun	2 54

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Underwear**—The orders now coming in for fall lines indicate that the season's business should attain fairly liberal proportions, provided nothing occurs to alter the buyer's present estimate of values in relation to the cost of the raw material. Some of the largest houses report that the number of orders received up to the present time has been over and above the usual proportions, with no apparent falling off in interest. This goes to prove what had already been believed, that stocks of winter underwear had been pretty thoroughly exhausted by reason of last season's unusually heavy call for heavy goods. This apparent feeling of confidence on the part of the buyer, in such marked contrast to his actions in the past, has resulted from a wide-spread belief that prices on woolen underwear are likely to go above the present level, owing to the strength shown in the wool market to-day. The hosiery market continues strong, tans and browns coming in for their full share of interest.

**Staple Cottons**—The New York Commercial of June 10 contains the following: There was no little consternation in the primary market to-day when it was learned that Marshall Field & Co., of Chicago, had notified the dry goods trade that it would supply four-yard sheetings at 5c a yard. Local selling agents have been demanding 5½c for four-yard 56x60s until very recently, when buyers have been able to obtain them on the quiet at ¼c below that figure. This was as low as the agents would go, and many good-sized orders have been turned down because the buyer would not pay even that price, and when it was reported in the market to-day that Marshall Field & Co. had offered them at 5c, commission sellers were staggered. One of them said that previous to to-day a buyer would have to take a very large quantity to induce his mills to part with these cottons at less than 5½c and even at that price it was declared that the mills would lose money. It was said that the personal representative of Marshall Field was in the city and that a number of large contracts were made with users of these cottons. The only other feature commanding particular attention was the continued demand from the Orient for lightweight sheetings. Brokers visited the market with a view to obtaining such quantities as possible at a price suitable to the foreign buyer, and considering the willingness to move goods just at the present time it was conjectured that the aggregate purchases for the Orient would amount to several thousand bales. It seemed to be for the sellers to decide as to whether the orders would be placed, as the demand was apparently urgent. There was some call for

3.25-yard drills, but sheetings of lighter weight formed the bulk of demand. Prices obtained were jealously guarded.

**Dress Goods**—Reorders for dress goods are coming to hand, although slowly, yet buyers seem more or less anxious to do business. The volume of initial business on plain fabrics was exceedingly large, yet to-day there seems to be no great certainty as to whether the buying should be done on plain or fancy to the greater extent. On fancy the business is considerably less than what was expected. The jobbers had some call for outing flannels and have been taking fair quantities of these goods.

**Carpets**—From the manufacturer's point of view the carpet situation is not as encouraging as it might be. Orders were not as numerous nor the quantities ordered as large at the late opening as at openings in past years. The buyers who attended the openings did so with the intention, in nearly every case, of placing good sized orders, but on the first day the prices quoted were so much lower, in some cases, than what they expected that this, combined with a rumor of rivalry among some of the larger manufacturers, caused them to hesitate about placing their orders at once. On the second day a large manufacturer of three-quarter goods offered them at a reduction of 2½c a yard below the price asked the first day. To the buyers this was strong confirmation of the rumors that a fierce rivalry existed among the manufacturers, and that by waiting, still lower prices would be quoted. In accordance with this belief many of the buyers returned home without placing their orders, or, if they did place any they were only to supply immediate wants. Under these circumstances nothing remained for the manufacturers but to send their salesmen out to the buyers. As yet the returns have not been large as the buyers are still holding off in expectation of a further reduction in prices. It is doubtful if this expectation will be realized as the prices are now at bedrock and it is doubtful if any rivalry that may exist among the leading manufacturers is so intense as to lead them to dispose of their production at less than cost, and that is probably what a further reduction in price would mean when the present condition of the raw material market is taken into consideration. In fact, some of the leading manufacturers claim that the present prices will be firmly maintained. Distributors report a good cutting-up business during the past week.

**Hosiery**—Some time ago indications began to point to a season of activity in the hosiery market, and more recent developments have simply served to show that those indications were not misleading. The manner in which the situation has shaped itself during the past six weeks has been the cause of no little interested comment, being in direct contrast to the inactivity shown by certain other lines of knit goods. It had been quite generally conceded

## White Overalls



Are now in very good demand. Painters, paper-hangers and bricklayers find the "Empire" make well adapted for their work because of the liberal cut and good fit. "Empire" Overalls have the patented pocket, a feature that increases the sale without increased cost to the merchant. Try them.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Michigan

## Remember That We Carry a Complete Line

Rush, Straw, Chip, Felt, Cowboy  
Hats

Shop, Yacht, Golf, Jockey, Outing  
Caps

From 45 cents to \$18 a dozen

**P. Steketee & Sons, Grand Rapids**

## Wrappers



We still offer our line of fancy mercerized Taffeta Wrappers in reds, indigos, light blues and blacks; also full standard Prints and Percales; best of patterns in grays, blacks, indigos, light blues and reds, sizes 32 to 44, at \$9.

Also a line of fancy Print Wrappers in light colors, Simpson's and other standard goods, lace trimmed, at \$10.50.

Our usual good line of Percale Wrappers in assorted colors, \$12.

We solicit your patronage.

**Lowell Manufacturing Co.**

87, 89 and 91 Campau St.

Grand Rapids, Michigan



ed that stocks of lightweight hosiery in second hands were far from large, hence one has not far to look for an explanation of the activity shown by the market. The effort to bring tan shoes into popularity once more has met with marked success this year after several seasons of failure. The natural result has been a revival of interest in tan hosiery. In fact, the demand has shown such a sudden increase in this particular direction that more than one manufacturer is said to have been taken unawares. Nor is it a case where but one color is selling well, since all shades of brown are profiting by this revival of interest. Now that such colors have been generally accepted as correct, it is probable that they will be in greater demand than ever. To show that the demand has not been confined to one particular direction, it is well to note that all plain colors, including grays and blacks, have been selling well, the former having within the past two or three seasons attained no little popularity for summer wear, while the latter is regarded as a staple color always in demand.

#### Hats to Have Higher Crowns.

Early reports on the subject of style for stiff hats for next season indicate a tendency toward higher crowns. During the season just closing hats with crowns five and a quarter inches in height have been most popular. Fall orders already placed show a small demand for crowns of this dimension but call for crowns of five and one-half to five and three-quarter inches. No increase in the width of the brim is apparent. The crowns are mostly of the full round variety and the brims have rather heavy curls, are set up at the sides, and are given a slight pitch in front and rear. Hats of the style and shape referred to offer a pleasing change from the styles that have become common from long usage.

There are many people in the hat trade who would like to know if brown hats will sell well next season. Reliable information on the subject is decidedly meager owing to the several months that must elapse before public interest will be attracted to the hats. It is reported that the traveling salesmen now on the road have been successful in securing orders for brown hats for next fall, and the indications are that the hats will enjoy much favor in the Southern and Western parts of the country. It is thought by some hat manufacturers that brown hats will be extensively worn in the large cities, but that is a matter yet to be determined.

Some extremely natty and stylish soft hats are being shown, and as they are intended for immediate delivery every retailer should be interested in knowing of them. The hats are of the low-crown-wide-brim variety, and are particularly appropriate for outing wear. The crowns are five inches in height, and the brims three and a half to four inches in width. The crown is capable of being creased and dented into a variety of effects, and the brim is intended to be pulled down in front to shade

the eyes. No better hat for a sunny or a windy day can be imagined. The hats are shown in two colors new this season, one of which is "fawn," a beautiful and delicate shade of light brown; the other is a dark navy blue; decided novelties both of them. Bands of matched or contrasted colors are used. It is reported that the shades mentioned are selling remarkably well.

#### Corsets May Cause Cancer.

R. Clement Lucas, the senior surgeon at Guy's hospital, London, gives the details in a recent issue of a medical journal of two cases treated at Guy's, in which painful operations were necessary to remove cancers from the breast.

In the first case the patient worked at a fur factory, and "for many hours every day her arm was carried backward and forward in her work, and her pectoral muscle, moving to and fro, while she leaned over her desk, pressed the soft tissue against, the upper edge of her corset." The second instance was similar, and with the hard tumor "corresponded exactly with the friction level of the upper edge of the corset as it crossed the margin of the pectoralis major muscle."

Mr. Lucas sets forth these examples as further proofs of the theory that carcinoma (cancer) is "apt to attack those parts whose vitality has been lowered or the power of resistance lessened by chronic irritation." Doubtless this is the reason why "cancer of the lower lip rarely occurs except in pipe smokers." Corset and pipe have much to answer for, so far as health is concerned—especially corset.

It may be laid down as a general principle that it is dangerous for any part of the body to be subjected to chronic pressure or irritation. Stiff, chafing collars on the back of the neck produce boils and carbuncles, just as irritating corsets develop cancer of the breast.

#### The Recent Activity in Gold.

There has been in the past few weeks a remarkable increase in the world's market supply of gold. It is safe to say that upwards of \$50,000,000 has been added by reason of the disbursements by the United States and Japan to the amount of gold available in the principal money markets as reserve against credits.

Fifty million dollars of gold is easily available for from \$200,000,000 to \$400,000,000 of new credits. In other words, the Government disbursements have added immensely to the circulation of money. This is a fact which constitutes a source of security as against the possible approach of any disturbance during the remainder of the year.

The Japanese are buying millions of dollars' worth of goods in this country, which will go far toward balancing the \$25,000,000 of their bonds which were taken here. More would be taken promptly, as there is plenty of faith in the stability and paying power of the Japanese nation.

Henry Clews, the New York finan-

cier, says: "There is no unsoundness in sight, and we are simply climbing down from the dizzy heights of the boom of 1902 to more natural and more normal conditions. Gold exports have partially subsided for the present, owing to better rates for money here and easier conditions abroad. There is also a good demand for better class investments, as witnessed by the readiness with which the Cuban, Japanese and other bond issues have been taken up. This is an excellent symptom."

#### New Styles in Braces.

In suspenders the lace mesh weave is new. It is silk and very desirable for summer. Another is the silk ribbed web, which is shown in plain shades, embroidered with colored spots. The medium tints, such as champagne, silver gray, drab, medium brown and tan, are the most desirable. Lisle suspenders have the great call for summer wear. Bedford cords have been introduced, too, on the webs. Browns and tans have the call this season.

#### Rather Embarrassing.

Ida—And they say Mabel's father was forced to remain in the house while the wedding procession passed. May—Yes; someone threw the only pair of shoes he owned at the bridal party.

A buyer who finds it necessary to countermand an order should in all cases secure the seller's sanction, and see to it that the seller is not caused loss by his action.

## AUTOMOBILES

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

**Michigan Automobile Co.**  
Grand Rapids, Mich.

Buyers and Shippers of

## POTATOES

in carlots. Write or telephone us.

**H. ELMER MOSELEY & CO.**  
GRAND RAPIDS, MICH.

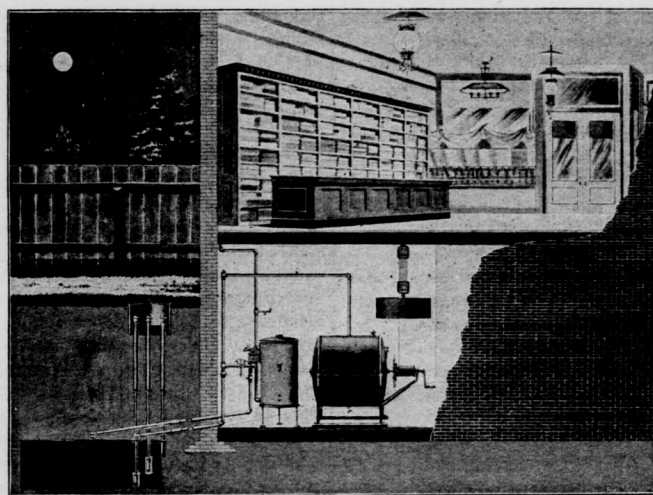
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**Tradesman Company,**  
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# TO-DAY



More than ever before the success of your business depends on the light you have in your store. With a

### Michigan Gas Machine

you will have the best lighted store in your town at the least expense. We will tell you all about it if you will write us a postal.

## Michigan Gas Machine Co.

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Lane-Pyke Co., Lafayette, Ind., and Macauley Bros., Grand Rapids, Mich.  
Manufacturers' Agents



Michigan Knights of the Grip  
President, Michael Howarn, Detroit;  
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United Commercial Travelers of Michigan  
Grand Counselor, L. Williams, Detroit;  
Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.  
Senior Counselor, S. H. Simmons; Secre-  
tary and Treasurer, O. F. Jackson.

#### Advantage of Co-Operation Between Employer and Employee.

Mutual good-will, esteem and respect are extremely necessary; without these, all else is a sham, a mere seeming, a superficial glaze or veneer, that may crack and break through without a moment's warning, bringing to light all that is mean, all that is low, all that is vulgar and coarse in human nature. With good feeling as the foundation-stone, many little trifles, many little peculiarities of temper, many little faults of manner, are over-looked; allowances are made for mistakes of judgment, and indiscretions not intentional—a smile and a laugh cover many otherwise heart stings, and smooth over any little rufflings of temper.

How many of us in our experience have met with traveling men whose main business appeared to be continually and constantly railing at, and reviling their employer; never a good word to say of them? Not content with confining these rapid outpourings within the circle of their intimate friends, their gall and venom find an outlet with their customers.

Now, how in the name of common sense, can they expect to do business, how hold their positions, under these circumstances, under these conditions?

Do they think, do they for a moment in their own minds believe that a merchant is apt to buy or patronize an establishment where the very men in their employ, drawing their salaries, their expenses paid by them, are acting, to use vulgarism, as "knockers."

No, this particular species, this particular style of traveling men (and thank heaven they are rare), are short lived; they are continually changing from house to house, continually keeping up the same "knocking" tactics until finally they wind up in an inglorious end, and are no longer heard of, having vanished into "innocuous desuetude."

On the contrary, watch the career of that traveler whose whole aim, whose whole object, is the interest and advancement of the firm by whom he is employed working hard, earnestly and conscientiously, always a good, kind and pleasant word for his employers, who is ready to resent as a personal insult any slur or reflection upon the honesty or integrity of his house, any insinuations as to their methods of carrying on their business; that man, I say, is bound to rise, is bound to make his

mark in the commercial world, is bound to have the love, the honor, the respect and the good will of those with whom he comes in contact, both his customers and those by whom he is employed.

He works hand in hand with his employers, their interests are his interests, their loss his loss, their gain his gain.

His customers soon learn to appreciate this trait in his character; soon commence to believe that if the employe is such a staunch friend, such a staunch defender, such a staunch champion of his employers, he must possess some special traits, some characteristics to earn this grateful feeling, to command this respect, and they in turn become imbued with this feeling, mutual good-will reigns between employer, employe and customer, which results in increase of trade, numerous orders, and, as a natural sequence, in an advance of salary to the representative.

This is the traveling man's standpoint. Now let us glance at the other side of the shield, what do we gaze upon?

The same old human nature, with all its faults and frailties; with all its virtues and lovable qualities.

The stern, harsh employer, who, having risen after years of hard work and labor to a proud and prominent position in the commercial world, and having climbed to the pinnacle of wealth and prosperity, looks down from his high monument with scorn and contempt upon his humble employe, scarcely considering him worthy a thought or glance, looking upon him as a machine, an automaton, his paid serf, his emolumented slave, whose whole life, whose service, whose very thoughts, whose very soul belongs to him and him alone, who binds him with the fetters of servitude, and brands him with the paltry salary he reluctantly engages him with. Cross and severe, with never a kind or friendly word, overlooking no fault or mistake, never praising or commending, watching every chance, every opportunity of discovering some little petty wrong, some peccadillo, visiting same upon the poor unfortunate traveler with terrible penalties; rough, gruff and uncouth to those unlucky enough to be in his employ, making life a burden, and a very hell upon earth for them. This is the man who wonders why business has fallen off with him, why it is not as it formerly was, why he can not retain his traveling men, why his profits keep dwindling and dwindling, why new and younger men, with modern and more progressive ideas of business, pass him on the road to success, what is their secret, why are they constantly advancing and advancing, whilst he, on the contrary, is continually retrograding?

Good traveling men will steer clear of him, and if unfortunately they are compelled by circumstances to remain with him, their heart is not in their work, and they are constantly on the lookout for a house where

### Western Travelers Accident Association

Sells Insurance at Cost

Has paid the Traveling Men over \$200,000

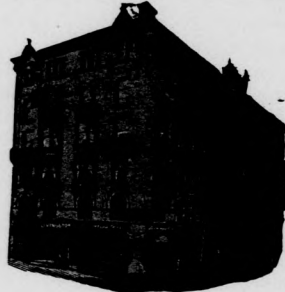
Accidents happen when least expected  
Join now; \$1 will carry your insurance to July 1.

Write for application blanks and information to

GEO. F. OWEN, Sec'y

75 Lyon Street, Grand Rapids, Michigan

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequalled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.  
Cor. Fulton & Division Sts., Grand Rapids, Mich.

When in Detroit, and need a MESSENGER boy send for

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Office 47 Washington Ave.

F. H. VAUGHN, Proprietor and Manager  
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#### AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

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### The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

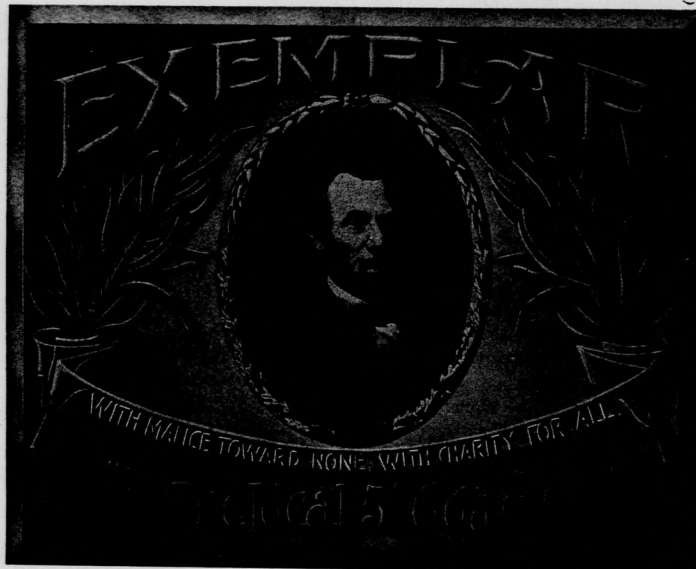
Has largest amount of deposits of any Savings Bank in Western Michigan. If you are contemplating a change in your Banking relations, or think of opening a new account, call and see us.

**3½ Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars



## GOLD IS WHERE YOU FIND IT

### The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

**J. A. ZAHN**

1318 MAJESTIC BUILDING  
DETROIT, MICH.



conditions and surroundings are more agreeable.

That merchant who, on the contrary, exercises a kind and humane interest in the welfare of his representatives is on the road to success, and the secret of that success consists in the fact that he accommodates himself to the spirit of the age, that he has push and energy, and recognizes the fact that he must gain their good will, their respect, their friendship; that he must, as it were, enter into a pact or partnership with his employees, treat them as human beings; confer and discuss with them as to the business situation, as to the business conditions; listen respectfully to any advice or suggestions they may have to offer, knowing that often they are in a much better position, coming as they do into direct contact with the trade and customers, to judge of the temper and will of those with whom they trade, than the head of the firm, whose whole time is occupied in looking after the details and management of the business.

This type of employer is eagerly sought after by the best and most successful men on the road, he it is who retains his men and from whom it is impossible to take them away, no matter what flattering offers they may receive; they are pleased and satisfied with their position, recognize that they are well looked after and located, and do not care to change.

In conclusion, the traveling man who has the interest of his firm at heart, who does not look at his position in the mere sordid light of dollars and cents, is the man who is bound to climb to the topmost round of the ladder of success in his profession, and, per contra, that traveler who merely travels for want of something to do, and a salary to draw, is from the very beginning a failure; the sooner he recognizes this fact the better for all concerned.

So, also, that employer who carefully watches out for the welfare and happiness of his representatives upon the road is sure to attain the highest business prosperity, whereas the employer who has no care, no thought, no idea of those under him is certain to record a failure.

Alf. R. Kelly.

#### Gripsack Brigade.

E. F. Peterson, who has been covering the trade south of this market for the Clark-Jewell-Wells Co., has resigned to open his grocery store at Sylvan Beach for the summer.

C. A. Gilmore, Michigan representative for the Quincy Knitting Co., is rejoicing over the advent of a young lady, who put in an appearance at his domicile last Thursday. The young lady tips the beam at 10 pounds.

M. J. Rogan, the Poo Bah of the clothing trade, sails for Ireland June 25, where he will remain about three months, visiting his mother-in-law, who is hale and hearty at the age of 94 years. Of course, Mrs. Rogan will accompany him.

**Cadillac News:** Joseph Berridge has resigned his position in the E. Gust Johnson grocery and will leave Monday for Grand Rapids to accept a position as traveling salesman for the Clark-Jewell-Wells Co. Mr. Berridge's territory will be Southern Michigan.

A Bangor correspondent writes: W. B. Edmonds and family have left Bangor and taken up a temporary residence in Grand Rapids. They will go to California in September, where they expect to make their permanent home. Ben Edmonds, of Benton Harbor, will accompany them and if he is pleased with the country, in company with his father, will open a drug store at Pasadena.

**Port Huron Times:** Ben Busby, who some time ago took up the business of a drug clerk, has recently won a substantial promotion. For some time after leaving Port Huron he had a position in a Detroit drug store. He has now been given a position with the manufacturing drug house of Billings, Clapp & Co., of Boston. He will represent the firm in the States of Minnesota, Wisconsin, Iowa and the Dakotas.

**Ludington Appeal:** A. E. Felter has resigned his position as traveling salesman for the Milwaukee grocery firm of Roundy-Peckham-Dexter Co. For the past year Mr. Felter has been an almost constant resident of this city and his many friends will regret his decision to leave in a few days for Arkansas and Oklahoma. Mr. Felter is finishing up his work this week and will leave for the South some time next week.

**Traverse City Eagle:** A traveling man from Grand Rapids was held up by tramps in the Pere Marquette yards Saturday night but eluded them and under the protection of the railroad men found his way to a hotel up town. The drummer never had been in Traverse City before and when the late train stopped at the junction for the pilot he thought the train had reached the station and jumped off. The man was at once attacked by three tramps who jumped out of the darkness and he shouted for help. At the same time he started to run and did not stop until he reached the roundhouse, where he sought the protection of the roundhouse crew. They escorted him to a hotel and when they returned they found that one of the tramps had stolen an overcoat belonging to the yardmaster. Word was sent for help in capturing the thieves, but when no help came the railroad men went after the tramps and after administering a sound beating let them go.

Albert E. Stanley, druggist at Milford, and Miss Grace A. Robins, of Clawson, were united in marriage June 1 at the home of the bride. The happy couple will spend their honeymoon at Niagara Falls and other Eastern points. The Tradesman extends congratulations.

The proportion of marriages to divorces in this country is 15 to 1, according to the latest statistics. All will be well as long as the clergymen keep busier than the lawyers.

#### Pontiac Business Men in the Organization Line.

Pontiac, June 11—The meeting called for the formation of a Business chambers Friday evening by Mayor Riker developed an enthusiasm which was not looked for on account of the small number present and although the organization was not perfected, definite steps were taken and the formation will be made without contending with any difficulties whatever.

Mayor Riker called the meeting to order and took the chair, R. L. Owen being appointed temporary Secretary. Talks were then called for from the business men present. Joseph E. Sawyer made the first speech, naming several firms which desired new locations and which the organization contemplated might land for Pontiac with slight difficulty. One of the firms which he had particularly desired to locate in this city is a large automobile manufacturing concern from Massachusetts, which is desirous of moving to Michigan. All that the firm asks is for people in the city to take a block of \$25,000 of the stock. The plan which Mr. Sawyer thought best was to persuade five of the industries in the city which would be directly benefited by the concern to each take \$5,000 of the stock.

Mr. Sawyer gave an exhaustive talk on the subject of the benefits which would be derived from the proposed association, illustrating how difficult it is to get merchants in the city enough interested in a project to attend a meeting. He related the experience of the man who endeavored to have a Chautauqua located near this city, stating that the meeting called at the Hotel Hodges was not attended by even half a dozen men. He also brought out the fact that even if an association could not give material aid, the moral support it would give would be sufficient to reassure a number of concerns that they will find the welcome here they wished.

W. J. Pearce brought out the idea that outside people have an opinion that Pontiac is a dead town because there is no organization of business men and because there is so little talk about Pontiac and its advantages among its own citizens when they are in conversation with outside people. Mr. Pearce stated that in their talk, instead of relating a few of the benefits derived from locating in the city, Pontiac people tell how high the taxes are as well as run the city down generally.

C. W. Burridge, who has had some experience in the forming of associations of this kind, said that in order to make the Association a benefit and a permanent one the business men must have some interest in the matter, and that about the only way to obtain this interest is to have the members of the Association deposit a certain sum of money or have annual dues.

H. H. Colvin and James H. Lynch carried out the idea of Mr. Burridge inasmuch as an organization of this nature should have some money in it or behind it to make it any kind of

a success. Mr. Lynch said that there are a number of people in the city who are so wealthy that they are unprogressive, and instead of offering to help the city in any way they sit by and content themselves with purely selfish motives.

L. E. Waite and Milton G. Robertson brought out the same idea and Ephraim Howland said that he could bear witness to what the Business Men's Association of Saginaw had done for that city and also that the Pontiac officials have been invited to Flint and several other cities a number of times, but that Pontiac has never offered to return the hospitality.

The need of a secretary for such an organization was brought out by G. H. Turk, who said a man could be secured with a nominal salary to devote his entire time to the business. The meeting was assured that the Council would heartily co-operate in everything that was done by Alderman Pierre Buckley. Alderman John B. Whitfield, who with Alderman Judd was on the committee to circulate a paper among the business men in regard to the organization, said that the reception he received everywhere was very kind, the business men as a rule being interested in such a plan and enquiring what they should do.

The matter of the organization was then taken up and no definite plans were presented. James H. Lynch made a motion that the Mayor appoint a committee of five to prepare a constitution and by-laws and submit them at the next meeting. The motion was unanimously carried and C. W. Burridge, Harry Coleman, J. E. Sawyer, L. E. Waite and H. H. Colvin were appointed. Mr. Colvin then brought out the fact that nearly all the different business interests in the city should be represented on that committee and moved that the committee be increased to ten, which was carried. Ephraim Howland was added during the meeting and after its adjournment at a meeting of the committee, R. L. Owen, Frank Hale, Arthur Pack and M. B. Hubbard of the Vehicle and Implement Spring Works, were added. Chairman Burridge has written to Saginaw for copies of the constitution and by-laws of the organization in that city and a meeting will be called in about a week when the by-laws and constitution for the local association will be presented and officers elected.

An elderly man broken in health makes a living by selling mint to cafes in New York. "So that's where the juleps come from," remarked the well-dressed loiterer to the vender, who was offering his wares to the bartender. "Yes, young man," replied the vender, "and if you drink too many of them it's what you will come to."

It is not so much what you pay for goods as what you make on them that counts. Goods that sell yield a better profit than goods which do not sell.





**Michigan Board of Pharmacy.**  
 President—Henry Helm, Saginaw.  
 Secretary—John D. Muir, Grand Rapids.  
 Treasurer—Arthur H. Webber, Cadillac.  
 C. B. Stoddard, Monroe.  
 Sid A. Erwin, Battle Creek.  
 Sessions for 1904.  
 Star Island—June 20 and 21.  
 Houghton—Aug. 23 and 24.  
 Lansing—Nov. 1 and 2.

**Mich. State Pharmaceutical Association.**  
 President—A. L. Walker, Detroit.  
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.  
 Second Vice-President—J. E. Weeks, Battle Creek.  
 Third Vice-President—H. C. Peckham, Freeport.  
 Secretary—W. H. Burke, Detroit.  
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 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

#### Rules For Regulating and Conducting the Soda Fountain.

1. The fountain should be completely iced by 8 a. m. The ice should be clean and free from all refuse matter and broken into pieces about the size of a coconut. Special pieces of ice should be provided for shaving purposes; also chipped ice from the bin in workboard. Immediately after the fountain is iced the syrups must be looked after. The dispenser, or man in charge of the fountain, should check off the syrups required before leaving the fountain at night, and leave a written list for the porter or morning man.

2. The ice cream cabinet must be examined and cleaned. If the cabinet is built into the workboard, as it should be, the work is simplified. The cream should be carefully refrozen if necessary and thoroughly repackaged. Stale cream, limpy, and generally unfit, must be thrown away, but a written report of all cream which it is found necessary to discard must be rendered to the management daily.

3. The fountain operative must be clean, neat and tidy, pleasant and smiling, never unduly familiar with customers, but attentive to their wants at all times. Courtesy is a wonderful trade stimulator. Dispensers should always remember that one bad glass of soda water will do more injury than the profit of twenty good ones.

4. All syrups, as far as practical, should be made in concentrated form and stored in jugs or demijohns in the basement or other cool place, which is as free from light as possible. Concentrated syrups require dilution with stock or simple syrup only and are ready for use. When ready for the syrup the containers must be thoroughly cleansed with hot water, drenched with cold water, filled with syrup and returned to the fountain.

5. The apparatus for carbonating water must be carefully examined each day. Leaks, especially of gas, must be immediately remedied. Gas leaks are expensive and easily overlooked. A record of gas drums used must be kept. A 20-pound drum of

liquefied gas should produce 100 gallons of carbonated water by the rocking system, and 200 gallons by a spray system carbonator.

6. The general cleaning day should be on Monday, when a thorough overhauling of everything must take place. Use plenty of water—it is cheap. The inside of the fountain should receive especial attention. Keep the cooler space open for air circulation as long as possible. The work on cleaning day should commence earlier than usual.

7. An accurate inventory of all stock for the fountain, including syrup, extracts, fruit juices and all minor articles, should be taken at the commencement of each season by the management and placed on file. Weekly inventories should be taken and a balance made with the additions and purchases, thereby proving the actual consumption and expense of operation.

8. The workboard must be well cleaned. Paste preparations probably are best for copper work, and should be used in connection with coal oil, dipping the waste or cleaning cloth in the paste after the cloth is saturated with oil. Do not use ammonia in silver work, nor sapollo. Whiting in an impalpable powder, or silicon, will do the work. Make a liquid paste and then the work will be facilitated. Onyx work should be washed with a sponge, warm water and pure soap, dried with a soft cloth, and polished with onyx polish.

9. Marble, onyx, silver, mirrors and woodwork must next be rapidly gone over. These should be thoroughly cleaned one a week and will then require but little time each morning.

10. All connections pertaining to coolers and pipes must be examined, and the leaks, if there be any, remedied. Draught arms should not drip. If found to be dripping a new washer should be installed and the tension rod adjusted. The fountain operative should study until he thoroughly understands the mechanism of the draught arm. Open the fountain gas vent each morning until water sprays therefrom. This vents the excess and prevents an uneven delivery of water from the soda draught.—Soda Fountain.

#### The Drug Market.

Opium—Is a little more firm but unchanged in price.

Morphine—Is steady.

Quinine—Is unchanged.

Guarana—Is in small supply and is advancing.

Lycopodium—Has a very firm position and is steadily advancing.

Menthol—Is unchanged and is still selling for less than cost of importation.

Oil of Bergamot—Is in very small supply and is advancing.

Oil of Neroli—Is advancing and tends higher.

Oil of Peppermint—Has declined. There are conflicting reports regarding the new crop.

American Saffron—Declined 65c per pound on Friday, but again shows an advance.

#### How Not to Buy.

Some firms, especially patent medicine houses, and more especially those with a new and unknown compound, sell goods and make out their orders on printed forms on which is printed not only a regular order form, but certain conditions which are often in fine print and on the back of the order, and they ask the purchaser to sign these orders. John W. Ballard says his rule is never to sign such orders. While ninety and nine may be all right, the hundredth may be all wrong and cause great annoyance and expense. He simply says: "Mr. Salesman, your firm has employed you to do business for them. They know you, or should know you, and they expect that you will do an honest business. Now if the people that know you and have hired you can not trust you to take orders in a regular way, then I, who never saw you before, can not. Our firm is located here and your people can easily look up our commercial standing, and if it is such that they do not wish to ship us goods on an order from one whom they are supposed to know, then we can not do business. That is the only safe way," continues Mr. Ballard. "I do not mean to say that the traveling salesmen are as a class dishonest. Far from it. Many of my most pleasant acquaintances are travelers. I accept what they say without question, and they in turn accept my order without signature. But it is the hundredth man, the one that wants your order backed by your signature and guarantee, and that on his own blank—it is he who 'sews you up,' to use a little slang of the day."

#### The Correct Dress for Soda Dispensers.

The progress of the age has been marked in a great degree by the prominent tendency to personal appearance and cleanliness in all marts of trade and especially in the lines that pertain to eatables and drinkables. Trade to-day demands cleanliness and purity, especially in palaces of sweets and delicacies. The up-to-date tradesman of the present age realizes that he must make his establishment attractive and he also knows that to obtain this result he must put his soda fountain men in neat, dressy and immaculate pure-white clothing and keep everything about his establishment correspondingly attractive. An elaborate soda fountain that costs much to establish in his store may have its luster dwarfed by untidy men behind the counter.

Tradesmen in all walks of business life to-day adopt suitable dress uniforms; and the correct uniform for a soda mixer and dispenser is a military cut, high button, white duck coat with Japanese loop and knot fasteners. This style of coat has a dainty and rich attractiveness about it. There are many other styles used, to suit the varied tastes of the wearer, but the special style mentioned here has many advantages over the less desirable styles.

If you wish to invite the god of

glittering success to dwell within the portals of your business palace, see to it that you make your establishment attractive through minute and exacting care in neatly garbed salesmen behind the soda counter.

#### Damiana, the Mexican Tea.

J. U. Lloyd, while traveling in Mexico recently, took occasion to visit the region from which Damiana is obtained. La Paz, on the Gulf of California, is the chief port of export. The plant is a low, scraggy shrub, two to three feet in height, inhabiting the inland foot-hills of Lower California. The main supply is gathered near La Paz (about forty miles west of the city) and exported to the United States. Mr. Lloyd says that the leaf is largely retailed in Mexico as tea is in this country, and is used in exactly the same way; that, in fact, the leaf is the native Mexican tea and that they prize most highly the flavor of the leaf when it is mixed with the flowers. Mr. Lloyd says that Damiana is not used by the Mexicans as a medicine, but is given to men, women and children of both sexes alike, as a gentle, refreshing stimulant, as tea is served in this country. No ill effects follow its long-continued use, such as the nervousness which follows the use of tea and coffee. Mr. Lloyd is of the opinion that Damiana has no aphrodisiac action, that it was introduced to American medicine as an aphrodisiac under a misunderstanding of its nature, and that whatever action has been attributed to this drug is due to the shotgun method of its administration—i. e., to the remedies with which it is generally associated, such as phosphorus, nux vomica, strychnine, iron compounds, etc.

#### PILES CURED

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Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

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**FRED BRUNDAGE**

Wholesale  
Drugs and Stationery

Muskegon, - - - Michigan



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum		Exechthitos		Tinctures	
Aceticum	60 8	Erigeron	4 25@4 50	Aconitum Nap's R	60
Benzoicum, Ger.	70@ 75	Gaultheria	3 00@3 10	Aconitum Nap's F	50
Boric	17	Geranium	oz. 75	Aloes & Myrrh	60
Carbolicum	26@ 29	Gossypil, Sem gal	50@ 60	Assafoetida	50
Citricum	32@ 40	Hedera	1 40@1 50	Atropine Belladonna	60
Hydrochlor	30 5	Junipera	1 50@2 00	Aurant Cortex	50
Nitrosum	80 10	Lavendula	90@2 75	Benzoin	60
Oxalicum	12@ 14	Limonis	1 15@1 25	Benzoin Co	50
Phosphoricum, dil.	12 15	Mentha Piper	4 35@4 50	Barosma	50
Salicylicum	42@ 45	Mentha Verid.	5 00@5 50	Cantharides	75
Sulphuricum	1 1/2 45	Myrica	4 00@4 50	Cardamom	75
Tannicum	1 10@1 20	Olive	75@3 00	Castor	1 00
Tartaricum	38@ 40	Picis Liquida	10@ 12	Catechu	50
Ammonia		Picis Liquida gal.	35	Cinchona	50
Aqua, 12 deg.	40 6	Ricina	90@ 94	Cinchona Co	60
Aqua, 20 deg.	60 8	Rosmarini	1 00	Columba	50
Carbonas	12@ 15	Rosae, oz	5 00@6 00	Cubebae	50
Chloridum	12@ 14	Succini	40@ 45	Cassia Acutifol	50
Aniline		Sabina	90@1 00	Digitalis	50
Black	2 00@2 25	Santal	2 75@7 00	Ergot	50
Brown	80@1 00	Sassafras	85@ 90	Ferri Chloridum	35
Red	45@ 50	Sinapis, ess. oz.	60 65	Gentian	50
Yellow	2 50@3 00	Tigil	1 50@1 60	Gentian Co	60
Baccae		Thyme	40@ 50	Gulaca	50
Cubebae	po. 25 24	Thyme, opt	1 60	Gulaca ammon	60
Juniperus	50 6	Theobromas	15@ 20	Hyoscyamus	50
Xanthoxylum	30@ 35	Potassium		Iodine	75
Balsamum		Bi-Carb	15@ 18	Iodine, colorless	75
Cubebae	po. 20 12@ 15	Bichromate	13@ 15	Kino	50
Peru	60@ 65	Bromide	40@ 45	Lobelia	50
Terabin, Canada	60@ 65	Carb	12@ 15	Myrrh	50
Tolutan	45@ 50	Chlorate po 17@19	34@ 38	Nux Vomica	50
Cortex		Cyanide	2 75@2 85	Opil	75
Abies, Canadian	18	Iodide	2 75@2 85	Opil, comphorated	50
Cassiae	12	Potassa, Bitart pr	30@ 32	Opil, deodorized	1 50
Cinchona Flava	18	Potass Nitras opt	7@ 10	Quassia	50
Euonymus atro.	30	Potass Nitras	60 8	Rhatany	50
Myrica Cerifera	20	Prussiate	23@ 26	Rhel	50
Prunus Virgini	12	Sulphate po	15@ 18	Sanguinaria	50
Quilla, gr'd	12	Radix		Serpentaria	50
Sassafras	po. 18 14	Aconitum	20@ 25	Stromonium	60
Ulmus	25, gr'd 14	Althae	30@ 33	Tolutan	50
Extractum		Anchusa	10@ 12	Valerian	50
Glycyrrhiza Gla.	24@ 30	Arum po	20@ 25	Veratrum Veride	50
Glycyrrhiza, po.	28@ 30	Calamus	20@ 25	Zingiber	20
Haematox	11@ 12	Gentiana	12@ 15	Miscellaneous	
Haematox, 1s.	13@ 14	Glycyrrhiza pv 15	16@ 18	Aether, Spts Nit 3	30@ 35
Haematox, 1/2s.	14@ 15	Hydrastis Cana.	1 50	Aether, Spts Nit 4	34@ 38
Haematox, 1/4s.	16@ 17	Hydrastis Can po	1 50	Alumen, gr'd po 7	3@ 4
Ferra		Hellebore, Alba.	12@ 15	Anatto	40@ 50
Carbonate Precip.	2 25	Inula, po	18@ 22	Antimoni, po	40 5
Citrate and Quinia	75	Ipecac, po	2 75@2 80	Antimoni et Po T	40@ 50
Citrate Soluble	40	Iris plox	35@ 40	Antipyrin	25
Ferrocyanidum S.	15	Jalapa, pr	25@ 30	Antifebrin	20
Solut. Chloride	2	Maranta, 1/4s	30 35	Argent Nitras, oz	48
Sulphate, com'l.	90	Podophyllum po.	75@1 00	Arsenicum	10@ 12
Sulphate, com'l. by	7	Rhel	75@1 00	Balm Gilead buds	45@ 50
bbl, per cwt.	90	Rhel, cut	75@1 25	Bismuth S N	2 20@2 30
Sulphate, pure	7	Rhel, pv	75@1 35	Calcium Chlor, 1s	9
Flora		Spigella	35@ 38	Calcium Chlor, 1/2s	10
Arnica	15@ 18	Sanguinari, po 24	22	Calcium Chlor, 1/4s	12
Anthemis	22@ 25	Serpentaria	65@ 70	Cantharides, Rus.	120
Matricaria	30@ 35	Senega	75@ 85	Capsici Fruc's af.	20
Folia		Smilax, off's H	40	Capsici Fruc's po.	22
Barosma	30@ 33	Smilax, M	25	Cap'l Fruc's B po.	15
Cassia Acutifol.	30@ 35	Scilla	10@ 12	Caryophyllus	25 28
Cassia, Acutifol.	25@ 30	Symplocarpus	25	Carmin. No 40.	30@ 35
Salvia officinalis	12@ 15	Valeriana Eng.	25	Cera Alba	50 55
1/4s and 1/2s.	12@ 20	Valeriana, Ger	15@ 20	Cera Flava	43@ 42
Uva Ursi	8@ 10	Zingiber a	14@ 16	Crocus	1 35@1 45
Gummi		Zingiber j	16@ 20	Cassia Fructus	35
Acacia, 1st pkd.	45	Semen		Centraria	10
Acacia, 2d pkd.	45	Anisum	16	Cetaceum	45
Acacia, 3d pkd.	35	Apium (gravel's)	13@ 15	Chloroform	55@ 60
Acacia, sifted sts.	28	Bird, 1s	4@ 6	Chloro'm. Squibbs	110
Acacia, po.	45@ 65	Carul	10@ 11	Chloral Hyd Crst.	1 35@1 40
Aloe, Barb.	12@ 14	Cardamon	70@ 90	Chondrus	20 25
Aloe, Cape.	20	Coriandrum	80 10	Cinchonidine P-W	35@ 45
Aloe, Socotri	30	Cynobium	75@1 00	Cinchonidine Germ	38@ 48
Ammoniac	55@ 60	Cheopodium	25@ 30	Cocaine	4 05@4 25
Assafoetida	35@ 40	Dipterix Odorata	80@1 00	Corks llet d p ct.	75
Benzoinum	50@ 55	Foeniculum	18	Creosotum	45
Catechu, 1s.	12	Foenugreek, po	7@ 9	Creta	75
Catechu, 1/2s.	14	Lini	4@ 6	Creta, prep	5
Catechu, 1/4s.	16	Lini, gr'd	4@ 6	Creta, precip	11
Camphorae	75@ 80	Lobelia	75@ 80	Creta, Rubra	8
Euphorbium	40	Pharlaris Cana'n	3 1/2@ 8	Crocus	1 40@1 50
Galbanum	1 00	Rapa	5@ 6	Cudbear	24
Gamboge	1 25@1 35	Sinapis Alba	7@ 9	Cupri Sulph	60 8
Gualacum	po. 35 35	Sinapis Nigra	9@ 10	Dextrine	7@ 10
Kino	po. 75 75	Spiritus		Ether Sulph	78@ 92
Mastic	po. 60 60	Frument! W D.	2 00@2 50	Emery, all Nos.	8
Mvrrh	po. 45 40	Frument! O T.	1 25@1 50	Emery, po	6
Opil	3 00@3 10	Juniperis Co	1 65@2 00	Ergota	85@ 90
Shellac	60@ 65	Juniperis Co	1 75@2 00	Flake White	12@ 15
Shellac, bleached	65@ 70	Saccharum N E	1 90@2 10	Galla	23
Tragacanth	70@1 00	Spt Vini Galli	1 75@2 00	Gambler	8@ 9
Herba		Vini Oporto	1 25@2 00	Gelatn, Cooper	60
Absinthium, oz pk	25	Vini Alba	1 25@2 00	Gelatn, French	35@ 60
Eupatorium, oz pk	20	Sponges		Glassware, ft box	75 & 70
Lobelia, oz pk	25	Florida sheeps' wl	2 50@2 75	Glue, brown	11@ 13
Majorum, oz pk	28	Nassau sheeps' wl	2 50@2 75	Glue, white	15@ 25
Mentha Pip oz pk	28	Velvet extra shps'	1 50	Glycerina	17 1/2@ 25
Mentha Vir oz pk	28	wool, carriage	1 25	Grana Paradisi	25
Rue	22	Extra yellow shps'	1 00	Humulus	25@ 55
Tanacetum V.	22	wool, carriage	1 00	Hydrarg Ch Mt.	90
Thymus V. oz pk	25	Hard, slate use	1 00	Hydrarg Ch Cor	90
Magnesia		Yellow Reef, for	1 40	Hydrarg Ox Ru'm	115
Calcined, Pat.	55@ 60	Slate use	1 40	Hydrarg Amm'l	60
Carbonate, Pat.	18@ 20	Syrups		Hydrarg Ungue'm	60
Carbonate K-M.	18@ 20	Acacia	50	Hydrargyrum	85
Carbonate	18@ 20	Aurant Cortex	50	Ichthyobolla, Am.	90@1 00
Oleum		Zingiber	50	Indigo	75@1 00
Absinthium	3 00@3 25	Ipecac	50	Iodide, Resubi	3 85@4 00
Amygdalae, Dulc.	50@ 60	Ferri Iod	50	Iodoform	4 10@4 20
Amygdalae Ama.	8 00@8 25	Rhel Arum	50	Lupulin	50
Anisi	1 75@1 85	Smilax Off's	50@ 60	Lycopodium	80@ 85
Aurant Cortex.	2 10@2 20	Senega	50	Magnesia	65@ 75
Bergamili	2 85@3 25	Scilla	50	Liquor Arsen et	
Caliputi	1 10@1 15	Scilla Co	50	Hydrarg Iod	25
Caryophylli	1 50@1 60	Tolutan	50	Liq Potass Arsnit	10@ 12
Cedar	35@ 40	Prunus virg	50	Magnesia, Sulph.	2@ 3
Chenopodii	25@ 30	Syrups		Magnesia, Sulh bbl	1 1/2
Cinnamoni	1 10@1 20	Acacia	50		
Citronella	40@ 45	Aurant Cortex	50		
Conium Mac.	80@ 90	Zingiber	50		
Copalba	1 15@1 25	Ipecac	50		
Cubebae	1 80@1 85	Ferri Iod	50		

# Drugs

We are Importers and Jobbers of Drugs,  
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## Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
INDEX TO MARKETS		INDEX TO MARKETS	
By Columns		By Columns	
A		1	
Axle Grease		BATH BRICK	
B		BROOMS	
Bath Brick		C	
Brooms		Confections	
Butter Color		Candles	
C		Canned Goods	
Candies		Carbon Oils	
Canned Goods		Catsup	
Carbon Oils		Cheese	
Catsup		Chewing Gum	
Cheese		Chocolate	
Chewing Gum		Clothes Lines	
Chocolate		Cocoa	
Clothes Lines		Cocoanut	
Cocoa		Cocoa Shells	
Cocoanut		Coffee	
Cocoa Shells		Crackers	
Coffee		D	
Crackers		Dried Fruits	
D		F	
Farinaceous Goods		Fish and Oysters	
Fish and Oysters		Fishing Tackle	
Fishing Tackle		Flavoring Extracts	
Flavoring Extracts		Fly Paper	
Fly Paper		Fresh Meats	
Fresh Meats		Fruits	
Fruits		G	
G		Gelatin	
Gelatin		Grain Bags	
Grain Bags		Grains and Flour	
Grains and Flour		H	
H		Herbs	
Herbs		Hides and Pelts	
Hides and Pelts		I	
I		Indigo	
Indigo		J	
J		Jelly	
Jelly		L	
L		Licorice	
Licorice		Lye	
Lye		M	
M		Meat Extracts	
Meat Extracts		Molasses	
Molasses		Mustard	
Mustard		N	
N		Nuts	
Nuts		O	
O		Olives	
Olives		P	
P		Pipes	
Pipes		Pickles	
Pickles		Playing Cards	
Playing Cards		Potash	
Potash		Provisions	
Provisions		R	
R		Rice	
Rice		S	
S		Salad Dressing	
Salad Dressing		Saleratus	
Saleratus		Sal Soda	
Sal Soda		Salt	
Salt		Salt Fish	
Salt Fish		Seeds	
Seeds		Shoe Blacking	
Shoe Blacking		Snuff	
Snuff		Soap	
Soap		Soda	
Soda		Spices	
Spices		Starch	
Starch		Sugar	
Sugar		Syrups	
Syrups		T	
T		Tea	
Tea		Tobacco	
Tobacco		Twine	
Twine		V	
V		Vinegar	
Vinegar		W	
W		Washing Powder	
Washing Powder		Wicking	
Wicking		Woodenware	
Woodenware		Wrapping Paper	
Wrapping Paper		Y	
Y		Yeast Cake	
Yeast Cake			

3		4		5	
Cotton Braided		Lemon Snaps		Linen Lines	
40 ft.	95	Lemon Gems	10	Small	30
50 ft.	1 35	Lem Yen	10	Medium	35
60 ft.	1 65	Maple Cake	10	Large	54
Galvanized Wire		Marshmallow		Poles	
No. 20, each 100 ft long.	1 90	Marshmallow Cream		Bamboo, 14 ft., pr ds.	
No. 19, each 100 ft long.	2 10	Marshmallow wanut.		Bamboo, 16 ft., pr ds.	
COCOA		Mary Ann		Bamboo, 18 ft., pr ds.	
Baker's	38	Malaga		FLAVORING EXTRACTS	
Cleveland	11	Mich Coco F's'd honey		Foots & Jenks	
Colonial, 1/4s	35	Milk Biscuit		Coleman's Van. Lem.	
Colonial, 1/2s	35	Mich Frosted Honey		2oz. Panel	
Epps	42	Mixed Picnic		3oz. Taper	
Huyler	45	Molasses Cakes, Scl'd		No. 4 Rich. Blake	
Van Houten, 1/4s	12	Moss Jelly Bar		Jennings	
Van Houten, 1/2s	13	Muskegon Branch, Iced		Terpeneless Lemon	
Van Houten, 1s	72	Newton		No. 2 D. C. pr ds	
Webb	31	Oatmeal Cracker		No. 4 D. C. pr ds	
Wilbur, 1/4s	42	Orange Slice		No. 6 D. C. pr ds	
Wilbur, 1/2s	42	Orange & Lemon Ice		Taper D. C. pr ds	
COCOANUT		Pilot Bread		Mexican Vanilla	
Dunham's 1/4s	26	Ping Pong		No. 2 D. C. pr ds	
Dunham's 1/2s & 1/4s	26 1/2	Pretzels, hand made		No. 4 D. C. pr ds	
Dunham's 1/4s	27	Pretzettes, hand m'd		No. 6 D. C. pr ds	
Dunham's 1/2s	28	Pretzettes, mch. m'd		Taper D. C. pr ds	
Bulk	12	Rube Sears		GELATINE	
COCOA SHELLS		Scotch Cookies		Knox's Sparkling, ds. 1 20	
20 lb. bags	2 1/2	Snowdrops		Knox's Sparkling, gro. 14 00	
Less quantity	3	Spiced Sugar Tops		Knox's Acidu'd, ds. 1 20	
Pound packages	4	Sugar Cakes, scalloped		Knox's Acidu'd, gro. 14 00	
COFFEE		Sugar Squares		Oxford	
Rio		Sultanias		Plymouth Rock	
Common	10 1/2	Spiced Gingers		Nelson's	
Fair	12	Urchins		Cox's, 2 qt. size	
Choice	15	Vienna Crimp		Cox's, 1 qt. size	
Fancy	18	Vanilla Wafer		GRAIN BAGS	
Santos		Waverly		Amoskeag, 100 in b's. 19	
Common	11	Zanzibar		Amoskeag, less than b. 19 1/2	
Fair	12 1/2	DRIED FRUITS		GRAINS AND FLOUR	
Choice	13 1/2	Apples		Wheat	
Fancy	16 1/2	Evaporated		No. 1 White	
Peaberry	16 1/2	100-125 25lb. boxes		No. 2 Red	
Maracalibo		California Prunes		Winter Wheat Flour	
Fair	13 1/2	90-100 25 lb. boxes		Local Brands	
Choice	16 1/2	30-90 25 lb. bxs.		Patents	
Mexican		70-80 25 lb. bxs.		Second Patents	
Choice	16 1/2	60-70 25 lb. boxes		Straight	
Fancy	19	50-60 25 lb. bxs.		Second Straight	
Guatemala		40-50 25 lb. bxs.		Clear	
Choice	15	30-40 25 lb. bxs.		Graham	
Java		1/4c less in b's. cases		Buckwheat	
African	12	Corsican Citron		Rye	
Fancy African	17	Currants		Subject to usual cash discount.	
O. G.	25	Imp'd. 1 lb. pkg. 7 1/2		Flour in bbls., 25c per bbl. additional.	
P. G.	31	Imported bulk 6 1/2		Wardens Grocer Co.'s Brand	
Mocha		Peel		Quaker, paper	
Arabian	21	Lemon American		Quaker, cloth	
Package		Orange American		Spring Wheat Flour	
New York Basis.		Raisins		Clark-Jewell-Wells Co.'s	
Arbuckle.	11 25	London Layers 3 cr		Brand	
Dilworth.	11 25	London Layers 3 cr		Pillsbury's Best 1/4s	
Jersey.	11 25	Cluster 4 crown		Pillsbury's Best 1/2s	
Lion.	11 25	Loose Muscatels, 2 cr.		Pillsbury's Best 3/4s	
McLaughlin's XXXX		Loose Muscatels, 3 cr.		Lemon & Wheeler Co.'s	
McLaughlin's XXXX sold		Loose Muscatels, 4 cr.		Brand	
to retailers only. Mail all		L. M. Seeded, 1 lb.		Wingold, 1/4s	
orders direct to W. F.		L. M. Seeded, 1/2 lb.		Wingold, 1/2s	
McLaughlin & Co., Chi-		Sultanias, bulk.		Wingold, 3/4s	
cago.		Sultanias, package.		Judson Grocer Co.'s Brand	
Extract		Farinaceous Goods		Ceresota, 1/4s	
Holland, 1/2 gro boxes.	95	Beans		Ceresota, 1/2s	
Felix, 1/2 gross	1 15	Dried Lima		Ceresota, 3/4s	
Hummel's foll, 1/2 gro.	85	Med. Hd. Pk'd.		Wardens Grocer Co.'s Brand	
Hummel's tin, 1/2 gro.	1 43	Brown Holland		Laurel, 1/4s	
CRACKERS		Farina		Laurel, 1/2s	
National Biscuit Company's		24 1 lb. pkgs		Laurel, 3/4s	
Brands		Bulk, per 100 lbs.		Laurel, 1/2s & 1/4s paper	
Butter		Hominy		Meal	
Seymour	6 1/2	Flake, 50 lb. sack		Bolted	
New York	6 1/2	Pearl, 200 lb. sack		Golden Granulated	
Salted	6 1/2	Pearl, 100 lb. sack		Feed and Minstuffs	
Family	6 1/2	Maccaroni and Vermicelli		St. Car Feed screened	
Wolverine	7	Domestic, 10 lb. box		No. 1 Corn and oats.	
Soda		Imported, 25 lb. box		Corn Meal, bran	
N. B. C.	6 1/2	Pearl Barley		Winter wheat bran	
Select	8	Common		Winter wheat midgns	
Saratoga Flakes	13	Chester		Cow Feed	
Oyster		Empire		Screenings	
Round	6 1/2	Peas		Oats	
Square	6 1/2	Green, Wisconsin, bu. 1 25		Car lots	
Faust	7 1/2	Green, Scotch, bu. 1 40		Corn	
Argo	7	Split, lb.		Hay	
Extra Farina	7 1/2	Rolled Oats		HERBS	
Sweet Goods		Rolled Avena, bbl.		Sage	
Animals	10	Steel Cut, 100lb. sacks		Hops	
Assorted Cake	10	Monarch, bbl.		Laurel Leaves	
Bagley Gems	8	Monarch, 100lb. sacks		Senna Leaves	
Belle Rose	8	Quaker, cases		INDIGO	
Bent's Water	16	East India		Madras, 5 lb. boxes	
Butter Thin	13	German, sacks		S. F., 2 1/2, 5 lb. boxes	
Coco Bar	10	German, broken pkg		JELLY	
Cococanut Taffy	12	Flake, 110lb. sacks		5lb. pails, per doz	
Cinnamon Bar	9	Pearl, 130lb. sacks		15lb. pail	
Coffee Cake, N. B. C.	10	Pearl, 24 1 lb. pkgs		30lb. pails	
Coffee Cake, Iced	10	Cracked, bulk		LICORICE	
Cococanut Macaroons	13	24 2 lb. packages		Pure	
Cracknels	16	FISHING TACKLE		Calabria	
Currant Fruit	10	1/2 to 1 in		Sicily	
Chocolate Dainty	16	1 1/4 to 2 in		Root	
Cartwheels	9	1 2-3 to 2 in		LYE	
Dixie Cookie	8	2 in		Condensed, 2 ds	
Frosted Creams	8	3 in		Condensed, 4 ds	
Ginger Gems	8	Cotton Lines		MEAT EXTRACTS	
Ginger Snaps, N B C.	7 1/2	No. 1, 10 feet		Armour's, 2 oz	
Grandma Sandwich	10	No. 2, 15 feet		Armour's, 4 oz	
Graham Cracker	8 1/2	No. 3, 15 feet		Liebig's, Chicago, 2 oz	
Hazelnut	10	No. 4, 15 feet		Liebig's, Chicago, 4 oz	
Honey Fingers	12	No. 5, 15 feet		Liebig's, imported, 2 oz	
Honey Jumbles	12	No. 6, 15 feet		Liebig's, imported, 4 oz	
Iced Happy Family	11	No. 7, 15 feet			
Iced Honey Crumpet	10	No. 8, 15 feet			
Imperial	8	No. 9, 15 feet			
Indiana Belle	15				
Jerico	8				
Jersey Lums	12				
Lady Fingers	12				
Lady Fingers, hand md	25				
Lemon Biscuit Square	8				
Lemon Wafer	16				



6	7	8	9	10	11
<b>MOLASSES</b> New Orleans Fancy Open Kettle ... 40 Choice ... 35 Fair ... 26 Good ... 22 Half barrels 2c extra <b>MUSTARD</b> Horse Radish, 1 dz ... 1.75 Horse Radish, 2 dz ... 3.50 Bayle's Celery, 1 dz ... 1.00 <b>OLIVES</b> Bulk, 1 gal. kegs ... 1.00 Bulk, 3 gal. kegs ... 90 Bulk, 5 gal. kegs ... 85 Manzanilla, 7 oz ... 80 Queen, pints ... 2.35 Queen, 19 oz ... 4.50 Queen, 28 oz ... 7.00 Stuffed, 5 oz ... 90 Stuffed, 8 oz ... 1.45 Stuffed, 10 oz ... 2.30 <b>PIPES</b> Clay, No. 216 ... 1.70 Clay, T. D., full count ... 65 Cob, No. 3 ... 85 <b>PICKLES</b> Medium Barrels, 1,200 count ... 7.75 Half bbls, 600 count ... 4.50 Small Half bbls, 1,200 count ... 5.50 Barrels, 2,400 count ... 9.50 <b>PLAYING CARDS</b> No. 90, Steamboat ... 85 No. 15, Rival, assorted ... 20 No. 20, Rover, enameled ... 60 No. 572, Special ... 1.75 No. 98, Golf, satin finish ... 2.00 No. 808, Bicycle ... 2.00 No. 632, Tourm't whist ... 25 <b>POTASH</b> 48 cans in case ... 4.00 Babbitt's ... 4.00 Penna Salt Co.'s ... 3.00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess ... 13.50 Back fat ... 14.00 Fat Back ... 13.50 Short cut ... 13.00 Pig ... 13.00 Bean ... 12.00 Brisket ... 13.50 Clear Family ... 12.50 <b>Dry Salt Meats</b> Bellies ... 9 S P Bellies ... 9 1/2 Extra Shorts ... 8 <b>Smoked Meats</b> Hams, 12lb. average ... 11 Hams, 14lb. average ... 11 Hams, 16lb. average ... 11 Hams, 20lb. average ... 10 1/2 Skinned Hams ... 12 Ham, dried beef sets ... 13 Shoulders, (N. Y. cut) ... 10 Bacon, clear ... 10 1/2 California Hams ... 8 1/2 Boiled Hams ... 12 Picnic Boiled Hams ... 12 1/2 Berlin Ham pr'd ... 8 1/2 Mince Ham ... 9 <b>Lard</b> Compound ... 6 Pure ... 7 1/2 60 lb. tubs, advance ... 7 1/2 50 lb. tubs, advance ... 7 1/2 20 lb. pails, advance ... 7 1/2 10 lb. pails, advance ... 7 1/2 5 lb. pails, advance ... 7 1/2 2 1/2 lb. pails, advance ... 7 1/2 <b>Sausages</b> Bologna ... 5 1/2 Liver ... 6 1/2 Frankfort ... 7 1/2 Pork ... 7 1/2 Veal ... 7 1/2 Tongue ... 6 1/2 Headcheese ... 6 1/2 <b>Beef</b> Extra Mess ... 10.50 Boneless ... 11.00 Rump, new ... 11.00 <b>Pig's Feet</b> 1/4 bbls., 40 lbs. ... 1.10 1/2 bbls., 80 lbs. ... 2.20 1 bbl. ... 4.40 <b>Tripe</b> Kits, 15 lbs. ... 70 1/4 bbls., 40 lbs. ... 1.25 1/2 bbls., 80 lbs. ... 2.50 <b>Casings</b> Hogs, per lb. ... 28 Beef rounds, set ... 15 Beef middles, set ... 15 Sheep, per bundle ... 70 <b>Uncolored Butterine</b> Solid, dairy ... 9 1/2 @ 10 Rolls, dairy ... 10 1/2 @ 11 1/2 <b>Canned Meats</b> Corned beef, 2 ... 2.50 Corned beef, 14 ... 17.50 Roast beef, 20 ... 2.50 Potted ham, 1/4 ... 85 Potted ham, 1/2 ... 85 Potted ham, 3/4 ... 85 Potted tongue, 1/4 ... 85 Potted tongue, 1/2 ... 85 <b>RICE</b> Domestic Carolina head, fancy ... 6 @ 6 1/2 Carolina No. 1 ... 5 1/2 Carolina No. 2 ... 5 Broken ... 3 @ 3 1/2 Japan No. 1 ... 4 1/2 @ 5 Japan No. 2 ... 3 1/2 @ 4 1/2 Java, fancy head ... 9 1/2 @ 10 Java, No. 1 ... 9 1/2 @ 10	<b>SALAD DRESSING</b> Durkee's, large, 1 doz. 4 ... 50 Durkee's, small, 2 doz. 5 ... 25 Snider's, large, 1 doz. 2 ... 35 Snider's, small, 2 doz. 1 ... 35 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer ... 1.15 Dewland's ... 3.00 Dwight's Cow ... 3.15 Emblem ... 2.10 L. P. ... 3.00 Wyandotte, 100 %s ... 3.00 <b>SAL SODA</b> Granulated, bbls ... 85 Granulated, 100lb cases ... 1.00 Lump, bbls ... 75 Lump, 145lb. kegs ... 95 <b>SALT</b> Diamond Crystal Table Cases, 24 3lb. boxes ... 1.40 Barrels, 100 3lb. bags ... 3.00 Barrels, 50 6lb. bags ... 3.00 Barrels, 40 7lb. bags ... 2.75 Butter Barrels, 320 lb. bulk ... 2.65 Barrels, 20 4lb. bags ... 2.25 Sacks, 28 lbs ... 27 Sacks, 56 lbs ... 67 Shaker Boxes, 24 2lb ... 1.50 Butter Bris, 280 lbs. bulk ... 2.25 Linen bags, 5-56 lbs ... 3.00 Linen bags, 10-28 lbs ... 3.00 Cotton bags, 10-28 lbs ... 2.75 <b>Cheese</b> 5 barrel lots, 5 per cent. discount. 10 barrel lots, 7 1/2 per cent. discount. Above prices are F. O. B. <b>Common Grades</b> 100 3lb. sacks ... 1.90 60 5lb. sacks ... 1.80 28 10lb. sacks ... 1.70 56 lb. sacks ... 30 28 lb. sacks ... 15 <b>Warsaw</b> 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 <b>Solar Rock</b> 56 lb. sacks ... 22 <b>Common</b> Granulated, fine ... 80 Medium Fine ... 90 <b>SALT FISH</b> <b>Cod</b> Large Whole ... @ 6 1/2 Small Whole ... @ 6 Strips or bricks, 7 1/2 @ 10 Pollock ... @ 3 1/2 <b>Halibut</b> Strips ... 14 1/2 Chunks ... 15 <b>Herring</b> Holland White Hoop, barrels ... 3.25 White hoops, 1/4 bbl ... 4.50 White hoops keg ... 60 @ 65 White hoops mchs ... 75 Norwegian Round, 100 lbs ... 3.60 Round, 50 lbs ... 2.10 Scaled ... 18 <b>Trout</b> No. 1, 100 lbs. ... 6.50 No. 1, 40 lbs. ... 2.75 No. 1, 10 lbs. ... 80 No. 1, 8 lbs. ... 68 <b>Mackerel</b> Mess 100 lbs. ... 14.50 Mess 50 lbs. ... 7.75 Mess 10 lbs. ... 1.75 Mess 8 lbs. ... 1.45 No. 1, 100 lbs. ... 13.00 No. 1, 50 lbs. ... 7.00 No. 1, 10 lbs. ... 1.60 No. 1, 8 lbs. ... 1.35 <b>Whitefish</b> No 1 No. 2 Fam 100 lbs. ... 7.25 @ 3.00 50 lbs. ... 3.75 @ 2.10 10 lbs. ... .88 @ .52 8 lbs. ... .73 @ .44 <b>SEEDS</b> Anise ... 15 Canary, Smyrna ... 6 Caraway ... 1.00 Cardamon, Malabar ... 1.00 Celery ... 10 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 4 1/2 Rape ... 4 1/2 Cattle Bone ... 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 2 ... 50 Handy Box, small ... 1.25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 <b>SNUFF</b> Scotch, in bladders ... 37 Maccaboy, in jars ... 85 French Rapple, in jars ... 45	<b>SOAP</b> Central City Soap Co's brand. Jaxon ... 3.10 Jaxon, 5 box, del. ... 3.05 Jaxon, 10 box, del. ... 3.00 Johnson Soap Co. brands Silver King ... 2.65 Calumet Family ... 2.75 Scotch Family ... 2.85 Cuba ... 2.35 J. S. Kirk & Co. brands American Family ... 4.05 Dusky Diamond, 50 8oz. 2 ... 80 Dusky D'nd, 100 6oz. 3 ... 80 Jap Rose ... 3.75 Savon Imperial ... 3.10 White Russian ... 3.10 Dome, oval bars ... 2.85 Satinet, oval ... 2.15 White Cloud ... 4.00 Lantz Bros. & Co. brands Big Acme ... 4.00 Acme, 100-1/4 lb. bars ... 3.10 Big Master ... 4.00 Snow Boy P'dr. 100 pk. 4 ... 00 Marselles ... 4.00 Proctor & Gamble brands Lenox ... 3.10 Ivory, 6 oz ... 4.00 Ivory, 10 oz ... 6.75 Star ... 3.25 A. B. Wrisley brands Good Cheer ... 4.00 Old Country ... 3.40 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ... 9.00 Sapolio, half gross lots ... 4.50 Sapolio, single boxes ... 2.25 Sapolio, hand ... 2.25 <b>SODA</b> Boxes ... 5 1/2 Kegs, English ... 4 1/2 <b>SPICES</b> <b>Whole Spices</b> Allspice ... 12 Cassia, China in mats. ... 12 Cassia, Batavia, bund. ... 28 Cassia, Saigon, broken ... 40 Cassia, Saigon, in rolls ... 55 Cloves, Amboyna ... 20 Cloves, Zanzibar ... 20 Mace ... 55 Nutmegs, 75-30 ... 35 Nutmegs, 105-10 ... 35 Nutmegs, 115-20 ... 30 Pepper, Singapore, blk. ... 25 Pepper, Singap. white ... 25 Pepper, shot ... 17 <b>Pure Ground in Bulk</b> Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 25 Ginger, African ... 18 Ginger, Cochín ... 18 Ginger, Jamaica ... 25 Mace ... 65 Mustard ... 18 Pepper, Singapore, blk. ... 18 Pepper, Singap. white ... 27 Pepper, Cayenne ... 20 Sage ... 20 <b>STARCH</b> <b>Common Gloss</b> 1lb. packages ... 4 @ 5 3lb. packages ... 4 1/2 @ 5 5lb. packages ... 5 @ 5 40 and 50 lb. boxes ... 3 @ 3 1/2 Barrels ... @ 3 20 lb. packages ... 5 @ 7 40 lb. packages ... 4 1/2 @ 5 <b>SYRUPS</b> <b>Corn</b> Barrels ... 23 Half barrels ... 23 20lb cans 1/4 dz in case ... 1.60 10lb cans 1/2 dz in case ... 1.60 5lb. cans, 1 dz in case ... 1.85 2 1/2 lb cans 2 dz in case ... 1.85 <b>Pure Cane</b> Fair ... 16 Good ... 20 Choice ... 25 <b>TEA</b> <b>Japan</b> Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 <b>Gunpowder</b> Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 <b>Young Hyson</b> Choice ... 30 Fancy ... 35 <b>Oolong</b> Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32	<b>English Breakfast</b> Medium ... 20 Choice ... 30 Fancy ... 40 <b>India</b> Ceylon, choice ... 83 Fanny ... 48 <b>TOBACCO</b> <b>Fine Cut</b> Cadillac ... 54 Sweet Loma ... 33 Hiawatha, 5lb. pails ... 56 Hiawatha, 10lb. pails ... 54 Telegram ... 25 Pay Car ... 31 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 40 Tiger ... 40 <b>Plug</b> Red Cross ... 31 Palo ... 35 Kyo ... 35 Battle Ax ... 37 American Eagle ... 37 Standard Navy ... 37 Spear Head 7 oz. ... 47 Spear Head 14 2-3 oz. ... 44 Nobby Twist ... 55 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 37 Piper Hedsick ... 65 Boot Jack ... 80 Honey Dip Twist ... 40 Black Standard ... 38 Cadillac ... 38 Forge ... 30 Nickel Twist ... 50 <b>Smoking</b> Sweet Core ... 34 Flat Car ... 32 Great Navy ... 34 Warpath ... 26 Bamboo, 16 oz. ... 25 I X 1, 5 lb. ... 27 I X 1, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kiln Dried ... 21 Duke's Mixture ... 39 Duke's Cameo ... 43 Myrtle Navy ... 44 Yum Yum, 1 2-3 oz. ... 39 Yum Yum, 1lb. pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 24 Corn Cake, 1lb. ... 22 Plow Boy, 1-2-3 oz. ... 39 Plow Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1-2-3 oz. ... 38 Air Brake ... 30 Cant Hook ... 30 Country Club ... 32-34 Forex-XXXX ... 28 Good Indian ... 23 Self Binder ... 20-22 Silver Foam ... 34 <b>TWINE</b> Cotton, 3 ply ... 25 Cotton, 4 ply ... 25 Jute, 2 ply ... 14 Hemp, 6 ply ... 13 Flax, medium ... 20 Wool, 1lb. balls ... 6 1/2 <b>VINEGAR</b> Malt White Wine, 40 gr. 8 ... 11 Malt White Wine, 80 gr. 11 ... 11 Pure Cider, B & B ... 41 Pure Cider, Red Star ... 11 Pure Cider, Robinson ... 10 Pure Cider, Silver ... 10 <b>WASHING POWDER</b> Diamond Flake ... 2.75 Gold Brick ... 2.50 Gold Dust, 24 large ... 50 Gold Dust, 100-5c ... 4.00 Kirkline, 24 4lb. ... 3.90 Pearline ... 3.75 Soapine ... 4.10 Babbitt's 1776 ... 3.75 Roseine ... 3.50 Armour's ... 3.70 Nine O'clock ... 3.85 Wisdom ... 3.50 Scourine ... 3.50 Rub-No-More ... 3.75 <b>WICKING</b> No. 0 per gross ... 30 No. 1 per gross ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels, wide band ... 1.00 Bushels, wide band ... 1.25 Market ... 25 Splint, large ... 6.00 Splint, medium ... 5.00 Splint, small ... 4.00 Willow, Clothes, large ... 7.25 Willow Clothes, med'm ... 6.00 Willow Clothes, small ... 5.50 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case ... 72 3lb. size, 12 in case ... 68 5lb. size, 12 in case ... 63 10lb. size, 6 in case ... 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate ... 40 No. 2 Oval, 250 in crate ... 45 No. 3 Oval, 250 in crate ... 40 No. 5 Oval, 250 in crate ... 60	<b>Churns</b> Barrel, 5 gal., each ... 2.40 Barrel, 10 gal., each ... 2.55 Barrel, 15 gal., each ... 2.70 <b>Clothes Pins</b> Round head, 5 gross bx. ... 55 Round head, cartons ... 75 <b>Egg Crates</b> Humpty Dumpty ... 2.40 No. 1, complete ... 32 No. 2, complete ... 18 <b>Faucets</b> Cork lined, 8 in ... 65 Cork lined, 9 in ... 75 Cork lined, 10 in ... 85 Cedar, 8 in ... 55 <b>Mop Sticks</b> Trojan spring ... 90 Eclipse patent spring ... 85 No. 1 common ... 75 No. 2 pat. brush holder ... 85 12lb. cotton mop heads ... 25 Ideal No. 7 ... 90 <b>Pails</b> 2-hoop Standard ... 1.60 3-hoop Standard ... 1.75 2-wire, Cable ... 1.70 3-wire, Cable ... 1.90 Cedar, all red, brass ... 1.25 Paper, Eureka ... 2.25 Fibre ... 2.70 <b>Toothpicks</b> Hardwood ... 2.50 Softwood ... 2.75 Banquet ... 1.50 Ideal ... 1.50 <b>Traps</b> Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 <b>Tubs</b> 20-in., Standard, No. 1 ... 1.70 18-in., Standard, No. 2 ... 1.60 16-in., Standard, No. 3 ... 1.50 20-in., Cable, No. 1 ... 1.75 18-in., Cable, No. 2 ... 1.60 16-in., Cable, No. 3 ... 1.50 No. 1 Fibre ... 10.80 No. 2 Fibre ... 9.45 No. 3 Fibre ... 8.55 <b>Wash Boards</b> Bronze Globe ... 2.50 Dewey ... 1.75 Double Acme ... 2.75 Single Acme ... 2.25 Double Peerless ... 3.25 Single Peerless ... 2.50 Northern Queen ... 2.50 Double Duplex ... 3.00 Good Luck ... 2.75 Universal ... 2.25 <b>Window Cleaners</b> 12 in. ... 1.65 14 in. ... 1.85 16 in. ... 2.30 <b>Wood Bowls</b> 11 in. Butter ... 75 13 in. Butter ... 1.15 15 in. Butter ... 2.00 17 in. Butter ... 3.25 19 in. Butter ... 4.75 Assorted 13-15-17 ... 2.25 Assorted 15-17-19 ... 3.25 <b>WRAPPING PAPER</b> Common Straw ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short c't. 13 ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 <b>YEAST CAKE</b> Magic, 3 doz. ... 1.15 Sunlight, 3 doz. ... 1.00 Sunlight, 1 1/2 doz. ... .50 Yeast Foam, 3 doz. ... 1.15 Yeast Cream, 3 doz. ... 1.00 Yeast Foam, 1 1/2 doz. ... .50 <b>FRESH FISH</b> <b>Per lb.</b> Jumbo Whitefish ... 11 @ 12 No. 1 Whitefish ... 9 White fish ... 10 @ 12 Trout ... 7 @ 8 Black Bass ... 10 @ 11 Halibut ... 10 @ 11 Ciscos or Herring ... 5 Bluefish ... 11 @ 12 Live Lobster ... @ 22 Boiled Lobster ... @ 23 Cod ... @ 12 1/2 Haddock ... 8 No. 1 Pickerel ... @ 8 1/2 Pike ... 7 Porch dressed ... 7 Smoked White ... @ 12 1/2 Red Snapper ... 14 Col. River Salmon ... @ 16 Mackerel ... 14 @ 15 <b>OYSTERS</b> <b>Cans</b> F. H. Counts ... 40 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 ... 7 Green No. 2 ... 8 Cured No. 1 ... 8 1/2 Cured No. 2 ... 7 1/2 Calfskins, green No. 1 ... 1.10 Calfskins, green No. 2 ... 8 1/2 Calfskins, cured No. 1 ... 1.11 Calfskins, cured No. 2 ... 9 1/2 Steer Hides 60lbs. overs ... 8 1/2 Cow Hides 60 lbs. overs ... 8 1/2 <b>Pelts</b> Old Wool ... 50 @ 1.50 Lamb ... 10 @ 30 Shearings ... 10 @ 30 <b>Tallow</b> No. 1 ... @ 4 No. 2 ... @ 3 <b>Wool</b> Washed, fine ... @ 22 Washed, medium ... @ 25 Unwashed, fine ... 14 @ 19 Unwashed, medium ... 21 @ 23 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard ... 7 Standard H. H. ... 7 Standard Twist ... 8 Cut Loaf ... 9 Jumbo, 32lb. ... 7 1/2 Extra H. H. ... 9 Boston Cream ... 10 Olde Time Sugar stick ... 12 30 lb. case ... 12 <b>Mixed Candy</b> Grocers ... 6 Competition ... 7 1/2 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 9 Broken ... 8 Cut Loaf ... 8 English Rock ... 9 Kindergarten ... 8 1/2 Bon Ton Cream ... 8 1/2 French Cream ... 9 Star ... 11 Hand made Cream ... 14 1/2 Premio Cream mixed ... 12 1/2 <b>Fancy-In Pails</b> O F Horehound Drop ... 10 Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 12 Starlight Kisses ... 10 San Blas Goodies ... 10 Lozenges, plain ... 9 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Kintette Chocolates ... 12 Champion Gum Drops ... 8 Moss Drops ... 9 Lemon Sours ... 9 Imperials ... 9 Ital. Cream Opera ... 12 Ital. Cream Bon Bons ... 12 20 lb. pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 <b>Fancy-In 5lb. Boxes</b> Lemon Sours ... 50 Peppermint Drops ... 60 Chocolate Drops ... 60 H. M. Choc. Drops ... 85 H. M. Choc. L. and ... 85 Dark No. 12 ... 1.00 Brilliant Gums, Cry ... 60 O. F. Licorice Drops ... 80 Lozenges, plain ... 55 Lozenges, printed ... 60 Imperials ... 55 Mottos ... 60 Cream Bar ... 55 Molasses Bar ... 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons, Pep. ... 60 and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 55 Old Time Assorted, 25 lb. case ... 2.50 Buster Brown Goodies ... 2.50 Up-to-Date Assort, 32 lb. case ... 3.50 lb. case ... 3.50 <b>Pop Corn</b> Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2.75 Pop Corn Fritters, 100s ... 50 Pop Corn Toast, 100s ... 50 Cracker Jack ... 3.00 Pop Corn Balls ... 1.30 <b>NUTS</b> <b>Whole</b> Almonds, Tarragona ... 16 Almonds, Ivica ... 16 Almonds, California aft ... 16 shelled, new ... 14 @ 16 Brazils ... 10 Filberts ... 11 Walnuts, French ... 12 Walnuts, 1 soft shelled ... 15 @ 16 Cat No. 1 ... 15 @ 16 Table Nuts, fancy ... 13 Pecans, Med. ... 9 Pecans, Ex. Large ... 10 Pecans, Jumbos ... 11 Hickory Nuts per bu. ... 15 Ohio new ... 1.75 Cocoanuts ... 4 Chestnuts, per bu. ... 4 <b>Shelled</b> Spanish Peanuts, 7 1/2 @ 8 Pecan Halves ... 33 Walnut Halves ... 33 Ribbert Meats ... 25 Alicante Almonds ... 36 Jordan Almonds ... 47 <b>Peanuts</b> Fancy, H. P. Suns. 6 1/2 @ 7 Fancy, H. P. Suns. ... 8 Roasted ... 8 1/2 Choice, H. P. J'be. ... 8 1/2 Choice, H. P. J'be. ... 8 1/2 bo, Roasted ... 8 1/2	

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes ..75 9 00  
Paragon .....55 6 00

BAKING POWDER  
Jaxon Brand

**JAXON**  
1/4 lb. cans, 4 doz. case 45  
1/2 lb. cans, 4 doz. case 55  
1 lb. cans, 2 doz. case 60

Royal  
10c size. 90  
1 lb cans 135  
6 oz cans 190  
1/2 lb cans 250  
3/4 lb cans 375  
1 lb cans 480  
2 lb cans 13 00  
5 lb cans 21 50

Arctic 4 oz ovals, p gro 4 00  
Arctic 8 oz ovals, p gro 6 00  
Arctic 16 oz r'd, p gro 9 00

## BLUING

Grits

Walsh-DeRoo Co.'s Brands

Wheat Grits  
Cases, 24 2 lb pack's..2 00

## CIGARS

**S&W**  
G. J. Johnson Cigar Co.'s b'd.  
Less than 500.....35 00  
500 or more.....32 00  
4,000 or more.....31 00

## COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case..2 60  
35 1/2 lb pkg. per case..2 60  
38 1/4 lb pkg. per case..2 60  
16 1/2 lb pkg. per case..2 60

## FRESH MEATS

Beef

Carcass .....7 @ 8 1/2  
Forequarters.....5 1/2 @ 6 1/2  
Hindquarters.....8 1/2 @ 10  
Loins .....11 @ 14 1/2  
Ribs .....9 @ 12  
Rounds.....7 1/2 @ 8 1/2  
Chucks.....@ 6  
Plates.....@ 4

Pork

Dressed .....@ 5 1/4  
Loins .....@ 8 1/2  
Boston Butts .....@ 6 1/2  
Shoulders .....@ 7  
Leaf Lard .....@ 7

Mutton

Carcass .....@ 9  
Lambs .....10 1/2 @ 11 1/2

Veal

Carcass .....4 1/2 @ 7

**Karo**  
CORN SYRUP  
24 10c cans .....1 84  
12 25c cans .....2 30  
6 50c cans .....2 30

## COFFEE

Roasted  
Dwinell-Wright Co.'s Bds.



White House, 1 lb.....  
White House, 2 lb.....  
Excelsior, M & J, 1 lb..  
Excelsior, M & J, 2 lb..  
Tip Top, M & J, 1 lb....  
Royal Java .....  
Royal Java and Mocha..  
Java and Mocha Blend..  
Boston Combination .....

Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sag-  
inaw; Meisel & Goeschel,  
Bay City; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

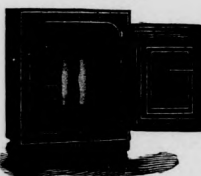
## COFFEE SUBSTITUTE

Javril



2 doz. in case ..... 4 10

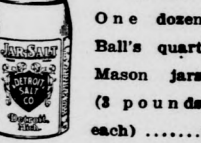
## SAFES



Full line of the celebrated  
Diebold fire and burglar  
proof safes kept in stock  
by the Tradesman Com-  
pany. Twenty different  
sizes on hand at all times  
—twice as many safes as  
are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

## SALT

Jar-Salt



One dozen  
Ball's quart  
Mason jars  
(3 pounds  
each) .....85

## STOCK FOOD.

Superior Stock Food Co.,  
Ltd.

\$ .50 carton, 36 in box.10.80  
1.00 carton, 18 in box.10.89  
12 1/2 lb. cloth sacks.. .84  
25 lb. cloth sacks....1.65  
50 lb. cloth sacks....3.15  
100 lb. cloth sacks....6.00  
Peck measure ..... .90  
1/2 bu. measure.....1.80  
12 1/2 lb. sack Cal meal.. .39  
25 lb. sack Cal meal.. .75  
F. O. B. Plainwel, Mich.

## SOAP

Beaver Soap Co.'s 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

Tradesman Co.'s Brand



Black Hawk, one box..2 50  
Black Hawk, five bxs..2 40  
Black Hawk, ten bxs..2 25

## TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

## Place Your

Business

on a

Cash Basis

by using

our

Coupon Book

System.

We

manufacture

four kinds

of

Coupon Books

and

sell them

all at the

same price

irrespective of

size, shape

or

denomination.

We will

be

very

pleased

to

send you samples

if you ask us.

They are

free.

Tradesman Company

Grand Rapids

A Catalogue That  
Is Without a Rival

There are something like 85,000 com-  
mercial institutions in the country that  
issue catalogues of some sort. They are  
all trade-getters—some of them are success-  
ful and some are not.

Ours is a successful one. In fact it is  
THE successful one.

It sells more goods than any other three  
catalogues or any 400 traveling salesmen  
in the country.

It lists the largest line of general mer-  
chandise in the world.

It is the most concise and best illustrated  
catalogue gotten up by any American  
wholesale house.

It is the only representative of the larg-  
est house in the world that does business  
entirely by catalogue.

It quotes but one price to all and that is  
the lowest.

Its prices are guaranteed and do not  
change until another catalogue is issued.

It never misrepresents. You can bank  
on what it tells you about the goods it  
offers—our reputation is back of it.

It enables you to select your goods  
according to your own best judgment and  
with much more satisfaction than you can  
from the flesh-and-blood salesman, who  
is always endeavoring to pad his orders  
and work off his firm's dead stock.

Ask for catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—  
By Catalogue Only.

New York Chicago St. Louis

## This Stamp



Stands  
for

Integrity  
Reliability  
Responsibility

Redeemable  
everywhere

American  
Saving Stamp Co.

90 Wabash Ave., Chicago, Ill.

IRON AND STEEL,  
CARRIAGE AND WAGON  
HARDWARE,  
BLACKSMITH SUPPLIES

We would be pleased  
to receive your order  
for these goods.

Sherwood Hall Co.

Limited  
Grand Rapids, Michigan

COUPON  
BOOKS

Are the simplest, safest, cheapest  
and best method of putting your  
business on a cash basis.   
Four kinds of coupon are manu-  
factured by us and all sold on the  
same basis, irrespective of size,  
shape or denomination. Free sam-  
ples on application.

TRADESMAN  
COMPANY  
GRAND RAPIDS, MICH.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

**Bakery**—At invoice; most convenient, up-to-date bakery, confectionery, ice cream plant in Central Illinois. Strictly cash business, no delivering. Money-making business, growing every year; no competition; will bear closest investigation. Reason for selling, want to go into other business. Anyone meaning business and wanting nice money-maker, address K. Cooper, Maroa, Ill. 573

**For Sale**—Hardware stock inventorying from \$3,000 to \$3,500; established six years; reason for selling, are not familiar with the hardware business and lumber yard requires all of our attention. Address A. A. Hemily & Co., Newaygo, Mich. 589

**Restaurant**—Located in a live mining town of 2,000 population; only one other small restaurant in town; good town for some music organizer. L. M. Johnson, Pleasant City, Ohio. 583

**An old-established business for sale**, stock consists of new and second-hand furniture, stoves, etc., in the best city in Southern Michigan; good reasons for selling. Northern Specialty Co., Battle Creek, Mich. 582

**For Sale**—Candy factory, doing good business, both city and country, Seattle, Washington; population, 150,000. Address W. H. Hecht & Co. 587

**Wanted**—Active experienced partner in retail dry goods business, with \$10,000 cash capital, in one of the best cities in Illinois. Address Gubbins, Jung & Co., 147-153 Fifth Ave., Lees Building, Chicago, Ill. 586

**For Sale**—\$4,000 to \$5,000 stock of dry goods, shoes or millinery; best location in town of 1,300 in Southern Michigan; stock clean. Reason for selling, other business. Address No. 584, care Michigan Tradesman. 584

**Fine residence, new store building, general stock of merchandise for sale cheap.** Box 280, Cedar Springs, Mich. 577

**For Sale**—The right opportunity for anyone wishing hotel business. Entire new outfit, up-to-date style, in new three-story twenty room brick, hot and cold water and toilet rooms on each floor, fine bath room; rent cheap; rates, \$1.50 and \$2 per day; meals, 50 cents; good transient trade, constantly increasing; located in the best town of its size in the State of Michigan to-day; population about 1,200; excellent agricultural surroundings; two railroads through the place. Price for outfit, \$1,250. Reason for selling, family sickness and must change climate at once. Address No. 558, care Michigan Tradesman. 558

**For Sale or Exchange**—Manufacturing business; established nearly five years; will pay 15 to 20 per cent. on investment of \$6,000; good demand for the product. Have good reason for wishing to sell. The business can be conducted any place. Address J. H. Moyer, 1208 N. Cory St., Findlay, Ohio. 557

**Wanted**—To buy a stock of goods at once. Lock Box 21, Odessa, Minnesota. 565

**A retail business in Philadelphia** for sale; light, clean and well paying; buyer must have from \$5,000 to \$7,000 cash; a chance of a lifetime; must sell to settle estate. M. E. Skinner, 2310 North Hancock St., Philadelphia, Pa. 563

**For Sale**—Old established meat market, with complete equipment and slaughter house tools. New ice box. Owner compelled to sell by illness of family. Address Box 344, Harbor Springs, Mich. 559

**For Sale**—The only men's and boys' clothing and furnishing goods store in Oregon, Mo., the county seat of Holt county, lying in richest part of Northwest Missouri. Stock invoices between \$8,000 and \$9,000. All new goods. Will sell residence if desired. Address W. B. Hinde, Oregon, Mo. 551

**For Rent**—Fine location for a department, general, or dry goods store. Large stone building, three entrances, on two main business streets. Rent reasonable. Possession given at once. Don't fail to write Chas. E. Nelson, Waukesha, Wis. 547

**Good paying dry goods business for sale.** Best business street in Detroit. Stock and fixtures inventory \$6,800. Address No. 548, care Michigan Tradesman. 548

**For Sale**—Small stock of general merchandise in a live town. Will sell at a bargain and rent building; good two-story brick. Address Box 387, Portland, Mich. 570

**For Sale**—A new stock of hardware, implements, buggies, etc., in one of the best hardware and implement towns in Northern Indiana. Stock will invoice between \$4,000 and \$5,000. Best reasons for selling. No competition. Sales last year, \$24,000. Address No. 541, care Michigan Tradesman. 541

**For Sale**—Paying drug business; prosperous town Southwestern Michigan; average daily sales in 1903, \$27.00; invoices about \$3,000; stock easily reduced and no old stock; rent, \$20; location fine; poor health reason for selling. Don't write unless you mean business. Address John, care Michigan Tradesman. 463

**Farm for Sale or Exchange**—163 acres, 80 cleared; good buildings, two and one-half miles from Leota, Clare county, Mich.; good school, one-quarter mile; good location and good farm. Can give immediate possession if taken before July 1. Enquire on premises or of S. A. Lockwood, Lapeer, Mich. 545

**For Sale**—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 301 Jefferson St., Grand Rapids. 835

**Wanted**—To buy stock of general merchandise from \$5,000 to \$35,000 for cash. Address No. 89, care Michigan Tradesman. 89

**For Sale**—One of the finest 100-barrel flour mills and elevators in the State. A good paying business. Address, H. V., care Michigan Tradesman. 453

**For Sale**—On account of death in family. \$4,000 stock of groceries and men's furnishing goods, all staples, located in best manufacturing city of 30,000 on the Lake Shore. Will sell at 65 cents on the dollar if taken at once. Address No. 536, care Michigan Tradesman. 536

**Wanted**—To buy furniture stock. Would consider bazaar, crockery or undertaking in connection. Cash. Address S., care Michigan Tradesman. 572

**For Sale**—To close an estate—the Hotel Iroquois at Sault Ste. Marie, Mich. Possession immediately. Address H. T. Phillips, 29 Monroe Ave., Detroit, Mich. 533

**For Sale**—Stock consisting of bazaar goods, crockery, glassware, lamps and groceries; also fixtures; invoices \$1,000; centrally located in thriving town of 900 inhabitants; rent low; good trade and paying business. All health reason for selling. Address No. 499, care Michigan Tradesman. 499

**For Sale Cheap**—Good corner brick store and office building and vacant lot adjoining, in bustling Thompsonville, Mich. Price \$3,600 cash. Brings 12 per cent. interest. Address G. W. Sharp, North Baltimore, Ohio. 553

**For Sale**—Meat market; good location. Address No. 554, care Michigan Tradesman. 554

**For Sale**—Stock of dry goods, clothing, hats, caps, shoes and groceries in town of 1,800; business established twenty-five years; leading store in town; clean stock, invoicing about \$12,000 to \$13,000; failing health reason for selling. Address Opportunity, care Michigan Tradesman. 513

**A Golden Opportunity**—Party desires to retire from business. Will sell stock and building or stock, consisting of clothing, boots and shoes, and rent building. Only cash buyers need apply. Write or call and see. T. J. Bossert, Lander, Wyoming. 529

**For Sale**—800 acres of the finest improved farm land in one of the best farming districts in Central South Dakota. Five miles from county seat, twenty-five miles from Pierre, the State capital. Offered at a bargain for twenty days for cash. Price, \$7,500. R. C. Greer, Blunt, S. D. 538

**For Sale**—A modern eight-room house Woodmere Court. Will trade for stock of groceries. Enquire J. W. Powers, Houseman Building, Grand Rapids, Mich. Phone 1455. 498

**Wanted**—Will pay cash for an established, profitable business. Will consider shoe store, stock of general merchandise or manufacturing business. Give full particulars in first letter. Confidential. Address No. 519, care Michigan Tradesman. 519

**On account of failing health** I desire to sell my store, merchandise, residence, two small houses and farm. Will divide to suit purchasers. J. Aldrich Holmes, Caseville, Mich. 532

**For Sale or Will Exchange** for an A1 Stock of General Merchandise—My fine farm of 160 acres, together with teams, stock and tools. The farm is located at Coopersville, Ottawa county, thirteen miles from city limits of city of Grand Rapids. Call or write if you mean business E. O. Phillips, Coopersville, Mich. 535

**For Sale**—\$4,500 stock of groceries, with meat market, in Illinois mining town of 8,000 population; annual sales \$45,000. Address No. 515, care Michigan Tradesman. 515

**A firm of old standing** that has been in business for fifteen years and whose reputation as to integrity, business methods, etc., is positively established, desires a man who has \$5,000 to take an active part in the store. This store is a department store. Our last year's business was above \$60,000. The man must understand shoes, dry goods or groceries. The person who invests this money must be a man of integrity and ability. Address No. 571, care Michigan Tradesman. 571

**For Sale**—Bright, new up-to-date stock of clothing and furnishings and fixtures, the only exclusive stock in the best town of 1,200 people in Michigan; nice brick store building; plate glass front; good business. Stock will inventory about \$5,000. Will rent or sell building. Failing health reason for selling. No trades. Ackerson Clothing Co., Middleville, Mich. 569

**Wanted to Exchange**—120 acres improved land, good buildings, good location, or 120 acres wild land, good location, near schools; also eighteen-room hotel and store building in a bustling town on the Pere Marquette Railroad for stock of merchandise or drug stock. Address Lock Box 214, Marion, Mich. 485

**For Sale**—Good elevator and feed mill in Michigan, in first-class condition. Paying business for the right man. Address, No. 454, care Michigan Tradesman. 454

**For Sale**—Farm implement business, established fifteen years. First-class location at Grand Rapids, Mich. Will sell or lease four-story and basement brick building. Stock will inventory about \$10,000. Good reason for selling. No trades desired. Address No. 67, care Michigan Tradesman. 67

**Cash for Your Stock**—Or we will close out for you at your own place of business, or make sale to reduce your stock. Write for information. C. L. Yost & Co., 577 West Forest Ave., Detroit, Mich. 2

**Geo. M. Smith Safe Co., agents for one of the strongest, heaviest and best fire-proof safes made.** All kinds of second-hand safes in stock. Safes opened and repaired. 376 South Ionia street. Both phones. Grand Rapids. 926

## POSITIONS WANTED.

**Ad-writer, thoroughly experienced** in clothing—all its branches; A1 salesman, open to proposition after June 20; satisfactory references. Address Lock Box 817, Tecumseh, Mich. 576

**Wanted**—A position by an experienced clothing and shoe man as clerk or manager. Address J. A. Vandervest, Thompsonville, Mich. 555

**Wanted**—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

## HELP WANTED.

**Salesman Wanted**—First-class shoe and findings road salesman to carry our new dressing in connection with regular line. Nothing like it on the market. Meets with instant favor. Liberal terms. Teats Polish Co., Indianapolis, Ind. 575

**Wanted**—Registered pharmacist with five years' experience, wishes position for summer. Is attending the University of Michigan and can begin work by June 20. Address A. W. Brock, Jr., 521 East Jefferson St., Ann Arbor, Mich. 578

**Clothing Salesman Wanted**—Must be thoroughly experienced in clothing, furnishings and shoes, good stock keeper and hustler. Don't apply unless strictly first-class. Boston Store Co., Billings, Mont. 560

**Wanted**—Grocery and drug salesman to sell an article with merit, through your house; liberal commission. Write Maple City Soap Works, Monmouth, Ill. 562

**Man**—Energetic, willing to learn, under 35, to prepare for Government position. Beginning salary \$300. Increase as deserved. Good future. I. C. I., Cedar Rapids, Ia. Enclose stamp. 526

**Wanted**—A hustler with \$3,000 to take charge of the best general store in Thompsonville. I am going West. J. E. Farnham. 527

## AUCTIONEERS AND TRADERS

**Merchants**—I hereby certify that F. M. Smith & Co., of Chicago, have just closed one of these "Special Sales" for me and am highly pleased with the way they conducted the sale and prices they obtained for my goods, and can recommend them very highly and their "Special Sales Plan" to any wanting to reduce or close out their stock of merchandise, as they surely understand their business, and their plan of advertising is a winner. Henry Bruning, dealer in general merchandise, Bluffton, Ohio. For full particulars address F. M. Smith & Co., 215 Fifth Ave., Chicago, Ill. 550

**Merchants, Attention**—Our method of closing out stocks of merchandise is one of the most profitable either at auction or at private sale. Our long experience and new methods are the only means, no matter how old your stock is. We employ no one but the best auctioneers and salespeople. Write for terms and date. The Globe Traders & Licensed Auctioneers, Office 431 E. Nelson St., Cadillac, Mich. 445

**H. C. Ferry & Co., the hustling auctioneers.** Stocks closed out or reduced anywhere in the United States. New methods, original ideas, long experience, hundreds of merchants to refer to. We have never failed to please. Write for terms, particulars and dates. 1414-16 Wabash ave., Chicago. (Reference, Dun's Mercantile Agency.) 872

## MISCELLANEOUS.

**One retail salesman** in every town to utilize spare time selling chewing gum to retailers, can make good additional income. Our advertising makes experience unnecessary. Work can mostly be done evenings. If you are ambitious worker, address, stating age, references, present connections and amount of time you can devote, Gum, Box 204, New York. 585

**Good Typewriter** wanted in exchange for printing. Gildart Bros., Albion, Mich. 581

**Four new towns on Thief River Falls** extension of the Great Northern railway now being built. First-class openings for all kinds of business and investments. Address A. D. Stephens, Crookston, Minn. 579

**A Good Position** is always open for a competent man. His difficulty is to find it. We have openings for high-grade men in all capacities—Executive, Technical and Clerical—paying from \$1,000 to \$10,000 a year. Write for plan and booklet. Hagpoods (Inc.), Suite 511, 309 Broadway, New York. 37

**Bees, honey and bee-keepers' supplies.** The Rural Bee-keeper, sample copy free. Address W. H. Putnam, River Falls, Wis. 556

**To Conservative Investors:** I invite careful investigation of a manufacturing proposition embracing the manufacture of a staple article at an enormous profit. Market world-wide. Very small capital required. If you can invest not less than \$100, you can become a charter member of the company now being formed, with special ground-floor benefits. Five per cent. quarterly dividends is a conservative estimate of first year's profits, which will increase steadily. Ample references and full information to those who can invest from \$100 to \$500. Address immediately, Box 522, Elyria, Ohio. 566

**For Sale**—A 25 horse-power steel horizontal boiler. A 12 horse-power engine with pipe fittings. A blacksmith forge with blower and tools. Shafting, pulleys, belting. All practically new. Original cost over \$1,200. Will sell for \$600. Address B-B Manufacturing Co., 50 Masonic Temple, Davenport, Iowa. 537

**Wanted**—Men with capital to invest in a live proposition that will stand investigation. Address 304 Clapp Block, Des Moines, Iowa. 542

**Wanted**—Partner. I want a sober, energetic man with \$250 to manage business in Grand Rapids; \$15 per week wages, and half interest in the business; this is a good business chance, permanent situation; reference required. Address H. Willmering, Peoria, Ill. 502

**To Exchange**—80 acre farm 3 1/2 miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house, good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 501



## JAPAN AND THE PHILIPPINES.

Although nobody in this country has attached much importance to the report which has gone abroad that the United States contemplated the cession of the Philippines to Japan, nevertheless the matter has created much interest in Europe and has been more extensively believed than seemed possible to imagine. Of course, there is not a word of truth in such a story. Assuming even that Japan might be willing enough to absorb the islands, she has made no overtures in that direction, and it would certainly seem as if that surprisingly energetic country had something else to think about just now besides acquiring new territory.

Even assuming, for the sake of argument, that the war between Japan and Russia were over and decided favorably to Japan, and that the Mikado's government was willing to acquire the Philippines, what is there that Japan could offer as an equivalent? She has no territory which we would desire to possess more than the Philippines, and certainly she would be in no position to pay a large sum of money for the islands after a destructive war, which will have pretty thoroughly exhausted her resources by the time it is over.

There is no doubt many people in this country would gladly be rid of the Philippines, with all the expense and annoyance attached to their government, but it may be doubted if any considerable portion of the American people would be willing to part with the islands at any price or under any consideration. Nearly every important nation has at one time or another had the experience of governing a colonial possession acquired by conquest.

## Failed To Make Good.

Caro, June 13—The depositors in the Caro Exchange Bank of Chas. Montague, which closed its doors last July, are indignant because, although they were promised 10 per cent. of their claims, they will receive only 5½ per cent.

Last December a meeting of the Bank's depositors was held in Caro, at which time Mr. Montague offered to pay to those who had cash in the Bank at the time the doors were closed 10 per cent. of their claims, and to turn over to a committee of three of their selection all of his unincumbered real estate, appraised at more than enough to meet the rest of the face of the claims, this real estate to be immediately put upon the market and the proceeds of sale to be used in paying the depositors.

This proposition was accepted, but it could not be acted upon until the outside creditors had consented to take 25 per cent. in cash and 25 per cent. in notes, which was accomplished a short time ago, and recently this settlement was approved by the District Court.

It now transpires that the delinquent taxes on the land, and the expenses of the assignment have been deducted from the depositors' 10 per cent., amounting to 4½ per cent. and leaving the amount to be paid

depositors only about half what they were assured they would get.

Since his discharge from bankruptcy Mr. Montague has outlined various enterprises which he says he will at once exploit, and avers that he will shortly regain his former financial standing.

## The Entertainment of the Kalamazoo.

The joint committee of the Grand Rapids Retail Grocers' Association and the Master Butchers of Grand Rapids have arranged the following programme for the entertainment of their fraters on "Kalamazoo day," which occurs this year on June 23:

Meeting of the Reception Committee at Hotel Pantlind at 9 a. m.

Band parade to Union station at 9:15 a. m.

Receiving of our guests at 9:30 a. m.

Address of welcome by Mayor Edwin F. Sweet; Abraham May, President Board of Trade; Fred W. Fuller, President Retail Grocers, and W. J. Kling, President Master Butchers.

Formation of parade headed by Newsboys Band, followed by carriages containing the officers and committee. Second section led by the Kalamazoo band.

Line of march: Up Oakes street, down South Division to Monroe, down Monroe to Canal to the Pantlind.

A synopsis of entertainment for the afternoon:

Concert by the Kalamazoo band from 2 to 3 p. m.

Butchers' and Grocers' free for all 100 yards foot race, 3 p. m. First prize, one horse blanket; second prize, whip.

Ladies' orange race at 3:15 p. m. (wives of butchers and grocers). First prize, lady's hand bag; second prize, one-quarter case oranges.

Butchers' and grocers' clerks, 100 yard dash at 3:30 p. m. First prize, one fountain pen; second prize, pocket pen knife.

Tug of war at 4 p. m., Kalamazoo vs. Grand Rapids. Prize, fifty cigars.

Base ball at 4:30 p. m., Kalamazoo Butchers vs. Grand Rapids Master Butchers. Winners, \$5 cash; losers, fifty cigars.

## Warm Welcome in Store for Hardware Dealers.

C. M. Alden, chairman of the Committee of Arrangements of the Grand Rapids Retail Hardware Dealers' Association, recently addressed the following letter to a number of local business men:

The members of the Michigan Retail Hardware Dealers' Association will hold their tenth annual convention in Grand Rapids, August 10 and 11, at the Pantlind.

This will be their first visit to the Furniture City and the attendance promises to be large, hence their welcome, their entertainment and their farewell must be of such a character as to leave with them a lasting impression of the highest type.

You are most earnestly invited to attend a meeting at the Board of Trade rooms, Tuesday, June 14, at 4 p. m., of some of our leading business men to assist in formulating such plans as will be necessary to make their visit a pleasant one.

Can we have your co-operation?

Pursuant to the invitation, a representative gathering was held at the time designated, when the matter of raising funds for the proper entertainment of the visitors was gone over carefully. All agreed that the visitors should be given such a reception and entertainment as would maintain the reputation Grand Rapids has always enjoyed as a hospitable city and, by unanimous consent, Sidney F. Stevens was made chairman of the meeting, with power to call a subsequent meeting whenever Mr. Alden can ascertain how many can be depended on to attend the convention.

## Worth Remembering.

Tacked up in a prominent place in one of the largest local wholesale concerns are the following suggestions to clerks. They are pointed and worth following, therefore we reproduce them:

Find the easy, the quick and safe way to do things. By this method you can learn to accomplish 10 per cent., or even 25 per cent more results by the same expenditure of strength.

Let nothing go over for to-morrow that ought to be disposed of to-day. Let no customer, or possible customer, who expects to hear from us in the morning, or by the next mail, be disappointed.

Over the telephone be especially polite, so as to bring yourself in contrast with many telephone operators, office boys and others who seem to wish to insult you because they are at a safe distance.

Study your work so as to constantly make it quicker, safer and better. Go to your chiefs with suggestions for the improvement of the service.

Misrepresentation may sell goods, but it will never make customers. The first sale it succeeds in making will be the last one so far as that particular customer and his friends are concerned. The world may like to be humbugged, but not more than once at the same place, or in the same way.

## It Pays.

It pays to have the best goods at the lowest prices obtainable, but get the best. Second and third qualities can be beaten, but the best is the best.

It pays to buy right in the first place. Goods well bought are half sold.

It pays to give your buyer a little freedom in your buying. He is as anxious to give you satisfaction as you are to have him, and with just as much reason for being so.

It pays sometimes to sell a line of goods at a very small profit, or even at no profit at all, if it keeps you in touch with the trade, gives your customer confidence in you, and helps sell other lines on which the margin is larger.

It pays to be up-to-date—to have the latest goods, styles and kinds of novelties. Customers don't look in the show windows of "back numbers" for good value.

It pays to start early, work late, and keep at it. Success never went gunning for a man in the back yard.

## Its Usefulness.

A disabled thumb the other day led a man to count up how many times during the day he required that member. The result somewhat surprised him and he states now that he has a much higher opinion and better appreciation of the usefulness of the digit than ever before. Two hundred and fifty-seven times, he claims, he had to deprive himself of the assistance usually rendered by this thumb. There are plenty of employers who have the same experience when confronted with the enforced absence of a clerk. They did not know how useful Mr. So-and-So was until he was away. They missed him more than they thought possible. This is as it should be. It is in the little things that the thumb shows its importance, and it will be in attention to the little things that the clerk will render the greatest service to his employer.

## Business Wants

## TOO LATE TO CLASSIFY.

## BUSINESS CHANCES.

For Sale or Rent—Two-story brick building in bustling town; fine location for any business; store has electric light, fixtures, shelving, counters, tables, city water. Address No. 595, care Michigan Tradesman. 595

Drug Store and Business for Sale Cheap—\$3,000 inventory. Address Muskegon, care Michigan Tradesman. 594

For Sale—We have decided to sell our stock of hardware; will inventory about \$3,500; here is a great chance for some one. Miller Bros., leading hardware dealers at Colon, Mich. 592

On account of ill health I wish to close out at once my stock of general merchandise, consisting of groceries; all new stock a year and a half ago, dry goods and notions. For particulars address J. M. Wheeler, Shelby, Mich. 591

For Sale—An established and profitable business consisting of a family restaurant run in connection with bakery in a thriving Michigan city of over 25,000 inhabitants; splendid returns on investment; good reasons for selling furnished; a fine opportunity for right man or woman; terms cash. Address P. O. Box 493, Kalamazoo, Mich. 590

The Correct Method Sale. Merchants, we can interest you. This has been a backward season and stock has not moved as it should. Try "The Correct Method" sales people. We can move out your old stock with a good profit and you need not buy \$1 worth of new goods for the sale. We revive your old customers and your new ones. We allow you to regulate all prices on the merchandise and the expense of advertising. We take the sale on a small commission basis. Write us for particulars or call at our office to make dates for sales after July 1. We are full up to that time. C. O. Scott & Co., 120 South Lebanon St., Lebanon, Ind. 588

At 1 o'clock p. m., June 24, 1904, I shall offer at auction, in lump or in parcels, to the highest bidder, the stock of goods formerly owned by Henry Reid, bankrupt, of Au Gres, Mich. The stock is now situated at the store of the above named Henry Reid, at Au Gres, Mich., and amounts to about eight thousand (\$8,000) dollars, consisting of hardware, dry goods, boots and shoes, groceries, etc., and is in first-class shape. For further particulars enquire of Chas. H. Smith, Receiver, care The Wm. Barie Dry Goods Co., Saginaw, Mich. 589

World's Fair Accommodations—For respectable people only. 5769 Easton Ave.; take 18th St. car going north and transfer to Easton Ave. car going west; one-half block from direct line to fair and business portion of city; twenty minutes' walk from grounds; lodging and breakfast, \$1.00. Mrs. Snell, St. Louis, Mo. Restaurant second door. 574

## HELP WANTED.

Wanted—A registered assistant to work nights; ten hours work; must be well recommended. Address No. 596, care Michigan Tradesman. 596

## AUCTIONEERS AND TRADERS.

Hart, the Salesman and Auctioneer, will guarantee you over 100 cents on the dollar for your stock of merchandise or will buy your stock outright. Write at once for full particulars, J. H. Hart, 242 Market St., Chicago, Ill. Long distance phone, Harrison 2978. 593