

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JUNE 29, 1904

Number 1084

## Collection Department

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

**We Buy and Sell  
Total Issues  
of  
State, County, City, School District,  
Street Railway and Gas  
BONDS**  
Correspondence Solicited,  
**NOBLE, MOSS & COMPANY**  
BANKERS  
Union Trust Building, Detroit, Mich.

**William Connor, Pres.** **Joseph S. Hoffman, 1st Vice-Pres.**  
**William Alden Smith, 2d Vice-Pres.**  
**M. C. Huggett, Secy-Treasurer**

## The William Connor Co.

**WHOLESALE CLOTHING  
MANUFACTURERS**

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

Now showing Fall and Winter Goods, also nice line Spring and Summer Goods for immediate shipment, for all ages. Phones, Bell, 1282; Citiz., 1957.

**Commercial Credit Co.**  
WIDICOMB BLDG. GRAND RAPIDS.  
DETROIT OPERA HOUSE BLDG. DETROIT.  
WE FURNISH PROTECTION AGAINST  
WORTHLESS ACCOUNTS  
AND COLLECT ALL OTHERS

## IF YOU HAVE MONEY

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

**Martin V. Barker**  
Battle Creek, Michigan

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

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

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## THE GOSPEL OF HATE.

Within the last half century there has grown into great prominence a doctrine set forth by science and generally adopted into the business of daily life, which may be characterized as a gospel of hate, that is the necessary consequence of the state of universal warfare in which every created thing that has life is declared to be engaged.

This doctrine, as put forth by the scientists who worked it out and formulated it, is known as "Natural Selection," or the survival of the fittest, or rather of the creature which is best able, amid inevitable conditions of incessant conflict, to survive.

The teachers of this doctrine hold that man has come into existence by a system of evolution or development in which he was first a mere speck of jelly. From that, in the course of a period greater than our arithmetic will compute, or the imagination conceive, he passed through an enormous variety of forms and changes, being in turn an amalecule, insect, fish, fowl, quadrupedal beast, monkey, and finally man. The conflicts through which he passed to attain the position of being ranked as human reached through almost interminable ages, and now that he has become a man, the warfare goes on with undiminished fury.

A writer on the subject thus portrays this human warfare: "From the humble peasant to the mightiest empire humanity is waging a ceaseless and pitiless struggle for existence in which the unfit perish. This struggle is maintained with every weapon and by every artifice, and success is attained not only by endurance and sagacity, but by cunning and ferocity. Chief, however, among the faculties which have given superiority, must rank the martial quality, for history teaches us that nothing can compensate a community for defeat in battle. War is competition in its fiercest form." "Human destiny has been wrought out through war."

"The first settlers slew the Indians, or were themselves slain. \* \* \* To consolidate an homogeneous empire we crushed the social system of the South, and lastly we cast forth Spain. The story is written in blood, and common sense teaches us that as the past has been, so will be the future."

Another writer, pursuing the same line, but applying this doctrine of eternal war to the affairs of daily life, says: "In a competitive society, where men struggle with one another for food and shelter, what is more natural than that generosity, when it diminishes the food and shelter of men other than he who is generous, should be held an accursed thing? \* \* \* To strike at a man's food and shelter is to strike at his life, and in a society organized on a tooth-and-nail basis, such an act, performed although it may be under the guise of generosity, is none the less menacing and terrible.

"When a striker kills with a brick the man who has taken his place, he has no sense of wrong-doing. In the deepest holds of his being, although he does not reason the impulse, he has an ethical sanction. He feels dimly that he has justification, just as the home-defending Boer felt, although more sharply, with each bullet he fired at the invading English. Behind every brick thrown by a striker is the selfish 'will to live' of himself and the slightly altruistic will to live of his family. The family group came into the world before the State-group, and society being still on the primitive basis of tooth and nail, the will to live of the State is not so compelling to the striker as the will to live of his family and himself."

Viewing the situation from another point of view, we see the great industrial, commercial and financial combinations formed for the purpose of creating business monopolies that will exterminate all competition and place all the supplies of food and the other necessities of life in the hands of a few, as is related to have been done thousands of years ago in the land of Egypt. Thus the pitiless conflict goes on upon every side, and since every creature we meet is a competitor in one way or another for something which we have or are seeking to attain, we recognize in him an enemy, and if we do not at once proceed to deal him a deadly blow, it is from no sense of innate mercy and love, but it is because while we are engaged in such a conflict with an individual all the forces of evolution are engaged in their pitiless progress, and if we do not go on with the mighty current of life

and destiny they are driving forward, we will be crushed.

This is the doctrine to which the wonderful science, the white light of discovery of the twentieth century, has brought the human race. This is what our universities all over the land are teaching. It is a terrible doctrine that banishes Christ, the Sermon on the Mount, the entire fabric of love and charity built up by them and on them, and even casts into the limbo of worthless, worn-out things the Ten Commandments. There is no love, no charity, no justice, nothing either good or bad, and no truth—except that all created things are being driven by a blind, irresistible force to final dissolution and annihilation.

It is to this that the boasted splendor of twentieth century enlightenment has brought the human race. Can there be anything more terrible than this? Is it not a worse hell than that which has been pictured by the most radical realists of the Bible teachers?

What can come of the human race, of human society, if this is the law of the beginning and ending? It is only among the densely ignorant, the intensely superstitious, as the scientists term them, that honor, truth and righteousness can survive. The truly learned only know the gospel of universal war and hate. What a terrible thing to be learned after that manner!

The Tradesman has a treat in store for its readers next week in the form of a paper on "Some Personal Observations in the United States Senate," written by Henry M. Rose, Chief Clerk of the Federal Senate. Mr. Rose, by the way, is the author of the new novel, "The Yellow Streak," which is very generally conceded to be the best story for boys—for young people and old people with young hearts—which has appeared this season. It is having a very satisfactory sale and should be read by every citizen of Grand Rapids because it is worthy of perusal and also because the author is a Grand Rapids man who has lived here twenty years and always stood for the best—professionally, socially and politically.

A Jersey City man was in the act of committing suicide with a knife when a monkey leaped upon him and wrenched the weapon from his hand. A monkey wrench is a handy thing to have in the house.

The Russian oil interests are reported to have surrendered to the Standard Oil Company. It is a bad year for the Russians.

## WINDOW TRIMMING

### Window Displays a Great Temptation to Poor Girls.

To be sure, window exhibiting only the richest of fabrics and the costliest of gowns are the most soul-satisfying to look at, from the mere standpoint of that which is pleasure-giving to the eye, and if this were all a merchant's business demanded of him we should have only fine windows for the very rich. But, fortunately or unfortunately, all have not the touch of Midas and must struggle along as best they may on, mayhap, but a paltry weekly stipend.

\* \* \*

The last words of the above paragraph bring to mind the sad case of a young woman of my acquaintance.

She lives in Detroit, so I am violating no confidence when I tell you a bit of her history, for she is as impossible of identification by you in that beautiful City of the Straits as if she were lost in the Desert of Sahara.

The way she is situated as to wages and being alone in the world is, of course, duplicated by hundreds of so-called "working girls"—though why on earth they should be designated as such, when pretty nearly every woman "works" nowadays, if not in one way, in another, I don't know.

\* \* \*

Not long ago this brave girl, whom I am proud to know, who has no one but herself to look to for support, told me that within the past two years she has paid out \$165 toward the funeral expenses of her mother and little brother, who both died suddenly, within a few weeks of each other.

The young woman—she is now just 19—is blessed with abounding health, and consequent good spirits, else she never could have lived through what she has suffered.

When her father was alive, she tells me, the family, which consisted of herself and three younger brothers, had all the comforts of life, but when he was taken away, as happens in so many sad and similar cases there was nothing for the mother to do but to "go to work" for her loved ones. Not but what she had always watched over her little family with loving care and tender deeds, but now their bread and butter must depend solely on her own efforts.

There was a little money left, but it would not be many months before it would be all gone if they sat down and ate it up.

The comfortable home had to be given up and quarters obtained in a cheap location, four tiny rooms taking the place of the eight or ten formerly occupied. Only the very cheapest fare could now be provided, for the mother's needle must supply it all—and the "all" was meager, indeed, compared with the living the

father had given them. But the children were brave and economized as only the brave know how and can endure.

By and by the elder two were able to earn a little something and then times began to pick up for this stricken family. They could "see their way out of the woods" and life took on a more cheerful aspect than at any time since the father's death.

But again trouble, and more of it, lay in wait for the poor children.

One bright June day—a Sabbath day—the mother, accompanied by her little brood, started on a journey to a neighboring village for a day's outing. A terrible accident befell the train, and in the wreck the mother lost her life.

The children were nearly frenzied, and had scarcely rallied from this second great grief before the smallest brother, the "baby," was stricken with a sudden illness and almost before they knew it the three older ones had to pass through another great sorrow.

Loving them all dearly, the little fellow was yet the girl's favorite of the three brothers, so it was doubly hard for her to part with him.

Now what should the three children do?

Some relatives took the two remaining boys to care for and the girl somehow managed to support herself.

By now she is earning the sum of \$6 per week in a big shoe factory. She pays her board and car fare and has exactly \$1.90 left when Saturday night comes.

"I tell you," she said recently to me, "I have to manage the very closest. When my mother and little brother died there was no one to pay the burial expenses but myself. The amount I was indebted for was close onto \$200 and I now have it more than three-fourths reduced."

"I don't see how you could do it and live," I said, wonderingly.

"It has been awfully hard for me—awfully hard," said the girl, with tears in her eyes, "and no one knows what I have had to go through but myself; but I made up my mind—I set my face to accomplish the paying of that debt—and I have it nearly all paid now."

"Of course, it has been a most rigid self-denial on my part. I have had to give up everything that girls hold so dear: the parties, the pretty clothes—all the little folderols that my companions can get with the wages they earn. It's hard enough for a working girl to get along when she has her board to pay, but when she must wear old clothes day after day for months and months, and see her friends who work, but don't have to pay their board, indulging in nice new dresses and pretty little fixin's, it's hard to stick to resolution and promise and deny one's self everything that the others have."

"I need new clothes the worst way. I needed them a year ago. When my mother died my things were in good order. We managed, with her skill at dressmaking, and what she taught me about it, to keep me de-

cently clothed, although I had to do without everything in the way of luxuries. But now my clothes have got very shabby. I have to turn and twist every way to make them do. I don't know how on earth I'd get along if I didn't board with friends. The lady where I live lets me do my washing in her kitchen. Saturday afternoons I get off, where I work, at 5 o'clock, and then, when my chums are doing their weekly shopping, I am doing my weekly washing. I will have clean underclothes, no matter how hard I have to slave to do them up. I have to do my ironings on Sunday mornings—if it is wicked I can't help it.

"No, I don't go to church very much. Once in a while I go on a Sunday evening, but I rather 'rest up' the balance of the day. When a girl works she can't do as she'd like about going to church. I am a church member and I suppose my church friends think I've 'backslid,' but, as I say, I can't do as I could wish about going to church."

"My mother taught me to sew, which is fortunate for me, situated as I now am. I can run a machine 'to beat the band' and I make all my own underclothes, and my shirt waists, too. The lady where I board allows me the use of her machine—she's awfully good to me—and I do all my own sewing on it. I study the fashions and buy my patterns for my shirt waists. I said I was out of clothes—I am, as other girls go, but I buy cheap dimity or gingham—never more than 10 cents a yard—and have four or five shirt waists a season; and I buy 6 cent cotton for my underwear, and I trim my garments with tucks and ruffles to save buying trimming. I can put any amount of such work on them, for I can do it myself, but oh, how I do love the dainty embroideries and laces."

"When I look at such things in the store windows I just go wild because I can't have 'em like other girls. When I go up and down the streets and look at the pretty things

### GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich.

The Leading Agency

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

buyers and shippers of

## POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.  
GRAND RAPIDS, MICH.

## 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.

BUY OF YOUR JOBBER

ONLY \$3.75

WARRANTED ACCURATE

WEIGHS 2 LBS BY 1/2 OZS

"IMPERIAL" COMPUTING SCALE

SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB

BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.  
118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

## BROWN & SEHLER

CO. West Bridge Street  
GRAND RAPIDS, MICH.

Manufacturers of

### HARNESS For The Trade

Are in better shape than ever to supply you with anything you may want in

Harnesses, Collars, Saddlery Hardware, Summer Goods, Whips, Etc.

GIVE US A CALL OR WRITE US

## The Reasons Why

Our NEW SILVER LEAF FLOUR has been such a success are:

It is made of the best wheat we can obtain.  
It is made by long experienced millers.  
It is made by the most improved method.  
It pays the retailer a good profit.  
Wherever it is used it is called for again.  
Let us correspond with you.

Muskegon Milling Co., Muskegon, Mich.



in the windows it just seems as if I can't resist the temptation to have my share of the nice clothes a girl enjoys possessing. No one likes good quality in clothes better than I do, and then to think I positively can't have a thing I want! It seems too bad that I should have an inordinate desire for pretty clothes and then not be able to gratify it. When I look at the displays of pretty hats and parasols and neckwear and ribbons and handbags—and oh, the lovely Oxfords and lace stockings to go with them!—well, I simply go wild.

"It seems almost wicked for storekeepers to tempt people the way they do in their windows. If I only didn't see those things—why, actually I've gone on a back street many and many a time so as not to be tempted to buy things that I mustn't. There was that dreadful debt, you know, that had to be paid—it just had to be paid! I don't know what I should have done if that undertaker hadn't been so kind to me.

"I had a nice funeral for my mother—and for my little brother, too. My mother looked so beautiful when she was laid out. She never wanted to be buried in a shroud—she always said she wanted to be buried in a nightdress. So I carried out her wishes, as she had often talked about, I bought her a pretty nightgown—it cost me \$4—and she did look so lovely.

"An' my little brother—he looked nice, too, when he was dead. He had his Sunday clothes on, an' he looked so sweet.—It's just two years ago this month that they died!"

The tears by now were running down the girl's cheeks. I put a silent arm around her.

Other eyes were wet, as well.

\* \* \*

I had intended referring to the Boston Store windows, where, this week, medium and low-priced articles are on display, calculated to meet the wants of those who are obliged to count their pennies. But, somehow, I hadn't the heart to dwell on them when I got to thinking of the struggles with poverty of this poor girl I have written about.

#### Advantages of Art in Store Advertising.

Modern retailers are gradually awakening to the real value of art in advertising. The day has passed when any sort of drawing would do to illustrate an advertisement.

Glancing over the newspapers of the large cities, the reader is impressed with the prominence of those advertisements that carry strong, artistic illustrations. Your attention is drawn toward the most attractive illustration by reason of its strength of design and relation to art.

In the smaller cities, where illustrated advertisements are not generally so artistic as those in the larger cities, there is something about the picture in an advertisement that adds dignity and lends conviction to the story that goes with it.

Some merchants use cheap illustrations because they feel that their

goods can not be pictured artistically. We have in mind a dealer who wanted to get up an illustration for a rousing sale of skirts. There were about fifteen different numbers and he was puzzled as to how best to illustrate his advertisement. The first idea he had was, to draw a picture of a wagon-load of skirts being dumped in front of his store. He was then going to put a big black headline about "skirts being unloaded regardless of value." This style of "smart" illustration is in vogue in many parts of the country, although not so much in evidence as it was a year or two ago.

This skirt man did not want to stand the expense of getting up proper illustrations for his skirts, so he planned to save money by using the brilliant idea with the wagon in it. Just think of the impression this picture would make on readers. The first noticeable thing would be the apparent worthlessness of the entire lot of skirts, because they were being dumped on the sidewalk. Is this the sort of illustration a man would use to help sell his goods? On the contrary, it would give people a wrong impression of the real value of the goods.

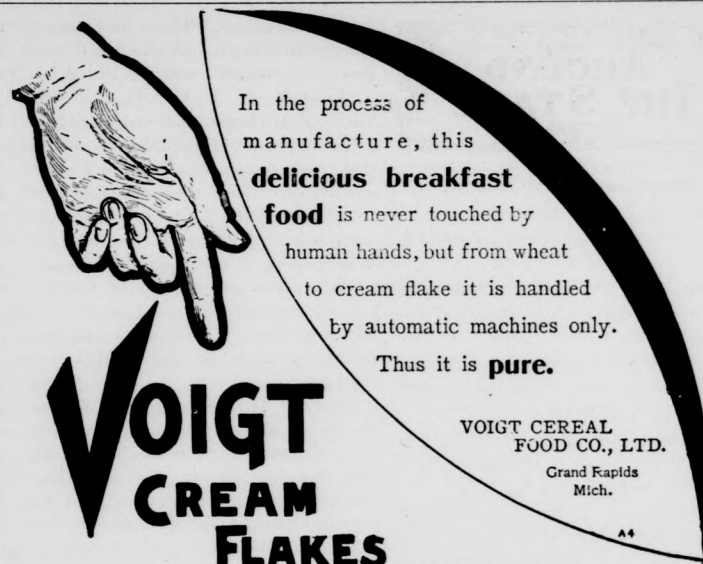
The other way of illustrating this skirt sale would be to show a picture or two or three of the skirts on women that appeared to have life in them. By all means show the skirts as they actually are or else use an illustration that suggests quality in the goods offered. Groups of women with attractive surroundings always make a good showing in a skirt or suit advertisement.

Probably the greatest advancement in commercial illustrating has been in the fashion line. From stiff wooden-like mummies artists have succeeded in putting considerable art, snap and dash into their drawings of to-day. Instead of being confronted with cold pen and ink lines, one may now look through illustrated advertisements and find many beautiful and life-like examples of art as applied to advertising.

A few years ago artists were loath to sign their drawings when they knew they were to be used for advertising purposes; they considered the advertising field as an undignified means of earning extra money. Now you can find work from the pens and brushes of very prominent artists in the advertising columns of all sorts of publications—clever artists, who, finding working for art's sake alone unremunerative, have entered the more profitable field of commercial illustrating.

The improvement in advertising art is going forward with seven-league strides. Looking back to the illustrations of only two or three years ago, the advancement is plainly noticeable. Another thing that impresses the reader is the increased number of merchants using attractive illustrations in their advertisements.

The reason why truth is so often overlooked is not because it is so abstruse, but because it is so simple.



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.

## We Have Been Looking For

a long time for a good twenty cent coffee.

We have found it and call it

## Trojan Coffee

It is a mixture of Mocha and Java roasted and blended by experts expressly for ourselves (and you.) Packed in air tight yellow sacks, one pound each, and guaranteed to please your trade.

It is a trade getter and a repeater.

Our salesmen will show it on their next trip.

## WORDEN GROCER COMPANY

Grand Rapids, Michigan

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.



## JENNINGS' Flavoring Extracts

Terpeneless Lemon  
Mexican Vanilla

are worth 100 cents all the time

Jennings Flavoring Extract Co., Grand Rapids

## Use Tradesman Coupons

## AROUND THE STATE

### Movements of Merchants.

Niles—Geo. H. Millard, late of Three Rivers, has opened a cigar factory.

Ann Arbor—Geo. D. Clark has opened a grocery store at 205 Washington street.

South Haven—John Kirchner has purchased an interest in the grocery stock of Ed. Murray.

Lansing—Fred Beuhler and Jesse Hill will open a cigar factory at 109½ Michigan avenue east.

Ionia—A. W. Stein has removed his bazaar stock to Elmira, where he will re-establish himself in business.

Traverse City—J. D. Macted, of Racine, Wis., has opened a bazaar stock at the corner of Seventh and Union streets.

Lansing—Geo. Barnes and Otto Schuron have formed a co-partnership and engaged in the grocery business at 109 Franklin avenue.

Calumet—E. H. Wollstein has purchased the stock of groceries of the Quincy Co-operative Mercantile Co. The consideration was \$1,500.

Central Lake—Smallegan, Smith & Co. have purchased the Cameron general stock and will continue the business at the same location.

Oxford—The grocery and school supply stock of M. E. Towne has been purchased by C. L. Yost & Co., of Detroit, and is being closed out.

Wayne—The general merchandise stock of D. M. Chambers has been purchased by C. L. Yost & Co., Detroit, and is being closed out at auction.

Ann Arbor—Samuel Heusel will erect a store building at the corner of South Fourth avenue and Liberty street and engage in the bakery business.

Rochester—Frankenstein & King have sold their stock of dry goods and men's furnishings to Kaufmann & Wolf, of Hammond, Ind., and the same has been packed and shipped.

Hillsdale—G. W. Weatherwax has purchased the interest of his partner in the paint and wall paper firm of Geddes & Weatherwax and will continue the business in his own name.

Holland—C. J. Vanderlist & Co., who have been engaged in the grocery business at Muskegon for the past two years, have removed their stock to this city, locating on Thirteenth street.

Hesperia—Carbine & McCullom have uttered a trust mortgage on their general stock securing creditors to the amount of \$13,000. John Snitseler, of Grand Rapids, is named as trustee.

Marlette—Arthur T. Baker, who has conducted a general store here for eighteen years, has filed a petition in bankruptcy, placing his liabilities at \$13,348.70 and his assets at nothing.

Muskegon—The Leahy Co. has leased the premises formerly occupied by J. O. Jeannot & Co. and will occu-

py it as an annex. Three new departments—millinery, cloaks and suits and dressmaking—will be added.

Marshall—H. L. Cronin, the "frog king" of Michigan, has scores of boys at work near Marshall and woe is the croaker who lifts his voice above a whisper. Cronin ships about 4,800 frogs weekly to the city markets.

Alpena—Ed C. Spens, the druggist, is preparing to erect a brick block to replace his wooden store at the corner of Second avenue north and Fletcher street. The store will be a two-story brick, 70 feet front and 66 feet deep.

Hersey—The excitement incident to the blowing open of John Finkbeiner's safe is subsiding and the peaceful denizens of the town have resumed their slumbers without being interrupted by dreams of midnight marauders.

Ypsilanti—Louis Strauss, the clothier, who came to Ypsilanti last August, has decided to quit here, and will probably leave about August 1, at the expiration of his year. Mr. Strauss also has a store at Dexter, which he will continue to run for a time.

Saginaw—Loranger & Culver have merged their drug business into a corporation under the style of the Culver-Deisler Co. The capital stock is \$24,000, all of which has been subscribed and paid in. Arthur Loranger holds 1,199 shares, F. W. Culver holds 800 shares, Anton Deisler holds 400 shares and Miles J. Purcell holds one share.

Detroit—L. Siff & Bros., William Ballin, Louis Rice, receiver, Sweet, Orr & Co. and S. Friedlander & Co., with alleged claims aggregating \$596, have filed a petition to have the Hub Clothing Co., 232 Randolph street, adjudicated a bankrupt. Isaac Greenburg is President of the company. The appointment of a receiver was not asked.

Midland—That Midland county is on the soft coal belt is without question. Recently a company leased 1,000 acres this side of the Bay county line. The Pere Marquette Coal Co. has acquired these leases and secured further options on promising territory. Five test holes have been drilled on the Currie, Girard and Bradley farms at Smith's crossing. In three or four of the holes sunk veins have been found. The quality is said to be of the best.

### Manufacturing Matters.

Chelsea—The National Peat Fuel Co. will begin operating its plant in about three weeks.

St. Louis—The Brimmer Manufacturing Co. has removed its business to Jackson, where it will be consolidated with the J. E. Bartlett Co.

Ontonagon—The Jones-Anderson Timber Company, which owns 40,000 acres of land in the Upper Peninsula, has established headquarters at this place.

Galesburg—The Gold Medal Extract Co., one of Galesburg's principal industries, has decided to move to Owosso, where there is more available capital.

South Range—The South Range Lumber Co. has established a yard

and put in a heavy stock for the retail trade at this place. J. N. West is in charge of the business.

Calumet—The Calumet & Hecla Mining Co. has established a camp at Stonington on the Copper Range Railroad and has twenty men getting out hardwoods, which will be used to make rollers for the skip roads in the shafts at the mine. The camp will be in operation the entire summer.

Escanaba—Chas. Whybrew has purchased an interest in the steel sleigh factory of the A. P. Linn Manufacturing Co. The business will hereafter be conducted under the style of the Linn-Whybrew Manufacturing Co.

Clare—H. B. Wells & Son will remove their foundry and machine shop business from Ithaca to this place, the consideration being the subscription of \$12,000 in stock by business men of Clare. The Wells furnace will be manufactured on a larger scale than heretofore.

Newberry—D. N. McLeod is operating his railroad and has in the vicinity of 200 men employed in the woods getting out his season's cut. He will put in 8,000,000 feet of pine this summer. This will leave him two years' more work in hardwoods and hemlock timber.

Detroit—The Orrin E. Skiff Co., a perfume concern located at 80 Miami avenue, has uttered a chattel mortgage running to Walter G. Hogan, who is to act as trustee for the long list of creditors. The total amount of indebtedness given in the schedule attached to the mortgage is \$7,847, the heaviest creditor being the Goes Lithographing Co., of Chicago, which is credited with \$2,065 in one amount, while the same concern has \$775 in notes.

### Port Huron To Picnic in Detroit.

Port Huron, June 23—The usual weekly meeting of the Merchants and Manufacturers' Association was held on Tuesday evening, but was very slimly attended. In the absence of Secretary Percival, Frank Wood officiated.

Frank Wood, Chairman of the excursion committee, recommended that the Association hold its annual outing in Detroit on August 25, going by way of the grand trunk railway. The report was adopted. Mayor

Graves will be asked to declare the day a public holiday.

A. H. Nern spoke about the men with small push carts who sell bananas and other articles on the streets. He maintained that they injured the trade of the grocerymen. They pay \$10 for six months' license and sell more fruit in a day than any grocery in the city.

A movement will also be started to enlarge the attendance at the regular meetings and increase the membership roll. President Canham is of the opinion that with the assistance of all members the organization can be made to be one of the strongest associations of this kind in the State.

### Protest Against Going to Detroit.

Port Huron, June 28—The merchants of the city will enter a protest to the Merchants and Manufacturers' Association against holding the annual outing in the city of Detroit. A. R. Ballentine this morning said: "I presume the Association will want all business houses to close their stores on the day of the excursion. This will result in diverting a large amount of trade to Detroit."

Another business man said: "It is poor policy on the part of the Merchants and Manufacturers' Association to take a couple of thousand people from Port Huron to Detroit. The best way to build up a town is to trade at home. Detroit people never purchase anything in Port Huron and the excursionists never stay more than an hour in the town. If they are hungry they drop off the boat at the Flats or the Oakland and secure meals. I am opposed to turning the town into Detroit for trading purposes."

There is nothing like teamwork to oil up the store machinery.

## Commercial Credit Co., Ltd.

Widdicombe 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.

Are you going to supply your customers with good roofing that is not expensive?

## Wolverine Roofing

**Stops Leaks**

Made in a modern factory by a reliable firm. Ask to have our prices, etc., mailed free.

**H. M. Reynolds Roofing Co.**  
Grand Rapids, Mich.





The directors of the Alabastine Co. have declared a dividend of 7 per cent.

W. H. Clark has sold a half interest in his business to John O. Clark. The firm will continue under the old name, Clark's Business and Real Estate Exchange.

The Kalamazoo grocers and butchers were greeted with delightful weather on the occasion of their annual excursion to Grand Rapids last Thursday and evidently enjoyed the day and the occasion to the fullest extent.

The Pere Marquette Railway has taken steps to stop the practice, said to be prevalent among its employes, of making assignments of salaries for debt and, especially, for the payment of moneys borrowed at high rates of interest. No ruling upon the matter has ever been obtained in the courts and, should the Pere Marquette be successful, it is said that a pernicious practice among all railway employes will be stopped.

Plans are practically consummated by which Edward Fitzgerald, who has been field manager of Mitchell Bros., of Cadillac, for several years, will retire from that position to take the management of the Luce Furniture Co., Mr. Fitzgerald having agreed to the arrangement in consideration of the stockholders furnishing fresh capital to the amount of \$100,000. To secure this capital it is proposed to make the present capital stock common stock and authorize an issue of \$100,000 preferred stock, carrying 6 per cent. cumulative dividends, any division of earnings in excess of 6 per cent. on the preferred and 6 per cent. on the common stock to be shared alike by both. As the management of the business has been unsatisfactory for several years, it is believed that the new arrangement will place the institution on a stable basis and enable it to again take rank with the leading manufacturing institutions of the city. Mr. Fitzgerald is one of those rare men who are able to achieve success in whatever field they exert their usefulness. He has frequently been called upon to furnish the brains and energy to rejuvenate lagging enterprises and in every case has scored a success. There is every reason to believe that he will repeat himself in the event of his taking hold of the Luce plant. While he has had no previous experience in the manufacture of chamber furniture, his remarkable grasp and indefatigable industry will enable him to master the details as well as the generalities of the business in a short time and his masterful management will work a revolution in the affairs of this company.

#### The Grocery Market.

Sugar—There is a very firm undertone to the market for refined and

higher prices are generally expected by the trade. There was only a moderate demand in the way of new business, however, as the trade is well protected by contracts against current wants, but the withdrawals reached fairly large proportions.

Tea—New crop Japan teas are coming in right along. There is no snap to the tea market, although the whole line is fully maintained at ruling prices.

Coffee—Receipts are moderate and crop reports are all of a bullish nature. There seems to be every possibility of still higher prices in the near future. Package coffees are relatively 1/2c below market. Low grades have been advanced about 1/2c by some jobbers, and there is reason for still further advances on these grades.

Canned Goods—Reports are running peculiar, some districts showing a big production while others insist upon a 15 to 25 per cent. shortage. Until these different reports are verified and averaged up quotations will hardly settle to a steady basis. The eastern crop of peaches will be unusually abundant, and this will have a depressing effect upon the California output, especially the cheaper grades. Old goods are well cleaned up, with fancy lines really scarce. New pineapples of very good quality are being delivered. Tomatoes are steady but quotably easy. Corn reflects about the same conditions, some reports to the effect that seed in most districts had not germinated not as yet being verified.

Dried Fruits—Prunes are slow and new fruit is selling on an unprecedentedly low basis, some sales having been reported as low as a 2-cent basis. There are a good carry-over and a heavy crop ahead, and the growers seem to have resolved to get values down to rock bottom. Seeded raisins are slow and unchanged. Loose raisins are in about the same condition. The secondary markets and the coast are now about on a parity as to price. Apricots are in fair demand at unchanged prices. Considerable low grades could be sold were they to be had. New apricots will probably be shipped about the middle or latter part of July. Currants are slow on spot, but some sales have been made on futures at prices slightly below last year.

Rice—The local market is rather quiet, dealers reporting only a small demand from the trade, but there are no supplies pressing for sale and prices are held to a steady basis. The mills in the South are firm in their views and, as a rule, hold for prices above the parity of local values.

Molasses and Syrups—Business in the market for grocery grades of molasses continues of a summer order, the only demand being in the way of withdrawals on contracts. Dealers have only small stocks to carry over to the fall season and prices are accordingly well maintained. Low grades were in small supply and prices are firmly maintained.

Provisions—Pure lard has advanced 3/4c and compound 1/4c. The demand is increasing. Dried beef is

unchanged and the demand is good. Barrel pork is unchanged and quiet. Canned meats are quiet and unchanged.

Fish—Shore mackerel are quiet, on account of the advances in new fish. New shore mackerel are now \$2.50 above the lowest point, and holders are asking about \$13 per barrel. There have been some sales at this figure. Holders of Irish mackerel are asking 5c per barrel advance. Norways are getting a little scarce. Sardines are in a very disappointing condition. The fish are not running and many of the factories are closed down. Such raw fish as are obtainable are commanding high prices. Some packers have advanced their prices on oils 5c per case, but those who sold goods ahead on future contracts are, of course, not able to change. There is a good demand for sardines. The cod, hake and haddock situation is about unchanged. There is no demand in this section and prices are unchanged. Some new fish are coming in, mostly of very large size. Nothing except the ordinary demand is doing in salmon. Some holders are attempting to get a little better price.

#### The Produce Market.

Bananas—\$1@1.25 for small bunches and \$1.75 for Jumbos.

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

Beets—40c per doz. bunches.

Butter—Creamery is unchanged from a week ago, commanding 18c for choice and 19c for fancy. Dairy is nominally 9@10c for packing stock and 12@14c for No. 1. Renovated is in moderate demand at 15c. Local dealers are keeping stocks of creamery extras down to a strictly fresh basis, as retailers are free buyers, while the shipping call from non-producing sections is of important dimensions. The market on dairies does not show up as favorably as on creameries. There is a serious lack of buying strength to put away for later use, and stocks show more or less of an accumulation. This makes it somewhat difficult to maintain quotations, as many shippers are anxious to have their goods turned over quickly and insist upon sale upon arrival. Concessions have to be made to attract buyers, and this has a bad effect upon the general situation.

Cabbage—Missouri, \$2; Florida, \$2.25; Mississippi, \$2.75; Cairo, \$1.15. Carrots—40c per doz. for Southern. Cherries—Sour, 90c@\$1.10 per 16 qt. case; sweet, \$1.40@1.60 per case. In bushels sour command \$2 and sweet about \$2.50. The crop of both varieties will be large in this vicinity.

Cucumbers—40c per doz. for home grown.

Eggs—Receipts just about meet local requirements. Dealers pay 14@14 1/2c for case count, holding candled at 15@16c. Candled stock is fully as firm as at any time during June, but business on a case count basis is now done on a basis that gives long chances against the buyer. The shrinkage is fearful on some lots, although such a bad condition does not

exist on all shipped in. Too much competition at some country points makes buyers careless, and in not recanting before shipping they pay freight on many dozens of unmerchantable eggs. City retailers have virtually cut out this method of buying, and are willing to pay more for guaranteed eggs. A fair amount is still going into storage, but is quite generally made up of the current surplus of receipts rather than from any speculative tendency existing at the present time.

Green Onions—Silver Skins, 20c per doz. bunches.

Green Peas—\$1 per bu. for home grown.

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

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

Lemons — Messinas, \$3.50@3.75; California, \$3@3.25.

Lettuce—Hot house leaf stock fetches 8c per lb.; outdoor, 50c per bu.

Maple Sugar—10@11 1/2c per lb.

Maple Syrup—\$1@1.05 per gal.

Musk Melons—\$3.50 per crate of 1 1/2 bu. package of Georgias.

Onions—Bermudas fetch \$2 per crate. 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, \$2.75 @3; Mediterranean Sweets and Bloods, \$3@3.25.

Parsley—30c per doz. bunches for outdoor.

Pie Plant—50c per box of 50 lbs.

Pineapples—Cuban pines are no longer in market, being unable to compete with the Florida product, which is much higher than a year ago, having sustained a sharp advance during the past week. Local dealers have advanced their prices to \$3.25@3.75 per crate, which are still below Chicago quotations.

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

Potatoes—Old stock is almost completely exhausted, although the high price of new potatoes would make supplies of old very acceptable. New have advanced to \$1.40 per bu.

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

Poultry—Receipts are not sufficient to meet the consumptive and shipping demands of the market. Spring chickens, 20@22c; fall chicks, 11@12c; fowls, 9@10c; No. 1 turkeys, 12 1/2@14c; No. 2 turkeys, 10@12c; Nester squabs, \$1.50 per doz.

Radishes—China Rose, 15c per doz. bunches; long, 15c; round, 12c.

Raspberries—Not arriving in sufficient quantities to make quotations other than nominal.

Strawberries—The local crop is practically all marketed. Receipts are getting too soft to ship to advantage.

Tomatoes—Declined to \$1 per 4 basket crate.

Watermelons—20@30c apiece for Georgia.

Wax Beans—Declined to \$1.65 per bu. box.

## CHARLES NETCHER.

## His Career From Bundle Boy to Merchant Prince.

"No man ever died from overwork, but bad habits have killed hundreds."

Several years ago Charles Netcher, proprietor of the Boston store, at Chicago, who died a comparatively sudden death at Mercy hospital June 20, looked up from a pile of bills over which he had been figuring and expressed this sentiment. It was 1 o'clock in the morning and the successful business man, who in forty years rose from bundle boy to merchant prince, was rounding out an eighteen hour day. In point of time the day had been longer than Mr. Netcher was in the habit of devoting to his business, but it stands out because he was interrupted by a friend who remarked with considerable solicitation that he was working too hard.

"You ought to take a rest," he was advised.

"Rest? Why, work never killed anyone," replied Mr. Netcher. "Bad habits are what take men away. It is work that makes life worth living."

In this terse observation is to be found the real secret of Charles Netcher's success. If you ask any man who was associated with him in a business way to name the predominating characteristic that carried him over and across the obstacles of a life which was none too promising at the outset, he will tell you that Mr. Netcher succeeded because he knew no such thing as time and because he believed that the ability to work was a blessing. Work, work, work. That was what he did from the day when at the age of 12 he began carrying bundles in the store of C. W. & E. Partridge in Buffalo, N. Y. In fact, it was all he did. He never looked at the clock. The closing hour meant nothing to him. He maintained that a day's work ended when there was nothing more to do. And he lived up to this principle to the day of his death. Almost his last hours were spent in the office from which he had guided his efforts to success, and he passed away with the motto "achievement" emblazoned upon his life's work.

Mr. Netcher was a man of strong, unswerving, impeccable personality. He was a self-made man in the strictest sense of the term. To others his life, after he began to succeed, appeared barren of pleasure. The frivolities of the outside world never appealed to him because he did not know them. He dwelt within walls and under a roof. Business was his hobby, devotion to business his one pleasure. Early morning hours found him hurrying to work with even more watchfulness of the time for beginning business than the clerk who rings in and out. All day long he worked as hard as the busiest man in his employ. When night came, bringing with it the homeward rush, Mr. Netcher remained at his store—working. He was usually the last to leave as well as among the first to arrive. This was his life,

day after day, month after month, year after year.

Mr. Netcher's career really began in 1865, when, as a boy of 12, he was led into the Partridge store in Buffalo by his mother. He was a round faced youngster, with glowing red cheeks and a rugged physique that suggested the plain life to which he had been accustomed.

"There was something about the boy that impressed me the moment he came into my presence," said C. W. Partridge, who gave Mr. Netcher his first employment. "He was clinging to his mother's skirt, not in an embarrassed way, but with a sort of an air of doubt. His mother asked me if we were in need of any boys. As a matter of fact we were not, as the sixty or seventy positions we had to offer were filled. I was on the point of telling her so when I looked down at the boy by her side. He was gazing into my face, his eyes scanning me expectantly. There was a sort of determined look about the boy which appealed to me.

"What can you do?" I asked him.

"Anything," he replied in a matter of fact way, looking me squarely in the eyes.

"Well, we don't really need a boy, but I guess I'll hire him anyway," I remarked to his mother, and he threw off his coat and went to work. This was how Charles Netcher got his first job. He started in as a bundle carrier. His salary was \$1.50 a week. There were perhaps seventy boys employed in the store at the time, and yet from the first day he worked for us he seemed to stand out above the rest. He never seemed to care much for the pleasures that appealed to the other boys. His eyes always were on business. And, above all, he was not afraid of work. He did all that was required of him, did it willingly and cheerfully. And he didn't stop at this. He always was looking for something to do. As a boy Mr. Netcher was extremely quiet. He talked little, and when he did speak he usually limited his conversation to brief sentences which were forceful and expressive. But he was a good thinker. I remember one day when we were considering the advisability of moving our business to Chicago. Mr. Netcher had then been in our employ several years and had risen from the position of bundle boy to inspector. We were immensely fond of him, and it occurred to me that we might bring him along in case he cared to come. I called him into the office and said, 'Charley, how would you like to go to Chicago to live? Do you want to go there and work for us?' Without deliberating or asking questions he replied, 'Yes, sir.'

"That answer indicates the character of man-Mr. Netcher was. His mind appeared always to be made up, and when once he set out to accomplish anything it was as good as done. He was a man of few words, but an incessant thinker, and his capacity for work seemed unlimited."

The business career of the bundle boy who climbed to the top of the

ladder and left an estate estimated at \$3,000,000 really began in 1873. From the time he began work for C. W. & E. Partridge Mr. Netcher's rise was continuous. He went from position to position, always stepping a little higher with each change. And yet he never received what in these days would be regarded as a big salary. Until he was given a working interest in the firm he never had drawn more than \$25 a week. Yet he managed to save a considerable sum. One of his rules of living was to spend much less than he made. He allowed himself nothing for luxuries and reduced necessities to a minimum basis. For years he was extremely fond of smoking. During the day he never would touch a cigar, but after business hours when he was alone working in the evening he smoked almost constantly. One night he came to the conclusion that smoking was injuring his health and unfitting him for business. "I'll quit," he told a business companion. And from that time to the day of his death he did not touch a cigar. Instead of smoking he ate fruit. "It is just as satisfying, and I know it does not injure my health," he observed.

It was in 1873 that Mr. Netcher began to accomplish really great things. In that year he was given an interest in the business of the firm. In fact, he was started out for himself, with the understanding that he was to receive in addition to his salary 10 per cent. of the profits. His name was placed above the door, but to this he objected. He was always opposed to anything resembling ostentation, so he had the sign taken down and originated the title "Boston store," which has clung to the institution ever since. When Mr. Netcher's income began to show the perceptible increase arising from his interest in the business he was able to do what few men make a success of—keep his expenses as low as they had been when he received but a small salary. He allowed his profits from the business to accumulate and continued living upon \$20 a week as he had done before. He even saved money out of his salary, so that at the end of the year several hundred dollars went to swell the amount he received as his percentage of the firm's profits.

Nor did success lessen his desire for work or his attention to business. He put in eighteen hours a day at the store, familiarized himself with every branch of the institution, performed all sorts of duties which might easily have been turned over to some one else, and even slept on a counter night after night, so as not to lose time in going to and from his place of business. As the business broadened so Mr. Netcher's income increased. But his expenses remained where they had been when he was only a salaried employe. In time his percentage of the profits was increased. Then increase followed increase, until, five years ago, he stepped into the full proprietorship of the Boston store, purchasing it outright from the man who gave

him his first position as a bundle boy at a salary of \$1.50 a week.

For a man who accomplished as much as Mr. Netcher did in such a comparatively short space of time his life was barren of conspicuous incidents. He was not the speculator who turns a fortune in a day or a week and springs prominently into the limelight of public attention. Nor was he a spectacular tradesman who sought to make his accomplishments stand out. He was in a sense a plodder, the bulldog type of man who never lets go. Step by step he went up the ladder, and he never ascended to a higher rung without knowing how he got there. In the strictest sense of the term he worked his way to the top.

One of the characteristics which followed him throughout his business career was the enjoyment of his own thoughts. He talked little. Even with his lieutenants he was not inclined to be confidential. Likewise he was opposed to the organization of his forces along lines pursued by other large business institutions. He insisted upon being the head and tail of his affairs. He shouldered everything, even down to details of his smallest departments. Even of late years he would frequently take off his coat and check up a bill of goods, a task which might easily have been performed by any of his employes. The mere thought of having nothing to do worried him. And he was seldom idle.

Mr. Netcher was a striking example of the type of man who having made his own life a success enjoys seeing others succeed. He was considerate of his employes. Although demanding a day's work for a day's pay he was the embodiment of kindness. If he did not like a man he told him so. If he for some reason desired to discontinue the services of an employe he made it plain what brought about the discharge. He was outspoken yet frank, and always made it a point to give every man a chance to show what was in him.

"Some people who worked for Mr. Netcher doubtless thought he was a hard task master, but he was not," said one of his old employes. "He was a man who had a right to ask honest returns for a day's pay, for he set the example. He worked hard himself, and wanted everybody around him to work. What is more, he seemed to feel an interest in his employes. I have known him to go to men and tell them that they ought to get out and try some other line of business, as they did not seem fitted for the work they were engaged in. 'I don't intend to discharge you,' he would say, 'but I believe you are as valuable to me now as you ever will be and it seems to me you ought for your own good to try something else. It doesn't look as though you ever would be able to succeed here and I would like to see you get ahead.' That is the type of man he was. He understood human nature thoroughly and knew when an employe was putting forth his best efforts."

Edward Hillman, who was associ-



ated with Mr. Netcher for twenty-five years, went to work as a cash boy. The second or third morning after he entered the employ of the firm he did not reach the store until five or ten minutes past 7. He encountered Mr. Netcher as he was going in. Stopping him the proprietor said: "My boy, are you working here?"

Tremblingly the youngster replied that he was.

"Well," continued Mr. Netcher, "if you want to make a success of this business you must get down early in the morning. Get in on time and do your work after you arrive and you'll find everything all right."

"It was a piece of advice I never forgot," said Mr. Hillman, "and it shows Mr. Netcher's attitude toward his employes even down to the smallest cash boy. He was a wonderfully put up man in every respect. I never heard him complain of being tired, and I never knew him to take a vacation, except to go to New York on goods-buying trips.

"After I rose to a position where I became directly associated with him in a business way he used to me, 'Eddie, keep your eye on the cash boys. Whenever you find one who is bright and seems to be trying to get ahead give him a chance. They make the best business men if they get a good start.' Another of his characteristics was that he seldom, if ever, discharged a man without telling him what his faults were and advising him to remedy them. I have seen boys, discharged for some offense, go to him and ask him for another chance. 'All right,' Mr. Netcher would say, 'I'll give you another chance. You know it will be the last.' Then he would wheel around in his chair and tell the boy what was the matter with him—why he wasn't a good employe and why he wouldn't make any headway in the world unless he changed his tactics. 'The trouble with you,' he would say, 'is that you are shooting pins at some other boy when you ought to be working. Now, just remember that. The next time you feel like throwing a pin look around and see if there isn't some little job you can do by expending an equal amount of energy.'

"One of the admirable traits Mr. Netcher possessed was the courage of his convictions. He was in practically all things his own counsel, and if he erred in judgment no one knew about it. He did not complain. If a salesman loaded him up on some line of goods which proved to be unsalable, instead of writing a letter of protest or registering a kick he would maintain strict silence, and when the same salesman showed up again he would have his own revenge. And he usually got satisfaction. I never knew a man who had a greater grasp of detail than Mr. Netcher. There was but one really important factor in his business, and that was himself. He confided his plans to no one, never asked any one to perform a task he felt he should do himself, and personally directed every department of his store."

For a long time before he became proprietor of the business Mr. Netcher was absent from the store only when he went out for his meals. At night, along about 12 or 1 o'clock, after he had completed every bit of work outlined for the day, he would make up his own bed on a counter and sleep until 6 o'clock the following morning. When friends would remonstrate with him for spending so much time inside the store he would simply reply: "Why, I'm happier here than anywhere else, so why shouldn't I stay?"

Mr. Netcher was a man who cultivated few acquaintances outside of his business associates. He loved his home and was devotedly attentive to his family. He insisted upon their participation in every pastime that promised enjoyment. But for him life's predominating pleasure was work. He worked hard as bundle boy. He worked hard in every position he held. And when he became the proprietor of a big store he kept on working. When he was making but \$1.50 a week he saved part of it. He never varied from this rule for a single week during his lifetime. Work and save. Charles Netcher did both. And he climbed to the top.

Mr. Netcher's ideas of work, thrift and economy are well set forth in his will, which has been admitted to probate. He specifically stipulates that none of his children shall be so provided for as to permit extravagance of a life of idleness. The clause covering this condition reads:

"In making all payments hereinabove and hereinafter provided, as well as in all other expenditures for the support or benefit of my said children, or any of them or any of their children, it is my wish that the then existing size and income of my estate and of their respective interests therein shall be carefully considered, and that while my children should be encouraged and assisted in all habits of thrift and industry, they should not be given the means of extravagance or idleness."

The will provides that until each child is 25 years of age the trustees shall expend such sums as appear necessary for the education and support of the child. After the child has reached the age of 25 years the trustee may pay over semi-annually the net income of each specific trust fund or may give the child the sum of \$25,000. When the child reaches the age of 30 years \$100,000 may be given him to invest in business.

Jonas Howard.

#### New Crop Prune Basis Is the Lowest Known.

In the effort to secure the interest of the jobbers California packers of prunes have entered the market on futures of the 1904 pack with the lowest price of which there is any record, and, contrary to expectations, have met with little encouragement from buying sources. Offerings of Santa Clara stock, October shipment, from the coast were quoted yesterday through local brokerage interests on a 2c four size bag basis

f. o. b. coast, which is  $\frac{1}{4}$ c below the opening prices on 1904 pack and  $\frac{3}{4}$ c below the opening basis a year ago. Covering all offerings the coast market is now quoted at from 2c to  $2\frac{1}{4}$ c for Santa Clara fruit f. o. b. in bags. The extremely low basis quoted, while attracting considerable attention among both jobbers and brokers, did not induce any large buying so far as could be learned.

The price quoted, it is stated, is somewhat speculative, the packer not having secured the goods under contract with the grower, but it is taken to indicate the trend of the coast market and the nervous anxiety of packers to do business in futures. Buyers are going slowly, and it is believed that no important contracts will be placed until the situation with special reference to the new crop is more clearly defined.

Late advices from the coast point to a much larger crop of prunes than the early reports indicated. The prospects covering the several prune sections are favorable for an outturn fully as large as that of last year. One packer figures on a crop of 140,000,000 pounds in California and 18,000,000 pounds in Oregon and Washington. The carryover of the 1903 crop in California is given as 600 carloads and that of Oregon at 15,000,000 pounds, making a total quantity available for the coming season around 170,000,000 pounds.

A feature that is having an important bearing on the ideas of coast prune interests is the absence of important buying for export. This is due to the improved prospects for the prune crops in Bosnia, Serbia and France. In these producing countries last advices give a favorable report, and the outturn is expected to be considerably larger than in 1903 and 1902. There is at the same time a considerable carryover of 1903 California prunes in England, Germany and France, the London stocks alone being estimated at 70,000 boxes. The supplies in sight and in prospect are expected to be a factor in reducing the export demand from California this year.

Last year the total exports to Europe from California reached 60,000,000 pounds. This means that the bulk of the supply available this year will be forced on the home markets. On the holdover stock of last year offerings are quoted for prompt shipment from the coast on a 2c four size bag basis f. o. b. Old prunes on the spot offer on the same basis here, and while conditions of supply locally are held not to warrant pres-

ent low prices the anxiety of sellers on the coast to move their goods coupled with a light jobbing demand from distributors prevents any improvement.



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E. A. STOWE, Editor.

WEDNESDAY - JUNE 29, 1904

### THEORY VS. PRACTICE.

Among the many addresses of the commencement season, worth reading and putting on file for future reference, that read at a leading polytechnic school in the East is especially to be commended. The speaker does not hesitate to say that the engineer holds no second place of importance and of far-reaching influence in the world's work, for upon him human society depends for its food and water supplies, its light and heat and, in fact, for the primary and essential facilities for prolonging life and making it comfortable. Especially will the distinguished speaker win the hearty approval of those who heard him and of those who read him in his protest against a disposition to underrate the educated engineer on the ground that he is not a practical man and that the practical man is superior, and he crowds the whole matter into a nutshell when he declares that, "The only really practical engineer is the one who has the theory all right at the start."

Conceding all that the engineer claims for his calling, he must admit that it is not the only important one and that he does not stand alone. Grant that in his hands are placed the issues of life and death—that human society depends upon him for its food and water, its light and heat and the essential facilities for lengthening life—the physician, the farmer, the inventor, the lawyer after applauding the statement may equally present their claim as a benefactor of mankind, while the clergyman and many another, earnestly engaged in the world's work, may without reproach rise and join this glorious fellowship of apostles. They, the named and the unnamed, are all needed, and just in proportion as they can make practical the theory they insisted is all right at the start in that same proportion will they be successful and written down among the benefactors of the race.

For some years it has been in good form to have a little fun at the expense of theory; to have considerable to say about the fellow that lives in the clouds; to laugh at the man who shuts himself up in the old-fashioned

best room with the family bible and the horse hair furniture, and to end with an appeal to the theorizer to come down from his perch, mix more with his kind and, getting a little red blood in his veins, earn his bread and butter by the sweat of his brow; in a word to be practical. As time goes by, however, the belief is gaining ground that the trouble lay in the fact that there was no theory there. The man thought he had been thinking, the deceived community took him at his word and thought so, too, and because no practical results followed, theory and theorizer became synonyms for the impractical and so terms of contempt. Then real theory came to the front. In no uncertain words it asserted its facts, and in tangible form sent them out into the world to make life more worth the living. The theorizer had simply waited until his theory was all right, and now it is generally understood that the practical, if it be really that, must be so thoroughly the result of theory as to be an acknowledged "realized ideal."

There is every reason for believing that the business man is largely responsible for this change of public opinion. A generation ago a boy had no difficulty in getting "a place" without a knowledge of the multiplication table. He would have to learn that and would learn it in making change. What was true of the tables would be true in other lines. His own self-interest would force him to study. He would learn, by doing, the only real practical method, and one, too, that made the school house a non-essential in a strictly business education. So the cross-cut policy was termed specializing and the specialist came to "strut his hour upon the stage" of business. This kind of specialist was not a success. His ignorance was not limited to the multiplication table. As one disgruntled storekeeper put it, "He don't know nothing." The theory was absent and the practice was deplorable, and the business man was soon forced to the conclusion that a specialist in business could be that only after he had been drilled in theory enough to know that his theory was all right at the start and he could go ahead.

With this fact fixed beyond doubt it is remarkable to notice the change that has come over the getting-a-job part of the community. The school boy who plays hooky and gets behind his class, no longer leaves school rather than make up his grade. The grocer wants no "learning by doing" at his expense. He knows by some costly experience that the boy who says six times seven are thirty-nine is apt to be the one to leave his horse without hitching and deliver his goods at the wrong place. The railroad officer asks for a high school diploma of the boy who asks for a position. The medical school no longer admits applicants who find "reading and writing and a lot of other nonsense of no use in studying medicine;" and somehow the old New England idea is everywhere gaining ground that no position in life is too humble to prevent the

humblest, boy or girl, to climb from the district school to the state university, gaining thus theory and practice and by a happy combination of the two entering upon the work of the real specialist when the regular course has been successfully finished. It is theory "and," not "versus," practice now that the world is determined to have. So the boy on the rocky New England farm is theorizing, as he works, on the value of a to the power of u. So the son of the miner puzzles at noontide over the indirect question and the indirect discourse in Latin. So the student on the Wyoming ranch, true to himself and to the stirring manhood within him, studies, while his team rests, the theory that lies under and behind the angle, the tangent and the sine. It is theory and practice the world calls for; it is theory and practice it is going to have, and with these and these only is it that the wonders of the opening century will be presented to the expectant world.

### CARRYING THE COMMERCE.

Everybody who has investigated the subject knows that most of the foreign commerce of the United States is carried in foreign ships. There are important European and other foreign ports in which the United States flag is never seen on a ship, unless it may be a man-of-war. Foreign ships bring to the United States all the foreign merchandise which we import, and they take away all of our products which we export.

The reason for this is that ships can be built cheaper in Europe than in this country, because the wages of the workmen are lower abroad, and ships with foreign crews can be sailed more cheaply than with American crews. Business is done for profit and not for glory, and it is because of this superior economy that we hire foreign ships to do our carrying instead of handling the commerce in our own ships.

Many schemes have been suggested by which foreign ships might be driven out of business and their places taken by American ships, but they have all failed because they were not practical or reasonable. One of these propositions was to pay out of the Treasury large cash bounties or subsidies to reimburse our shipowners for the losses they would sustain in competing with foreign ships. But bounties to ensure business profits to private parties are not popular in this country.

Another scheme was to permit foreign ships to trade only between their own ports and ours. For instance, a British ship could carry between our ports and British ports, but British ships would not be allowed to trade between the United States and the ports of any other country. British ships to-day bring all our coffee from Brazil. That would have to be stopped. As Brazil has no ships, the coffee business would have to be done in American ships built for the purpose and operated at great expense over British vessels, with a result that an enormous increase in the cost of our

coffee would fall on the American people.

Some subsidies are paid to a few of their ships by the French and German governments, but England does the greater part of the world's commerce in her tramp ships which do not receive a cent of subsidy or other government aid. As the New York Railroad Gazette points out, Congress may pass subsidy laws and discrimination laws until doomsday, but trade will still move along the lines of least resistance, and if the British tramp ship can not bring a cargo direct from Dunkirk, France, to New York, why then it must perforce carry it first to England, which would result in a somewhat higher price to be paid by the American importer, but not in any benefit to the American ships. If the lawmakers really care to build up an American fleet, it seems necessary that they must first remove the duties on materials used in shipbuilding and, second, so regulate things that the American workman will be satisfied with the wage conditions prevailing in England and Germany, and that the American sailor will serve for perhaps two-thirds of what he now receives. When Congress feels that it can accomplish these things, it would be a good time to pass laws to build up American shipping, but these two requisites must first be attained.

All the while it has been appreciated that one of the greatest problems connected with the construction of the Panama Canal is that which concerns the health of the workmen. The climate there is about as bad as it can be. In fact, it is worse nowhere else on this continent. The construction of the railroad across the isthmus, which was a very little thing compared with this undertaking, cost from one to three lives for every tie. Sanitary science is far ahead now of what it was then, but even at best the enterprise is fraught with danger and will certainly be attended by large loss of life. It is proposed to employ 300 physicians to look after the men at work. These doctors will be chosen from civil life after competitive examination and in this way it is hoped to preserve the health of those employed on the contracts. While 300 looks like a good many doctors for so small a territory, the number is none too large and the likelihood is that more rather than less will be needed.

A Philadelphia doctor says that at this time of year there are lots of "water drunkards." As the season grows hot they get to drinking more and more ice water, and at last they literally "get the habit." They can't get along without the pleasant shock which is given their system every time they dump into their heated stomachs a glass or two of ice-cold water. It means the end of their digestions; it upsets their nerves and it ruins their tempers, but they like the effect—just as the ordinary drunkard likes the similar effect of alcohol—and so they must have it.



**LIFE'S EXCHANGE SYSTEM.**

**Sermon by Rev. J. Herman Randall to Traveling Men.**

I am very glad, indeed, this morning, on behalf of this church and congregation, to welcome to our services these representatives of the United Commercial Travelers of Grand Rapids; and I am glad for the privilege of talking with you for a little while of things suggested by the thirty-seventh verse of the eighth chapter of Mark's gospel: "Or what shall a man give in exchange for his soul?" And in the revised version you know the reading is a little different: "Or what shall a man give in exchange for himself?"

What shall a man give in exchange for himself?

The world has an abundance of written creeds, but it is the unwritten creed that really counts; and every man carries his own creed.

I suppose there are very few of us who have lived on this planet for twenty or thirty years but what have gained some conception of life that has become to us a sort of working hypothesis, a sort of fundamental belief. They may never have formulated it in words; they may never have dignified it with the name of creed, and yet, nevertheless, it is the basis, the real underlying belief, in accordance with which our life is lived. I think one of the most signal failures of the theologies of the past has lain just here, that they have failed to give us formulas for truth that were really vital. We have truth expressed in terms of metaphysics or in terms of philosophy or theology, but our age to-day, perhaps more truly than any other age, is crying out earnestly and honestly for truth that shall be expressed in terms of life—for a creed that shall be vital—for formulas that shall touch life where every man lives, close to his daily experience.

If you ask the average man on the street what his idea of life or his conception of life is he never replies in words of the Thirty-nine Articles or the Nicene Creed or the Apostles' Creed; he will give you his conception of life in a single sentence. But he gives it to you in terms that are vital. Part of every man's belief, of course, is inherited. There is another part of it that is influenced by the age into which he is born, and the ideas with which that particular age is teeming, and then the whole shape and tone and color of a man's philosophy of life, or a man's creed, are determined in the end by his own personal experience; the particular pathway along which he walks; the particular things that have crowded into his days; the particular successes or failures that he has himself personally met—these things go to shape and give tone and color to his thoughts and to his ideas and to his philosophy of life.

You remember Huxley's well known figure which he used to describe life, a simile that has perhaps had greater vogue than any other simile coming from a man who is an "outsider," as respects the organ-

ized church. He said—and there are many men who perhaps have never seen Huxley's figure of speech who, nevertheless, have taken the substance of it for their philosophy of life—he said, "Life is like a game of chess, in which the individual man is pitted against an unseen player, and this unseen player is inexorably just; he insists upon every rule of the game being obeyed; there can be no backward move, and in the end, if there is any lack of intelligence, or if there is any lack of skill shown on the part of the one playing, the ruin and overthrow are certain and complete."

Now, while this figure of Mr. Huxley's, as descriptive of life, has had tremendous vogue, and, as I say, while multitudes of men practically take the substance of this for their philosophy of life, it seems to me that it is not quite true; at any rate, it does not go far enough, because, as a matter of fact, you know that, in the game of chess, the one who wins always implies some one else who loses—unless the game is a draw, when there is advantage on neither side. I do not believe that any man who has attained to years of maturity, or who stops to think or reflect at all, will be willing to admit that this is actually the final summing up of life, that some one wins at the expense always of some one else who loses. And I believe we have suggested in our text this morning a truer view of life. It is given in a figure of speech, but it gives us a view of life that more nearly conforms to the truth as the facts of life and experience disclose—that life is not a game in which one wins and the other loses but rather that life is a system of exchanges in which one gives and the other receives. All true commerce, you know, involves this every time; both sides win—the buyer wins and the seller wins—and, as it works out in true commercial life, you know how in the end there is advantage all around, for both sides to the game. And I believe—not that I can press the figure home in all its details—but I believe, as I ask you to look at life with me a little while this morning, that you shall see that life really presents this great system of exchanges. It is not a game in which the one who wins involves the overthrow of another but it is an experience in which there are a giving and a receiving, in which there is something given for everything that is taken.

Think of it in the world of nature, the universe in which we live, and you know how true it is that there is constantly going on this process of change. You can not, of course, call it intelligent commerce, intelligent exchange, one thing for another, but at any rate it is the beginning of that intelligent process that we find later in human society—this process of change. There are two great principles in science that give us a hint of this process in its work; one is the "indestructibility of matter" and the other is the "continuity of force." Force is protean, it is mighty; and the scientist tells us, and

tells us beyond a shadow of doubt to-day, that force can never be destroyed. It changes its form; it is transformed into heat, into light, into electricity, into motion; but force, in God's universe, continues on and on through all the external changes under which it may express itself. The power that comes into the world to-day from the shining of the far-distant sun is not lost. The sunshine pours itself upon the grass and upon the leaf and upon the flower and upon the human life, and is transformed, as you know, once again—the old, old miracle being reformed—once again transformed into vital energy, and is given back in more luxuriant growth, in sweeter perfume, in better and more symmetrical physical life.

You know how true it is that there is nothing in the physical universe that is immutable or unchangeable. We talk about the "everlasting hills," and yet the word "everlasting" is only a relative term; for there is nothing in God's universe everlasting except its form.

Tyndall tells us that the Matterhorn to-day is only in ruins. He tells us that Snowden was once undoubtedly twenty thousand feet high, and that to-day the debris of this great mountain peak literally covers a dozen counties.

The mountains are "everlasting" as compared with something else, that is all; but, in the world of nature everything changes, everything is transformed. This process is going on year after year and age after age. Take the natural history of any planet and you can trace its movements on from the central fire mist, out of which it came, on and on to that body on which life is possible in its lower forms, and then in its higher forms on and on, until you find it resolving itself back into the central fire whence it came—constant transformation, constant changing, constant giving up, or giving itself up in one form and reconstructing itself in another form. That is what nature means to us, looking at it from this physical standpoint.

When you come into the study of civilization and history you find the same principle illustrated. Nature sits at her custom-seat and plies her trade with tremendously eager zest; she has her scales, she has her weights and her measures; she demands that the "rule" shall be complied with to the very letter. And, as you get higher up in the realm of human life, the realm of morals and of spirit, you find that here she uses weights and measures that are far too ethereal for us to estimate in our present mental development. But here this constant exchange is still going on. We learn great lessons in our history as civilized people, but we learn them at tremendous cost. We gain what we call great victories in one direction and we sacrifice something else in another direction. From bottom to top and from center to circumference, everywhere you go in life, the great rule holds—something for something. It is never something for nothing. Everything

must be bought. It is the system of exchanges. You give in order to receive, and if you receive you must give.

We have our watches and our time-pieces and our clocks of every description to-day, and yet with this gain we have lost the savage's unerring intuition of time. We have our highways and our roads and our splendid avenues of transportation to-day, and yet with this great gain we have lost again the savage's instinct of the trail through the forest.

We look back in history to a period that we call a great reformation period—a time like the French Revolution or a time like the Reformation in England or a period like that of our own Civil War in this country; and if we read history to-day we see the gain has been tremendous, and yet remember that in other directions there was loss. Read the description that Froude gives us of England just immediately after the Reformation period, and you will begin to realize that England gave up something in moral assets in order to win the Reformation. Read the story of our own Civil War to-day, and you understand that, while we put out of this country once and for all the great curse and plague-spot of human slavery, nevertheless, we had to pay, not in human blood alone but in moral energy, in manhood, in tremendous coin of ideal worth; we had to pay, and we are paying yet the price.

As you turn to individual life you know how again and again this principle holds true—that life for the individual man is a system of exchanges. The scholar wins his fame in the domain of scholarship, because he has been willing to shut the door that would have opened into other avenues of success and fame. The merchant makes a name for himself as a merchant prince in his generation, because he has been willing to give up other things, such as belong to the life of the scholar—the hours of quietude, the hours of leisure and contemplation—for the busy, practical, bustling life of his everyday experience. The boy is born into the home in the city and he grows up surrounded by what we call city advantages—church and school and libraries and society of various types; and yet his brother who is reared on the farm in the country meets him on the arena of life and outstrips him in the race; meets him in the classroom at the university and goes far beyond him in his intellectual attainments, in his intellectual development. We have the advantages of the city, we who live in the city, but who knows how much we have given up of the virility of the country-bred man, of the tremendous energy that somehow seems to be part and parcel of the simple life that is lived beyond the confines and the smoke and the dirt and the rushing life and the feverish existence of the metropolitan center. It is something for something every time. Everything you get you pay for. Every goal that you reach you reach because you have sacrificed other goals that you might have reached. Every-

thing that your hand at last grasps is yours because somewhere along the path you have been willing to give up something else.

Now, let me apply, if you will, practically this principle to our lives in the higher regions of morals and of the spirit:

What is man? How shall we think of him? If we can answer this question then perhaps we shall be able to understand how to apply this principle of "exchange" in his higher nature.

What is man?

First of all, let me say, negatively, man is not an animal, although he lives in a physical body that performs functions similar to the functions performed by the animal. But man is not an animal. He is vastly above the animal.

Let me say again that man is not "a worm of the dust," as we used to hear him described—although sometimes he seems contented to live the life of the worm of the dust.

Let me say once again that man is not "totally depraved," in spite of the historic age of this phrase. For in every man there is much good; for in every life, even the worst, there are tremendous latent possibilities; for, even in the criminal whose record is the darkest and the blackest you may find, if you have the key to unlock his heart and disclose its secrets, under different conditions he could have developed beauty and fragrance of life and character. Man is not totally depraved!

Positively, what is man?

Man is the child of God. He may, like the prodigal in the story, be living in the far country of some selfish indulgence—he living in the far country of some sinful habit, be living in the far country of simple indifference toward the higher claims of the life about him. But, remember this, the great clear, plain truth of this matchless parable of the Master—although he is in that far country, sinful, selfish, cursed by the lowest forms of that which we call sin, blind to his own highest and noblest possibilities—remember the great teaching of the parable lies in this, that he is always the father's son! Living the life of the son? No. Living as any true son ought to live? No! no! But during all these sad experiences in the far country he never once forfeits his sonship to God. He is the child of God, made in the image of God, with the stamp on his brow of that which is akin to the Infinite. As he comes to self-consciousness he discovers that he is possessed of Godlike powers.

Think of it just a moment in review. He has the power to think, and God is infinite mind. Did you ever stop to think that the same thought, in its processes, that you think yourself is the thought of the Infinite; that God must think in accordance with the same great laws of mind that govern your thinking; that God's thought and your thought are not different in kind but only in degree? God's thought is wider, broader, farther-reaching in its scope, but your thought is "off the same

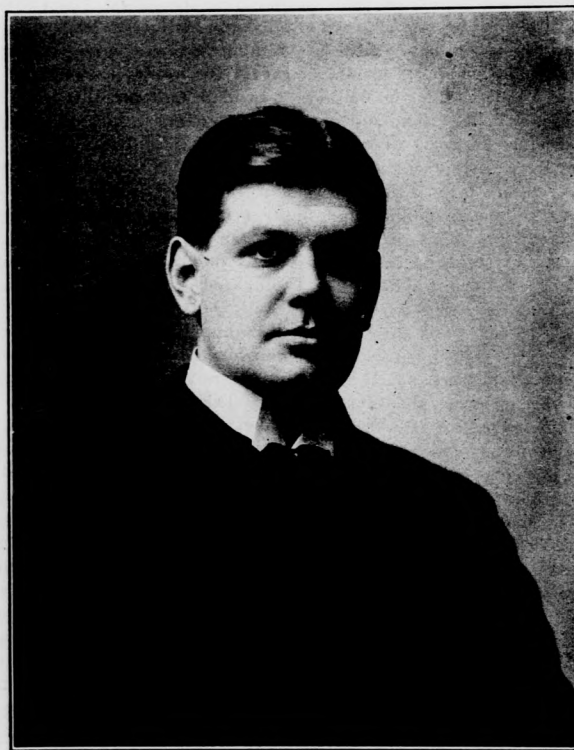
piece," and your power to think is akin to the same power that makes possible the infinite mind in this universe in which we live.

And then there is the power to will. Schopenhauer tells us that the great central fact in every man's life is this will; that man is essentially, in the last analysis, not thought or feeling but is will; and everything else proceeds from that. And God is infinite will. And every time you act, every time you make a resolve, every time you reach a decision, every time you choose, you are doing in kind the very thing that the infinite will is doing constantly in its universe.

There is in you the power of love. There is no difference in kind whatsoever between human love and divine love. Human love could never have had existence were it not for the love

just as far as the mind can reach in its imagination.

Did a Raphael ever come to that point, in his work or life as an artist, where he was willing to say, "I have at last brought out on the canvas the fairest dream of my mind!" Or did he ever reach that point in his experience where he said, enthusiastic artist that he was to the end, "I have created my final masterpiece! I have completed the greatest work!" Did a Beethoven or a Mozart ever reach that time in his experience where he said, "I have dreamed into sound the most glorious harmony! I have uttered the sweetest music that has ever been whispered to my soul!" Did an Earl of Shaftsbury ever come to that time where he said, "I have done all I can do for suffering humanity. I have expended all the



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of the Infinite. Human love for your dear ones, for your friends, is possible only because in the great heart of the Eternal there are infinite goodness and love. Your love and God's love are the same in kind, differing only in degree.

I do not believe we have yet come to understand or realize that these great powers of our nature—the power to think and the power to will and the power to love—that these things are Godlike powers, are divine forces, marking us off, by a gulf no scientist can bridge, from the brute creation.

But that is not all. Man is not only possessed of these Godlike powers but man is capable of developing these powers resident within him, infinitely. The powers of mind, powers of will, powers of love, can go on and on in their development

energy that I am capable of expending!" Or does he always say, as Shaftsbury said when he came to die, "The only regret of my heart is that I must go and leave so much suffering behind me in the world." Did a Gladstone ever reach that point in his development where he could cry, "'Tis enough! I have answered all the questions! I have solved all the problems! now I will lay down the means with which I have struggled to pierce the mysteries of life about me!" Or did a Tennyson ever reach that hour when he said, "I can climb no higher. I can catch no wider vision. I can feel no deeper stirring as I look upon the 'distant scene!'"

Ah! you know as well as I, that the only limit to the growth and development in the lives of these great ones of the earth was the limit of

the years, as the Silent Messenger crossed their pathway and beckoned them on into the larger sphere of growth and of activity—capacity for infinite growth of mind, of heart and of will!

There is another thing to be said about this man we are describing: He not only is all this but he is a man who finds himself in a world where there are differences in values, where there are visible things of worth and invisible things of worth—where there is material wealth, which in itself is neither bad nor good. It is good or bad according to the use that is made of it. Then there are the invisible riches that never can be construed or defined in terms of dollars and cents. There is happiness. By that I mean the happiness that follows the indulgence of some appetite or some passion or some selfish whim or desire. And then there is the happiness that lies deeper than all such surface sensations—a happiness that goes to the very root of a man's being and that sends its influence out through face and out through voice and out through hand, until all of life is irradiated with a glorious joy.

There is a success that can be seen and estimated, that the world can point its finger toward—a success that looms up in the visibles of life; and then there is that other success in the invisible realm that the world may never see, that the papers may never applaud, that your generation or those that come after may never understand, a success known only to your own heart and to God. No man thinks for a moment without becoming conscious that he is living in a world where there are visibles and invisibles; where there are lower values and higher values; where there are things not bad in themselves but which displace better things; where there are ideals which are not low or degraded in themselves but which shut out from the eye of the soul those higher and more glorious ideals.

And this man about whom we are talking, finding himself in a world like this, comes to realize very shortly that it is his supreme, his immensely solemn responsibility to choose as between these values. Life comes to every man and it says, "Make your choice." The great temptation of every life, literally, is put in the words as we have them in the old story of the temptation of Jesus, "I will give thee all the kingdoms of the world, if"—and then the price is named. No one goes very far in human experience before he comes to understand that this is where life takes on its tremendously solemn and important aspect; that amidst all these complex and conflicting values, amidst all these conflicting ideals, amidst all these diverse paths, it is not only his privilege but it is the solemn obligation of his life, that he can in no wise escape, to choose between—to set his face in one direction or in another, to place before his life and its energy one idea or else another, to give himself in whole-hearted earnestness to one pursuit or to some other. Man must choose.



God can not choose for him. Parents can not choose for him. Friends never choose for him. Circumstances can not decide these things. It is man's business—this child of God, with God-like powers, with capacity for infinite development of these powers—it is his great business in life to choose as between these values, the visible or the invisible.

Think of it just for a moment, by way of illustration: Here is wealth. Booker T. Washington tells us, in his address, that what the negro needs first of all is property and education. And I am very sure that we understand Mr. Washington in the sense that he means the word "property." It is not because there is anything of intrinsic worth or value to a man's higher nature in property, whatever form it may take, but it is because property is always the symbol of the man, or the spirit in the man, that has produced the property. Property is the power that a man can use for noble ends or for merely selfish ends. It is the symbol of the thing. Mr. Washington says, "Let the negro get property, because when the negro does it will signify that the negro has thrift and frugality and temperance and prudence; it is the symbol of these things in a man's life."

Here is a man who jumps off the dock to save the drowning life; does it again and again, and the life-saving people pin the badge or the medal on his breast. Is there any intrinsic worth to the medal? It is simply the symbol of the courage and the self-sacrifice that this man has displayed in his life. Or the boy marches off to war, a private in the ranks, and comes back with the epaulets on his shoulders. Is there any honor in the epaulet itself? No. It is because the epaulet is the symbol of that in his life—is the symbol of what the man is himself—that has deserved and won this recognition and this honor.

And so it is with property, whatever form it takes—if it be honestly obtained. The wealth that a man gets in this form is but the symbol of what the man is, the spirit in his life, the power he can use as he will. Here is a man who is ten times more alive than another man; here is a man who climbs to a vantage point where he looks out upon life with a ten-times wider outlook than the other man; here is a man who goes through his days touching his fellows with a ten-times broader sympathy than the other man. Who is the rich man? Riches and wealth, after all, are not in things. The rich man is the man who can see farthest and climb the highest and touch life with the truest instinct, and help men with the widest sympathy. That man is the rich man. Whether his property be counted in three figures or in five makes little difference.

Think of happiness. We have all witnessed the tragedy of a life struggling through the days after happiness, reaching out a hand here and there and yonder to grasp this fleeting thing we call happiness, coming at last to that point where it discovers that it need no longer seek for that happiness, which is only a surface thing, and then turns back into

its very self and by the inward path discovers the true meaning of joy. So that one may be happy whether he is in the midst of the crowd or in the lonely field; whether he is surrounded by many advantages or only a few; whether the friends stand shoulder to shoulder or whether one stands alone.

So it is with success in life. Men want to succeed—and the ambition is most laudable if the methods are legitimate. But, ah! there is success and success. And when one has struggled through the years, thinking success means the attainment of this particular position in society or this particular recognition among one's fellows or this particular place in the midst of fame, he finds at the end, as the world has always found, that it is an empty bauble, satisfying not at all, giving to one none of the rest and peace and joy that in the earlier years he fancied would come with the attainment of that one thing.

You remember Whittier tells us in his writings that Daniel Webster was a man who undoubtedly possessed great genius and weight of mentality such as was possessed by no other man in this country, and yet he looked upon the presidency as a prize. It was his goal of success. For him success meant the reaching of the presidency, and despite all his genius and other great gifts and his wonderful ability, in order to reach that which he deemed success, he was willing to throw to the South as a sop "the fugitive slave law." In seeking to win men's votes he lost men's respect. In striving to climb for the goal which for him meant success he suffered irretrievably in character.

So everywhere in life it is this same exchange. A man may grasp the visible and in doing that he misses the invisible. A man may reach forth for the lower values in life and all the while his own manhood be impoverished in the higher domain of his being. Life for every man, what is it but just this system of exchanges? You may choose the low if you will, but you lose the high. You may choose the high if you will, and put back and behind and forever away that which is low. You may be dazzled by all the glitter and all the noise of the life of things, and the life that is material all about us, and forget that back of this life, back of everything which fascinates the mind and draws forth the energy of your heart and your brain, there is a great unseen world—there is a great life of reverence, of faith, and hope, and trust, and love—there is a great life that finds expression in its noblest form in character. It is just the question, What shall I choose? What will a man give in exchange for himself? A man who is the child of God, a man who is possessed of these God-like powers, a man with capacities for infinite development—what shall he take in exchange for himself? He must choose. He must decide. He must cast the vote one way or the other.

This, it seems to me, is just where religion comes into human life to

help and to inspire. It sets before man the great world of the invisibles. It sets before man in outline the great, the highest values in life. It does not say of these other things they are bad of themselves, they are harmful in themselves, but it says as respects these other things, "You are made in God's image, with capacities for infinite development into God-likeness; how can you choose these when the others are your own rightful heritage? How can you give anything or take anything else for yourself—God's child?" That does not mean that the creed is a sacred thing that you are to bow down and worship, or that you are to accept unhesitatingly as the philosophy of your life. It simply means that back of the creed there is the faith of which the creed is the more or less perfect expression. It does not mean that the ritual is a sacred thing in itself. It is only sacred as back of all the ritual there is for you the spirit that inspires and guides. It does not mean that the church in itself has any particular sanctity. It is only as the church becomes for you an organization through which you can minister to your fellows, an organization out of which shall come to your life broader visions, clearer ideals, nobler purposes. It does not mean that the Book itself has any value, unless through the Book and out of its pages and from its matchless teachings there comes into your life that which makes you more of a man, that which helps you to understand yourself, that which gives you the vision of the possibilities in the ages to come.

The world I do not believe is dying for new ideals. What the world needs is men and women who shall simply embody and live out the ideals we have to-day. What the world needs, and human society, is power. Not merely the power of the teacher, not the power of the pen, not the power of the pulpit, but it is the power of the individual man's life—as he is on the road, as he is at his home, as he is at the polls, as he is at his place of business. It is the man who shall live out the great ideals and the great principles; it is the man who, reverently and humbly, conscious of what he is and of what he may become, goes through life in the spirit of one who says, "I can not descend to anything that is mean or low or impure or vile, because I am living by virtue of and for the sake of these great invisible ideals."

Men are centers of influence, mighty influence; and the world is saved not by philosophies, but by the influence of personalities. The greatest thing to be said about Jesus Christ is not that he was a new philosopher, or a great teacher, or a wonder-worker, but that he was and has been ever since a mighty influence in the life of society and in the hearts of men, transforming and winning over to his ideals of duty and truth and love. Be an influence for good, so they shall say of you as they have said of some, "His presence made men good!"

The old Greek poet tells the story

of the time when the Greek goddess used to visit Thebes, and how she always left blessings in her train. She paused by the side of the tree that had been blackened by the lightning, and lo! the woodbine grew up about its naked trunk and made it glorious! She paused by the side of a stagnant pool—it became a flowing spring! She paused by the side of the dead trunk as it lay in decay, going back again to the dust whence it came—and the green moss covered its unsightliness, and the dainty snowdrop and the beautiful anemone grew up to make it beautiful! She crossed the stream, and instead of the imprint of her feet upon the bank there grew the little violets, telling of blessing wherever she went!

Ah, beautiful prophecy! Literally fulfilled in countless lives; literally true to-day in this society of ours with its great problems—that wherever the man or woman goes in whom there is this high conception of life's possibilities there goes forth the influence that makes better, that ennobles, that transforms all who are about it.

I am told that it is the fond hope of the traveling man one day to give up the road, to settle down in quietness and peace in his home with his dear ones. I want to say to you this morning, gentlemen, that whether that dream of your life ever be realized in fact or not, this much, at least is absolutely certain: That the time is coming to you and to me, and to every one of us, when we shall have to leave the road of life—when we will cast behind us the grip—when we will turn back the sample-case—when we shall go forth into the great future beyond! And we shall go forth from this life and all its familiar scenes to be there, not what we profess to be here, not what our friends have thought we were here, not what our dear ones would like to have us here—we shall go forth to be there just what we are here. The change we call death brings about no instantaneous change in character. Character grows as habits grow—slowly, slowly, slowly! Your life and mine in the great sphere of growth and development beyond may be so sweet, so grand, and so noble a thing that we shall need all eternity in which to enjoy its blessed privileges.

God help us to so live the life here! God help us to understand that the great man is not the man with the great income, nor the man with the great social influence, nor the man who has made the great success in life as the world counts success. The great man is the man who has learned how to refuse every lower choice, and how to live in this true, grand sense for the invisibles—the highest values in life!

Always prepay telegrams when ordering that way, unless otherwise agreed. It is unjust to expect a seller to pay charges simply because you let your stock run down too low.

Everyone loves to be praised, but praise makes a wise man cautious and a fool careless.



### Observations of a Gotham Egg Man.

We have now passed the amount of eggs stored at even date last year and stock is still going into the coolers at a more rapid rate than then. Boston and Philadelphia are well up toward the quantity held a year ago, and a Chicago operator who makes a specialty of ferreting out the holdings there said a week ago that there were over 600,000 cases stored in that city. From the best information obtained I should estimate the holdings at the four leading markets on June 18 as follows, Boston and Philadelphia stocks being given from the official reports:

	1904.	1903.
Chicago .....	630,000	490,000
New York .....	428,000	395,000
Boston .....	162,984	171,274
Philadelphia .....	125,131	150,308

Total ..... 1,366,115    1,206,582

This shows an excess in the four markets together of over 12 per cent., as compared with last year, and I am quite confident that the percentage of increase would be found larger if reports were obtained from a larger number of houses.

The fall in prices noted last week, the effect of which upon speculative disposition was then so uncertain, has resulted in a larger movement to the warehouses, but this has not been urgent enough to result in any scarcity of eggs for current consumption. Indeed a good deal of the stock put away has been offered on the open market at the prevailing prices, and was stored for lack of adequate outlet. Consequently the withdrawals have had no strengthening effect upon values.

It now looks as though we must expect a relatively low level of prices so long as receipts continue beyond the actual consumptive demands, because during this time the price at which storage will continue must govern the market, and with such large stocks already put away there is no longer any disposition to add to accumulations except on a low level of prices. This, of course, refers to the grades of eggs which comprise the surplus. As qualities run down the proportion of fancy eggs naturally becomes smaller and, of really fine Northern stock, closely candled and graded before shipment, we have already reached a point where the supply is little more than needed in current trade; values for such are, therefore, being fixed by the relation of supply and current consumptive demand and as the supply of these fancy goods falls short of the requirements they may be expected to harden to the point at which they can be replaced from storage. It is quite possible that by the middle of July, or a little sooner, dealers may run a little short of fancy eggs, but there is very little chance of our getting past a surplus of aver-

age qualities until very late in the summer; and even if it should be necessary for dealers to draw out some of the stored stock during July and August in order to eke out a supply of high grade eggs, it is quite likely that storage of surplus medium grades will continue until well on toward September, and I am still of opinion that we shall reach the highest point of storehouse accumulations somewhere between August 15 and September 1.

A press item is going the rounds to the effect that Great Britain consumed 4,300,000,000 eggs in 1903, equal to about 115 eggs for each man, woman and child of the country. I suppose the figures are not very reliable but it is interesting to note how far this estimate of per capita consumption falls short of ours, for the best estimates of United States production amount to about 60,000,000 cases a year, which would supply 270 eggs to each of 80,000,000 people.

We have had rather exceptionally cool weather so far this summer and yet many of the eggs lately arriving are showing the heat. This trouble will doubtless increase as the season advances and we urge shippers to select their goods closely hereafter—before the candle if possible. The strongest part of the market will undoubtedly be for the highest qualities. —N. Y. Produce Review.

### Sharp Bargaining.

Two old fellows in New Hampshire were the sharpest things in the way of bargaining. Cy Pettingill made brooms for a living and Ezra Hoskins kept a store. One day Cy came in with a load of brooms and the dickering began.

The following account is given by one who heard the transaction:

"Cy was a man who could see a bargain through a 6-inch plank on a dark night, and Ezra could hear a dollar bill rattle in a bag of feathers a mile off. Well, they began, and their conversation was something like this:

"Ezra, I want to sell you these brooms."

"All right, Cy, I'll take them."

"Cy said: 'I don't want any store bargains. I want cash for them.'"

"They talked and gadded a while and then Ezra said: 'I tell you what I'll do, Cy, I'll give you half cash and half trade.'"

"Cy took a fresh chew of tobacco, pulled a straw out of one of the brooms and said:

"That'll be all right, Ezra."

"After he had put the brooms in the store, Ezra said: 'Here's your money, Cy, now what do you want in trade?'"

"Cy looked around for a spell, cocked his eye up to the ceiling, stuck his cud in his cheek and said:

"Well, if it is all the same for you, Ezra, I'll take brooms."

The time and money spent in learning to play a good game of billiards would buy a nice farm.

An order for future delivery, without a written contract, is virtually a contract notwithstanding.

## 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.

## 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

## 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.

## We Need Your Fresh Eggs

PRICES WILL BE RIGHT

**L. O. SNEDECOR & SON, Egg Receivers**

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank.



### Color Rules the Egg Market.

Which do you prefer, brown eggs or white? "What an absurd question," the man who only sees his eggs in omelet form will exclaim, but to the traders in eggs it is a serious one. Just now the foreign egg trade of England is much exercised over the disclosures made recently by Lord Onslow, President of the British Board of Trade, as to the nefarious practice of certain foreigners of dyeing their eggs for the London market with coffee, in order to secure the rich brown shade which it seems all Londoners prefer in their eggs. Lord Onslow advised the English egg producers to take a leaf from the book of their Continental rivals, and by the liberal use of coffee secure the shade which in London adds 25 cents a hundred to the value of their eggs.

"No such silly notions affect the American egg market," no doubt you will say. "An egg is an egg, be it white or brown or merely cream colored." But an egg is not an egg to the American dealer. He wants his eggs of the popular color, too, but in this country the popular color is just the reverse of that in England. The New York trade demands white eggs, and wants them so badly that it is willing to pay from 1 cent to 3 cents at wholesale more for them and at retail from 5 to 10 cents. And the curious part of it is that there is no real difference in the eggs. The brown eggs are just as large, just as fresh, and just as palatable as the white eggs, but they are not as pleasing to the American eye. The grocer takes the white eggs, puts them up in attractive cardboard boxes, and labels them "strictly fresh." The brown eggs never rise above the dignity of "fresh," and frequently are sold as plain "eggs." The white eggs never sink to this low estate.

As a matter of fact, the great bulk of the white eggs is laid by white Leghorn hens, while the brown egg is the product of the less-aristocratic, common barnyard fowl without a pedigree. The eggs are just as good, and sometimes a common fowl will distinguish herself by dropping a white egg, or a succession of them, but the Leghorn will never demean herself by laying a brown egg. The aristocracy among the English fowls are the Buff Orpingtons, Cochins, Brahmas, and Indian Game birds, and they all produce brown eggs. Continental dyers, it is said, pride themselves on reproducing exactly the various shades of the eggs produced by these fowls.

No American genius has yet arrived with a method of bleaching brown eggs.

### Will Open Fifty Provision Shops.

A dispatch from London, England, announces the formation of a company there with \$1,000,000 (£200,000) capital which proposes to operate a large chain of retail provision stores, which are sure to arouse the active opposition of established dealers in this line. It is reported that the company will handle Canadian provisions and produce ex-

clusively and will employ its own buyers, who will deal directly with producers, thus eliminating all intermediate profits. It is by saving of the "middleman's" profits, together with gaining additional advantages by buying in large bulks, that the company took to the placing of the goods before the English public at very much reduced prices.

London has been selected for the opening of the first shops. Fifty of these provision establishments are to be established in and around the city, after which others will be opened in the large cities and towns in the provinces. Manchester, Liverpool, Birmingham, Leeds, Sheffield, Bristol and Bradford are the centers chosen for the carrying out of the provincial invasion. One shop in each town will be opened first, and, if successful, others are to follow.

### Freezing Water for Irrigating Purposes.

In Montana the experiment has been tried of freezing water to be used for irrigation. As soon as the weather becomes such as to melt the ice it is fit for the operations requiring the water.

The plan, which so far is in the nature of an experiment, consists in making a series of shallow basins on the slope of a hill in such locations that, when water is plentiful, they may be filled, each of those below the highest receiving successively the overflow from the one above it.

Once frozen, the ice in these shallow reservoirs is there until the thaw sets in, when it melts so slowly as to keep up a supply of moisture sufficient for the germination and growth of the early crops. This unique method has been tried so far only in the vicinity of Dillon, but it appears to be successful and is to be given a trial in several other favorable localities.

### Cheese Too Green.

A. W. Grindley, agent of the Canadian Department of Agriculture in Great Britain, condemns the shipping of too green cheese, praises the cool cured cheese, and says about paraffining the cheese: "During the season of 1902 when 'waxed' cheese first appeared on the British market, some of the grocers' associations objected, and even went so far as to demand an allowance in weights, but it was soon proved that there was less shrinkage, which, added to the improved quality and appearance of the cheese, quickly created a brisk demand for cheese coming from the government curing stations, at an advance in price compared to cheese coming from the ordinary factories."

"Glutton!" hissed the workman, seeing the rich man through the window at his table. "Millionaire!" sighed the crippled rich man, pushing the food away untasted, as he watched the workman striding down the street.

When you write Tradesman advertisers, be sure to mention that you saw the advertisement in the Tradesman.

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

# Butter

Very little change to the situation, every one getting all they want, I guess, especially as it is close to July and hot weather

If it continues dry and turns hot stock will come in very poor quality. Now and always is the time to use parchment paper liners and see that your barrels are thoroughly nailed and well hooped and above all MARK your barrels properly.

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

## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Carpets**—The reduction in the prices of some of the three-quarters goods has had a more widespread influence than the instigators of the reduction thought it would have. First it influenced the buyers present at the opening to withhold a part of their orders in the hopes of obtaining better prices later in the season. The reduction in price and the attitude of the jobbers have had their effect on the retail dealers who are now holding back their orders in the hopes of getting better prices from the jobbers. The jobber may share the late reduction with the retailer, but it is extremely doubtful if the manufacturer makes any concessions from present prices. The condition of the raw material markets forbids it. Carpet wools are scarce and high priced and jute is not as plentiful nor of as good spinning qualities as in past years. The effect of the attitude of the jobbers and retailers on the future prices of the finished fabrics will be nil, but as their orders will not be received until late in the season the manufacturers will not be compelled to buy stock in large quantities, and the result will be that raw materials will not advance in prices. There is the usual summer demand for body Brussels, but as the summer is not the best season the demand is not sufficient to keep in operation a normal number of looms.

**Art Squares and Rugs**—There is no abatement in the demand for art squares and the majority of manufacturers are busy. Made-up rugs are in good demand. Manufacturers are producing a large variety of patterns that are meeting with approval. The demand for Smyrna rugs of all grades was better during the past week than it has been for some time. Manufacturers of Smyrna rugs as a rule are busy filling orders at satisfactory prices.

**Dress Goods**—The past week has been a quiet one with the dress goods agents and the buyers seem to have satisfied their immediate wants and are acting with considerably more caution at the present time. The jobbing and cutting-up trades hesitate on account of a lack of exact knowledge in regard to what they ought to do. There is a general belief, however, that styles will demand plain fabrics, though in spite of this both the buyers of dress goods and cloakings seem to feel inclined to give fancy lines a fair showing; still the amount of business transacted in fancies is small. Most mills are exceedingly anxious to place a larger yardage under contract, yet they are holding firmly to their price standard and are not inclined to vary it. On the other hand, but very few advances are made. There is practically no demand for light-weight goods for immediate delivery, but

some sales of such lines have been inaugurated. On the whole the woolen market is in a much better shape to-day than it was thought possible for it to be when the situation was reviewed in the early part of the year, at which time nearly everyone took a pessimistic view of the situation and was ready to predict all sorts of slumps in business. That they have been happily disappointed is a good feature, and even though the season falls considerably below being a record-breaker, it is so much better than was expected that everybody is in good spirits.

**Prints**—Staple prints have commanded no special attention since they have been marked down, although the market is expected to receive strength in the near future. Manufacturers of gray cloths are holding them on the basis of 3/4c for regulars, but there is an extremely light call for goods, and the Fall River mills are arranging to shut down through the coming holiday week, running only on alternate weeks thereafter until further notice.

**Lace**—Trade in the retail market is not very active at the present time. Valenciennes lace is about the most popular. Of late there has been some demand for cluny lace. All over valenciennes has not sold as readily for waists as was expected. This is no doubt due to the popularity of the lingerie waist. Black laces promise to be exceptionally good during the coming season. Plauen goods will be in good demand and the prices on the other side are very firm. Net top laces will by no means be neglected and it is expected that they will be used extensively in the sleeves as well as for trimming evening frocks.

**Underwear**—Mesh underwear has so far not been in heavy demand. The trade has not accepted mesh underwear as other than a novelty. They believe that it is too extreme and does not possess the merit which is claimed for it. Merchants are buying one-sixth of a dozen or one-third of a dozen for their own use and for some professional friends in town, but the general trade has not accepted it. Another reason has been that they consider it too high. A good cotton mesh can be purchased for \$9 a dozen or 75c a garment, but the genuine linen mesh has been beyond the pocketbook of the general public. There are to be found conservative knit goods buyers who believe that the demand for mesh underwear will increase and they are preparing for next year's demand by selecting certain numbers. They say that they will be able next year to sell the genuine linen mesh, a product of the best linen mills, at \$24 a dozen.

**Gloves**—The glove stock needs attention now to get it into better condition for next season's business. Kid glove buying is practically over and now is the time to go over every pair of kid gloves. Gloves that are poor sellers should be sorted from the desirable stock and stock that is slow selling and passe should be put out upon the counter and have the attention of the help called to it and all

# \$3.50



Per dozen is all we ask for our Lot 100 Plaid Coats. These are the EMPIRE make, which is the usual guarantee of full size and good fit. They are worth more money. We also have the "bargain store" article at \$2.25 per dozen if you want them.

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale  
Grand Rapids, Michigan

## Take Notice

When you come to Grand Rapids be sure to look up your stock and see how you are fixed on the following:

**DOMESTICS.** Cottons, Calicoes, Gingham, Dress Goods, Satines, Crashes, Shirtings, Ticks, Denims, etc.  
**NOTIONS.** Hose, Socks, Suspenders, Pants, Overalls, Hats, Caps, Corsets, Overshirts, Underwear, Neckwear, Ribbons, Handkerchiefs, Buttons, etc.

## P. Steketee & Sons, Grand Rapids

Wholesale Dry Goods

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

## Do Not Isolate Yourself

By depriving your business of an opportunity to reach and be reached by the

### 67,000 Subscribers

to our system in the state of Michigan.

A telephone is valuable in proportion to the extent of its service. The few dollars you save by patronizing a strictly local service unquestionably costs you a vastly greater sum through failure to satisfy your entire telephone requirements.

Inquire about our new toll service Rebate Plan

Michigan State Telephone Company,  
C. E. WILDE, District Manager, Grand Rapids



the sales force instructed to urge these gloves upon the attention of the trade. It will be impossible to realize the full price, but if the stock is undesirable a merchant should be willing to accept a discount in order to get the merchandise out at approximate cost. Cleaning up undesirable stock needs the best salespeople a merchant has. It is a mistake to put poor salespeople at a lot of undesirable merchandise. To move passe stock requires alertness and skill. The margins in the glove stocks are so close nowadays that only a few losses are needed from slow and undesirable stock to balance the earnings of the season. There must be quick and decisive action about passe goods. There are some customers who think that a pair of gloves should be as strong as a pair of shoes. The saleswoman who has tact can politely and firmly call the attention of the customer to the rules of the glove section regarding returning gloves. The glove stock cannot do better than to have rules printed stating the conditions under which a pair of gloves may be returned. These rules might be placed in each pair sold. There is no doubt that more care on the part of the salespeople will bring a better understanding between the glove section and the customer and contribute a great deal to better glove wear.

**Bathing Suits**—The season for the sale of bathing suits in the retail stores began last week and will continue until about July 15. The shirt-waist bathing suit and the Russian coat suit are the popular costumes for surf bathing. More attention is paid to the cut of the garment and the material employed than formerly. Fabrics that do not cling to the figure awkwardly when wet are the best sellers. Taffeta, mohair and pongee are the most popular. Rain-proof taffeta is the best if price is no object. The suits are usually piped in bright silk with collar, sach, bandana and stockings to match. Mohair suits are in the lead as they can be had at very reasonable prices. A few checked mohair suits are to be seen but the plain black and blue sell the best. One store is selling women's Sicilian bathing suits with bloomers, natty polka dot stitched collar with round neck, buttons at side, colors black and blue, for \$5.75. The more expensive bathing suits are made with long sleeves. The sleeves are finished with cuffs of the cavalier or gauntlet kind. White mohair as a bathing suit material has a disadvantage in taking on transparency after it is wet and for this reason white serge is preferred for this purpose. While flannel is not employed for women's bathing suits, it is well thought of for children. Another innovation is the use of a swimming corset or waist. It is so made that while it helps to make a woman's figure look better in a bathing suit it does not interfere with her swimming.

#### Rise and Fall of Indigo.

Modern science has so utilized one of the products of the coal fields as

almost completely to put an end to the trading in two articles that once formed a very important part of the commerce of the United States. The best dye for blue was, of course, furnished by the indigo plant, and it is even now used for the very finest of fabrics, but the chemists and scientists were able to procure from the byproducts of petroleum an aniline dye which for almost all ordinary purposes has supplanted indigo. The natural indigo dye being pushed aside by the commercial dye, which is capable of being chemically prepared, has practically killed the growing of the indigo plant. Science, however, is bound to protect those who are dependent upon it for a livelihood, so that, when what seems to have been the destruction of one industry through scientific discovery has been accomplished, the chemists immediately produce some new methods that are of commercial advantage.

For instance, the native dyers in the East have discovered that when natural indigo and the commercially prepared dye are mixed in equal proportions the result of the mixture gives a more valuable and a brighter dye than that which is afforded by the dye of the plant, so that, by reason of this discovery, what seemed to have been the inevitable ruin of the indigo culture has been averted. The discovery has greatly encouraged the growth of the indigo plant recently and has saved that article in commerce.

In noticing this recent discovery a writer upon scientific subjects has said that the advance of science has never been shown in a more typical fashion than when, diving into the history of modern chemistry, we discover that many products formerly regarded as being capable of formation by plants and animals alone have been successfully made in the laboratory of the chemists. This latter process is named in science "synthetical chemistry." The expression practically implies that compounds are built up by the chemist artificially. Synthesis is thus the opposite of analysis, the latter process being that of taking a product chemically to pieces, by way of ascertaining its new composition.

#### Alfalfa Corners Items.

Hez Dinklider, our progressive merchant, donated four gallons of sorghum to the county poor farm. Hez has a heart as big as a red barn. (The sorghum was sour.)

Bill Wodken and Buck Wuster peeled a nice lot of tanbark and shipped it to Gardensburg.

(The owner of the piece of timber where they got it is a non-resident. He will have the law on them when he finds it out.)

Mrs. Jerusha Podmiller is going to take in summer boarders.

(There will be no danger in using this as written.)

Miss Lizzie Luggenbacker looked awful sweet Sunday.

(This is dead straight, and it's exclusive. Please give her a good puff.)

Honest Hi.

## A Bathing Suit Furore

Only while our stock lasts Hear ye!

Lot No. M. T. 1, Men's Worsted two piece Bathing Suits, colors black and navy, with woven end stripes on bottom and sleeve; sizes 34 to 44. \$12 a dozen Suits.

Lot No. M. T. 2, the same thing in Boys' sizes, 24 to 34, at \$9 a dozen Suits.

Terms: 6 per cent. 10 days; 5 per cent. 30 days.

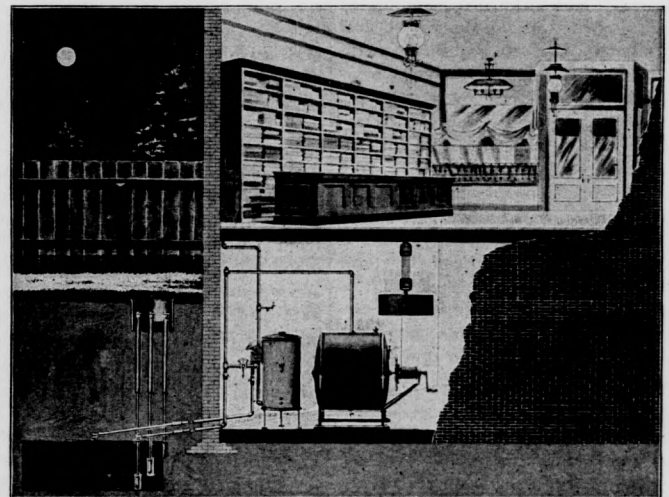
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Blum Bros., Props.

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Manufacturers' Agents

## JOHN T. BEADLE WHOLESALE MANUFACTURER



## HARNESS

TRAVERSE CITY, MICHIGAN

FULL LINE OF HORSE BLANKETS AT LOWEST PRICES



### 140 Grocers in Grand Rapids are selling Jennings Absolute Phosphate Baking Powder

Packed 5-ounce cans, 10 cents  
1/2-pound cans, 15 cents  
1-pound cans, 25 cents

Order sample case assorted sizes

The Jennings Baking Powder Co., Grand Rapids



### Better Clothing and Higher Prices.

The question of cheap clothing, in one form or another, has been an interesting one to retailers for a great many years; that is, the supplying of cheap clothing to people who were obliged to think twice in order to make both ends meet. A demand for cheap clothing has been heard equally with the call for other low-priced commodities. What constitutes "cheap" clothing is a matter for each dealer in clothes to decide for himself.

The "cheap clothing" of the present day has little or nothing in common with the clothing of several years back. The advance in the manufacture of fabrics for men's wear has made it practical to put on the market to-day slightly and well-wearing cloths which have been made into clothing at a very low price, and those who have been unable to purchase clothing of a higher grade have furnished a market for the same. It may be said, to the credit of the clothiers, that they have not pushed this class of goods to the front, but numerous department stores have featured the cheaper lines to the limit.

The study of the letters from retailers in a large number of important cities shows that, as a rule, better clothing is now in demand, and it is a question for consideration why the change has come about. That there is more money per capita in the country can not be gainsaid, and that, to some extent, may be one reason why people are buying better clothing. Retail clothiers, the country over, acknowledge that the country generally is prosperous and further, the general verdict is that the class of goods called for is higher in grade than has been bought by the public in some years past. Perhaps one might look to the farming interests for an indication of the enhanced prices which the people are willing to pay.

Prosperous years and increased prices for their products have placed the wheat and corn farmers in the West and Northwest in a position where they are, and for several years past have been, placing large sums in the banks, either to their own credit or to the credit of the Eastern mortgagees. The fact of large stocks, which must be handled by countless employes of transportation companies and by the companies themselves, when finally placed on board ships bound for distant shores, has been an important factor in scattering money all along the line, and has contributed to the income and prosperity of hundreds of thousands of wage earners.

Still the question why higher-priced and better clothing is called for is yet unsolved, and can be accounted for only by such facts as are apparent and palpable. That prosperity has been with us and that the public

has been aware of it are two well established facts. It may be said that the enlargement of the American market for export goods has made such a tremendous increase in the demand for American labor in all branches of industries that the laborers have come in for a full share of benefits. The various treaties made by our Government with foreign powers, whereby our products have been admitted to their markets on more advantageous terms than formerly, have had much to do with the question in a measure.

When a few seasons back clothiers felt that, as a result of the financial crisis in Wall Street, there was going to be a curtailment of expenditures on the part of the people, retailers, particularly in the East, went into market to make their clothing purchases for the next season and gave more attention than they had done for several seasons before to suits to retail at \$10. They were apprehensive of a change in the demand for qualities, and thought that the suit for \$10 would sell better than the suit for \$15 had sold the year before. Imagine their surprise when, at the opening of the new season, workingmen, from whom they expected the demand for cheaper clothing to come, started in calling for suits at \$20 and \$25; a demand for serviceable worsteds in place of the cheap woollens. It was only last fall that this was experienced. Clothiers who had bought cheap clothing in anticipation of a "cheaper" demand were obliged to keep that stock back. It was a propitious time for "trading up," and the clothiers who saw the opportunity and availed themselves of it by putting out better grades of merchandise in response to the demand did a larger business, not only in volume, but in money receipts.

The department store also has had its part of the lessening of sales of cheap clothing by retailers. On this fact all clothiers agree, and they are insistent that their trade is enhanced in value by the quality and value of sales at higher prices, through the department stores seeking the cheap business. It is possible, in some cases, to find clothiers who will say that their business has been affected by the department store, but all agree that they are selling more and higher grade goods than ever before. It is hoped that this condition may continue to exist and improve.

The clothing made to-day by the large and scientifically conducted clothing manufacturers and sold at popular prices is better made, better put together, and, quality for quality, intrinsically better than clothing has ever been that has been sold at popular prices. So, Mr. Retailer, if you feel the competition of the department store that is selling suit for \$5 you can overcome much of that competition by putting out a much better quality of material and workmanship at \$10. If the big store is making a grandstand play on \$10 suits, you can do much better by the public with a suit of \$15.—Apparel Gazette.

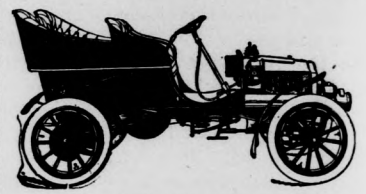


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SWING POCKETS, FELLED SEAMS  
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Touring Car \$950.

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**

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A clear and complete statement of the facts from our auditing and accounting department, duly certified to, could be relied upon by the would-be purchaser and greatly assist you in the deal. Write for particulars.

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We solicit your orders. Prompt  
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**Harvey &  
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GRAND RAPIDS, MICHIGAN



### Some of Shopper's Notions About Notion Departments.

If there is any one thing, more than all others, that annoys and exasperates the Shopper, it is, "We're all out of it," in reply to her call for some simple staple.

In the days of the crossroads store if you could not get 60 cotton you took 50 and said no more about it. It did not seem strange then that a store should be out of No. 60. It would seem a bit odd to-day. However, the Shopper finds many stores, even those that rank among the very best, sadly lax in keeping up stocks of small staples.

For instance, the Shopper attempted to fill a list of eight items, all of them small staple notions, at a leading Monroe street store last week. She was able to find only three of the eight. And what made the offense still more flagrant the clerks admitted every item asked for was something they carried, but "were just out of."

Because a 2½-inch crimped wire hairpin is the popular size it logically results that it will sell faster than its longer or shorter fellows. But why, pray, when it sells so rapidly should it be stocked only in quantities equal to the less popular sizes?

Why should you carry three different styles of snap-fasteners, yet not have a full line of sizes in any one of them? However much woman may be anxious for novelties in neckwear and dress goods, she likes the kind of pin she has tried and found satisfactory; the hose-supporter she has become accustomed to, and just the size of dress-shield she has found desirable. She wants the same kind of fasteners on her sixth shirt waist that she put on her first. If you fail to furnish her with her favorite pins, or needles, or hooks she is inordinately annoyed at you.

The really important things in dog days are the small things— notions and toilet requisites and the like. The store that lets its stock of these run down and devotes its time to what the merchant is wont to consider the more important departments is penny wise and pound foolish.

The Shopper knows one store that stands out above the other stores of its home city because of the merits of its notion department. And the importance of that notion department is due to its head. The buyer is a woman—a shrewd, methodical, pains-taking German. She not only has at all times a completely stocked notion department, but further is posted on the merits and demerits of every line of goods carried in her department, or in the notion departments of her competitors.

You are given the goods you ask for ninety-nine times out of the hundred. The hundredth time, when the answer is, "We don't keep it," there is always a logical reason and a more satisfactory substitute offered you. The puzzled shopper who wants to know just what skirt-supporter or dress-shield to use finds intelligent information in this department. Not only is the buyer posted, but her clerks are all trained likewise.

It would almost seem as though this buyer tested each line in stock personally, so intelligent is her understanding of it. In this department the Shopper has never been answered, "Well, we're selling a great many of them."

That seems to be the regular, staple stock-in-trade reply to enquiries in most notion departments.

"Do these snap-on shields work satisfactorily?"

"Well, we sell a great many of them."

"Are these new fasteners as good as the first you showed to me?"

"Well, we sell a great many of them."

"Is this the size hooks and eyes to use on collars?"

"We sell a great many of that size, madam."

Is it being non-committal? Is it an inordinate desire to "play fair" to all lines and all men? Is it indifference? Or is it plain, simple ignorance that prompts this answer "we get so often?"

Whatever the cause the effect is invariably that of irritating the Shopper. The sweetest temper is ruffled after a hot summer day dose of "Well, we sell, etc.," from the notion clerks.

Notion stocks are made up of small things, most of them very clever contrivances thought out by their inventors to lessen the trials and increase the comforts of womankind.

I wonder if merchants and manufacturers realize that the recommendation of one friend to another and of dressmaker to patron is doing more to push their notion lines than the efforts of their salespeople?

Just for experience take a half a day off and shop in some stores where you are not known. I'll warrant you, if you will work hard until 6 o'clock, you will pick up enough information about notions to cover a postage stamp, provided you write with a stub pen and a little large. Shopper.

### Straight Broom Corn Hard to Get.

The broom corn situation remains practically unchanged, prices ruling about the same as last week, running from \$75 per ton for inferior to \$100 at farmers' sheds. Long broken corn is scarce and larger brooms are higher than ordinary grades. Good broom corn is scarce, but the common corn is cheap.

There is quite a large growth of curly corn, and straight brooms are hard to find. There is also considerable red, but the pea green straight corn is very hard to get.

A prominent broom authority, in speaking of the trust scheme, declared that there would never be a successful big merger, because of the extremely small capital required by a man to start in business. "Anybody," he said, "can get a few broom handles, some broom corn and a little wire and start in business. We've heard trust now for years and nothing has come of it, and there won't."

Do not complain about goods unless you have real cause. A fair man is always treated fairly.

## We are sending you by mail our latest Bulletin on Gladiator Overalls and Jackets

to which we trust you will give consideration, as it means additional profit to you. Should this bulletin fail to reach you promptly we would appreciate a notification of the fact.

When taking advantage of the perpetual trade excursion we invite you to make our factory your headquarters.



## Clapp Clothing Company

Manufacturers of Gladiator Garments  
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.

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Citizens' 1957

## "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, Fancies and Fashions Peculiar to Midsummer.

It is in these days that every daughter of Eve feels disposed to rise up, and bless the individual that first invented the transparent gown. The so-called "Peekaboos" shirt waist that aroused the wrath of some mere men last summer has taken to itself a little less of the appearance of a mosquito canopy or a lace curtain; but the new ones for summer are just as cool without any of the objectionable(?) features that called down such objurgation upon their predecessors, and on the heads of the fair maids and matrons who endeavored to keep cool by wearing them.

Sheer and shimmery are the summer stuffs, but it is conspicuous that they lack the extreme transparency referred to as characterizing last year's goods.

Mulls in all finishes—mercerized, chiffon, gauze, etc.—are perhaps the leaders for the warm weather, and since these come in very varying widths, it were well to take account of the width when selling a dress pattern. In the 20-inch not less than sixteen yards will prove sufficient, and eighteen were the better purchase; while of the 30-inch twelve yards may suffice, although fourteen yards will be so much better—and this calculation is based from the customer's rather than from the seller's point of view. In yard-wide goods twelve yards is usually a dress pattern, although a shirt-waist suit for a slender figure may be fashioned from ten. Where there is a distinct up and down to the pattern, be sure to remind the customer that a little more must be allowed for cutting.

Both the imported and the domestic percales are much used for the shirt-waist suit, and all of the white goods are in demand for the same purpose.

Linens of various tints and weaves are high in fashionable favor, and the soft-mercerized chambrays and plain or solid colored gingham find many dressy uses. What is termed cotton taffeta—just a mercerized gingham—is having an extensive run in the small checks, and so high is the lustrous finish that one has to look twice to see that they are not silk. Black, brown, two blues, lavender, coral pink, green and red are checked with white, and the preferred trimming is two or more widths of velvet ribbon in either a matching or contrasting color.

Shirring is a very marked feature in all the cotton and silk frocks, and skirts are fashioned of ruffles, the one shirred to the straight edge of the other. The little puffed bandings mentioned in a former issue show no signs of a waning vogue, and in the darker-colored gowns they simply run rampant all over the design.

The cut out, or St. Cecilia, neck appears on all of the imported summer frocks, from the simplest to the most expensive, and sleeves are preferably in elbow length. These latter seem to grow fuller and puffier with each new model, and the new ones are shirred on the inner seam

to afford further fullness. The bell sleeve to the elbow, covered with small ruffles, is another summer favorite.

The daintiest of undersleeves are sold separately in some of New York's exclusive stores. These are catalogued as lingerie sleeves, and are among the trifles that any girl who uses her needle can readily fashion for herself. All of them are full, and many of them omit the cuff band. The fall of lace over the hand continues, but its application is now confined to dressy frocks and separate waists; it is considered quite passe upon any but the dressiest of wraps.

While some of the walking skirts which will be used with shirt waists for summer and early autumn wear are made up with the lining fashioned with the skirt—that is, caught in at the waistband and hem—the drop skirt maintains its full vogue. These are best fashioned to meet current styles with either a strip of haircloth deftly inserted in the hem, or else a little featherbone crinolette is put in with the velveteen facing. Whether all this stiffening at the hem presages a return to the actual crinoline as well as to the modes of the crinoline period which the fashionables are exploiting, who can say? Doubtless every woman will vow and declare that nothing could induce her to adopt such a hideous fashion, but just let one or two of the braver try it, and all the rest will surely follow suit like a flock of sheep.

In consonance with the modes of the crinoline times all of the newer skirts are being cut a trifle shorter than formerly. The instep-length skirt prevails for daylight wear, and trains are conspicuous by their absence. This brings into a new prominence the matter of footwear, and it is observed that the women who pride themselves upon correct and dainty dressing are putting the seal of their approval upon the patent and shiny black leather shoes. The new patent colt and patent kid are extremely modish; and, furthermore, are said to be delightfully free from all the drawbacks—such as early cracking, drawing the feet, etc.—which made patent leather objectionable to many.

Pongees, shantung, rajahs and burlinghams are now preferably fashioned into coat and skirt suits, and worn with a very sheer lingerie waist. The vest of these latter button down the back, this leaving the fronts undivided for the elaboration of the intricate designs which are developed in hand embroideries, lace and other appliques. The new long shoulder cut makes a dress shield imperative, and the customer will thank you for this hint or reminder. These are best fashioned by hand, although machine made ones command as high as twenty dollars apiece in some stores, and these not with real lace either.

When you write Tradesman advertisers, be sure to mention that you saw the advertisement in the Tradesman.



## Getting Both Profits

You realize as well as we do that making a profit is the basis of successful business transactions.

Don't forget that the best profit you can ever make is the satisfaction of your customer; it might even pay at times to sacrifice a money profit to get the other.

With the "Palmer Garment" you get both profits—money and satisfaction; you always get them, too.

Every wearer of a "Palmer Garment" from your store is a good advertisement for you.

Our salesmen are now showing the line; women's, misses', children's garments. You can't afford to miss seeing these goods, in your own interest.

### Percival B. Palmer & Co.

Makers of the "Palmer Garment" for  
Women, Misses and Children

The "Quality First" Line

Chicago





Man: If you  
dress well, and  
pay Cash well,  
you will do well  
to see ~~Tom~~  
Clothing

## PIONEER PREACHER.

## Life Work of the Late George N. Smith.

In the days when the timid deer gazed almost unafrighted at the approach of man, although fleeing in terror at the howl of the wolf; when acres of forest land rolled from inland sea to inland sea unmarked by county or section lines; when waterways, unbridled by turbines, unchecked by dams, pursued their silent journeys to the beach and reposed serenely in the sunlight or cruised over by the rime of winter; when Mother Nature, unaided by the scientific farmer, scattered her treasures of blossoms and fruit over the hills and plains, the mucky swamps and the slumberous valleys, there came from the East not three wise men, but many. They were a mighty and vigorous army, moving not in column or under the direction of a commanding general, but singly, by twos and threes, by small colonies, a sort of skirmish line which penetrated the woods and took possession of the vast storehouse of treasure which the Territory of Michigan had to yield to the daring adventurers.

These men and their families were mostly from the New England States and in their veins flowed the blood of the Puritan fathers. They came not to destroy but to develop. They were not burdened with wealth, their main assets being a pair of willing hands and a good stout heart. But they brought with them intelligence, education and christianity. The moral element was strong in them and if it did not actually control it was the dominating characteristic of their lives.

These stout-hearted pioneers are passing or have passed away. Their log cabins, scattered here and there, were the beginnings of the settlements which later grew into cities and towns. But the patient hands which build toward a high ambition are folded in eternal sleep. They have gone out into the silence, but we, who to-day are enjoying the advantages made possible by their hardships and sorrows, should hold their memories in reverence. They sowed that we might reap. They planted the seed and we are gathering the harvest.

Among those who came out from Vermont in the early thirties was one whose prayerful, industrious life was to leave its impress upon hundreds of families. "Fate sought to conceal him by naming him Smith," but posterity placed a wreath of laurel upon the head of the gentle, kind and wise old man who lived a life of vigorous virtue and devotion to duty without hope of reward except the knowledge that the world was better for his having lived in it.

Born the eldest of a large family of children George Nelson Smith, son of John Smith and Esther Austin, first opened his eyes to the sunshine of the New World on a farm near Swanton, Vermont, October 25, 1807. His parents had been married the year before and in accordance with the custom or habit of those days

began immediately to raise a large family. The Smiths were farmers of good old English and Welsh stock and the Austins were farmers and all English. Both families were intensely patriotic, the male members serving in the Revolutionary war and the war of 1812. Mrs. Austin, mother of Esther, was one of those heroic women of the Revolution whose names should be written where the morning stars sing together. Her husband fought with Washington and, while he endured the hardships common to all wars and the extraordinary privations peculiar to those times, she was toiling and struggling to maintain her family. She carried on the work of the farm. She sheared the sheep, carded the wool, spun it and colored it and made clothes for her family, supplying even her soldier husband with his uniforms. More than that, she furnished him with bullets, melting up her choice Britannia ware into deadly pellets for this soldier of the king. But this noble woman was not conspicuous for her patriotism, industry and capability. The exigencies of the times developed in the women of Revolutionary days a wonderful adaptability and no duty was shirked or allowed to languish because it was difficult of performance.

Of the childhood of the future pioneer little may be said except that it was barren of the pleasures which are the inherent right of the young. His parents were pronounced Calvinists and he himself became deeply imbued with religious feeling when only 6 years of age. On Sundays he went to meeting with his parents and the hours spent outside of the meeting house were passed in the seclusion of his home, where he, in common with the children of those days, early learned the adage, "Little children should be seen and not heard." He grew up without toys—not even a jack-knife ever rattled significantly with a medley of nails in his pockets.

Once in his boyhood he borrowed a sled from a more fortunate boy and went out on the hillside to coast. A rail fence ran parallel with the base of the hill, the top rail lying imbedded in the crust of the snow.

Before ascending the hill he dug out a couple of rails and laid them aside, leaving a gap in the fence through which he might slide when the bottom of the hill was reached. The hill was very steep. The sled came flying down and, when it reached the place where the rails had been removed the runners plunged into the soft snow beneath the crust, throwing the young pleasure-seeker far beyond. He landed with such force that his head and hands were thrust through the crust, the sharp edges lacerating his skin in a frightful manner. This experience and the parental admonitions and corrections which followed killed his desire for what was termed "sinful pleasure."

During his early boyhood he worked summers upon his father's farm and attended the district school winters. In March, 1827, when he was 20 years old, he went to Highgate,



## A Peep into the Future

We cannot tell your fortune,  
but we can help you make it.

Our plan is very simple. You will be surprised at what a change a Dayton Moneyweight Scale, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us: "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.

Now here's what we want you to do: Spend one cent for a post card, address it to us, and ask for our 1903 catalog. Not much, is it? This book will help you

*Save three Pennies* Do it today.

Ask Department "K" for Catalog.

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CHICAGO, ILL.



Moneyweight





Vermont, to learn the trade of millwright with the Messrs. L. and J. Carpenter.

While in Highgate Mr. Smith made the acquaintance of a number of young men and through their friendly influence he became for a time interested in worldly pleasures. Being the sons of farmers they were devoted to horseback riding and many a quiet little horse race was enjoyed in the seclusion of the country roads. But the average farm horse is not a speedy beast and covetous glances were cast at the little shapely animal owned by the good clergyman of the village. Finally one of the young men, more venturesome than the others, suggested taking out the animal at night and putting it through a few paces to develop its speed. This was done and for several weeks the minister's horse engaged in nocturnal races with farm horses, soon developing a gait which distanced his more cumbersome competitors. One bright and beautiful morning as the minister mounted his horse after the close of the Sunday service and rode sedately away from the meeting house a gay young man drew up behind him on the speediest of the farm horses. Instantly the minister's horse pricked up his ears and with head high in air dashed down the road at a pace quite horrifying to the good man. In vain he jerked at the bridle, in vain he shouted, "Whoa there, whoa there, John Henry!" Neck and neck the two horses galloped down the stretch, which seemed to the minister to be lined with the sons of his parishioners, each waving his hat and shouting, "The Domonie'll beat! The Domonie'll beat!"

But the reign of these worldly pleasures was exceedingly brief and not at all exacting. The Messrs. Carpenter by whom young Smith was employed were Universalists and with great persistence they sought to convert the young man to their point of view. They were not successful, but it was, perhaps, their very zeal which pointed out the way of life for the future missionary. In order to successfully combat their arguments he studied the Scriptures so zealously that he was converted in May, 1828, joining the Congregational church at Swanton on the 6th of the July following. This important point of his life may best be described in his own words:

"From the time of my conversion I had an impression that I ought to qualify for the ministry. This increased until December 1, 1828, when I was induced to leave my trade and commence study. During the winter I attended a district school. In March, 1829, I visited an uncle in Canada, a physician, where I studied chemistry about four weeks, then returned home. After my return, having received encouragement from the Reverend E. H. Dorman, I commenced the study of Latin at St. Albans academy, May 5, 1829, continuing throughout the season."

It was during this term that the young prospective preacher became acquainted with Miss Arvilla Almira

Powers, whom he afterward married. This lady was a cousin of Hiram Powers, the sculptor, and of John Brown, the abolitionist.

Of his courtship and marriage he quaintly wrote:

"In the fall of 1829 I became acquainted with a young lady of this place. She was small of stature and poor in the things of this world, but she possessed a mind capacious and well stored with useful knowledge. She was pious, kind to all and generous-hearted. Such beauties inclined me to offer my hand on November 1, after a considerable acquaintance, which offer was cordially received, and on November 25 we mutually agreed that when I should have got through my studies we would join hands for life. The next morning I started for Russelltown, Lower Canada, to the teaching of a winter school."

Returning from Canada in April, 1830, he wrote in his diary:

"On the 16th I visited my friend in St. Albans and there found all things agreeable to my mind."

Miss Powers was teaching school at a distance from her home and Mr. Smith went to board with her father's family.

"June 15, 1830," he writes in his diary, "she was brought home very ill, which gave rise to a series of thoughts unknown to my breast until now."

The condition of her health and other circumstances induced the young couple to marry sooner than they had intended, and accordingly they were united in wedlock on July 4, 1830, by the Reverend Worthington Smith.

The young student was poor, and taught school to support his family and prosecute his studies for the ministry. Having married before his ordination he feared the great ambition of his life might not be attained at all. Some of his friends encouraged him to continue his studies, while others discouraged him; but he struggled on teaching day schools and evening singing schools. His wife aided materially by sewing and teaching and they economized in all things except affection. He secured a school at Alburgh, Vermont, where they began housekeeping.

On June 13, 1831, Mr. Smith joined a temperance society at Alburgh, and this was the beginning of a life-long advocacy of temperance. On July 12, following, he made his first appearance as a public speaker, delivering a temperance address of so uncompromising a nature that he was afterward roughly treated by a disorderly mob which made a premeditated attack on him.

Early the next April Mr. Smith began attending a course of theological lectures by the Reverend Worthington Smith, whom he described as "a very learned and pious man."

About that time the cry of "Westward, ho," rang through the Green Mountain State and Mr. Smith caught the fever. He continued his studies for the time being, unable to start directly for the West on account of the delicate health of Mrs. Smith. Their first child was born in St. Al-

## 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,

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bans, Vermont, June 20, 1832, and was named George Nelson, in honor of his father.

Ohio had been designated as the end of their journey, but in May, 1833, a colony of Congregationalists, to whom he was to preach, had formed to start for Michigan and Mr. Smith determined to come with them. The little boy was then nearly one year old. Mrs. Smith's health was well established, and they were both ambitious to see the new country. For some reason not understood at this late day, the colony did not materialize; but Mr. Smith and his family, including Mrs. Smith's sister, Miss Jane Powers, who afterward became the wife of the Hon. D. D. McMartin, a pioneer resident of Kalamazoo, left St. Albans, May 8, 1833, for the Territory of Michigan. They crossed Lake Champlain by steamer, took the Northern and Western canal to Buffalo, crossed Lake Erie to Detroit by steamer, upon which Mr. Smith took deck passage, while Mrs. Smith, Miss Powers and the baby occupied the cabin. Arriving at Detroit Mr. Smith found himself possessed of exactly \$1.06, but fortunately they met an old Vermont acquaintance, who took them to the only hotel, a log cabin kept by a Frenchman. To meet expenses Mr. Smith sold his watch for \$5.50. He found a teamster who was willing to take the family across the State to Gull Prairie for \$20, payment being guaranteed by Mr. Smith's friend.

The roads were wretched and the

discomforts and hardships of the trip were almost unendurable. For a week the little family battled with the tortures of the lumber wagon, prying wheels out of mud holes, eating poor fare from boxes, exposed to rain, sleeping in the wagon or on shanty floors. The entire trip from Vermont occupied twenty-one days, and cost about \$70, a sum much larger than was anticipated.

Arriving at Gull Prairie they were appalled at the amount of sickness among the pioneers who had preceded them. Bilious fever, typhoid fever, and fever and ague of a kind and intensity which shook the hardest were raging in every family. Not a house or even a room could be obtained; but a home was found with a Presbyterian minister, who, on learning of the new arrivals, hastened to them and offered a home in return for their help. His wife and children were ill with fever and ague and he was putting up a barn and could get no help. The Smiths remained with the family until fall, when they rented a room that had been used as an office. It was large and convenient, with a large brick fireplace, and the family were very comfortable there.

The first three years in Michigan were trying ones. Mr. Smith taught school when he could find one to teach and at other times worked at the carpenter's trade for \$1 per day. At this early day very little building was going on in the southwestern part of the Territory of Michigan. The town of Marshall consisted of

but two log houses; Jackson was known mainly by its one hotel—a poor one; Kalamazoo was but a suggestion of a place and Grand Rapids was mainly an Indian trail with a trading post of the American Fur Company and a mission for the Ottawa Indians in charge of the Reverend L. Slater, a Baptist missionary.

Work was being carried on on the University of Michigan buildings, but Western Michigan was almost a trackless forest.

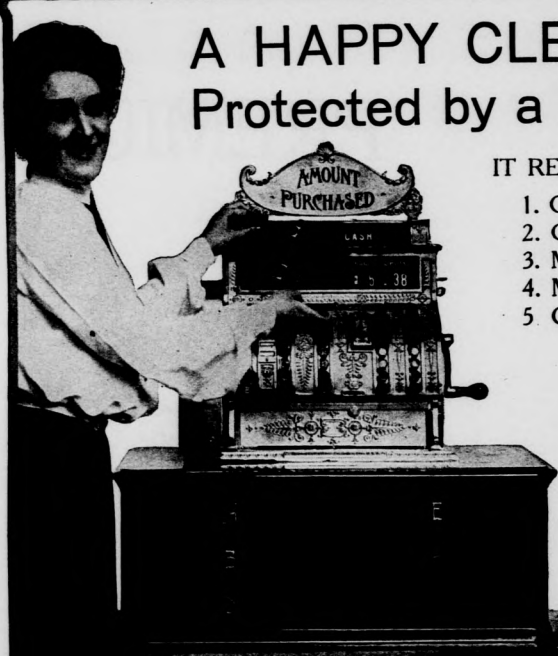
The winter following Mr. Smith was appointed agent to distribute bibles in Kalamazoo county. He also preached when he could find hearers. For a time the family escaped the ravages of the prevailing diseases, but with the coming of spring the plague was upon them. Miss Powers, who was teaching school a few miles away, was brought home on a bed, being very ill with bilious fever. Mrs. Smith was also down with the fever, and while still very ill gave birth to a little son, which wept feebly and died.

The problem of living became a serious one. Mr. Smith, although small in physique, was strong and wiry, and possessed of boundless energy and endurance. He worked like a slave days and studied nights, never forgetting his great aim. When not ill with the ague Mrs. Smith earned a little by taking in sewing when she could find opportunity. In August, 1835, Mr. Smith received a request to preach in Plainwell and Otsego alternately, with the prospect of getting support from the Congre-

gational Home Missionary Society, then in its infancy, and the family moved to Plainwell the same month.

Arriving at Plainwell they found their only shelter to be the frame of a building, which Mr. Smith boarded up with his own hands with green lumber fresh from the mill. There were no doors or windows and no material for the building of a chimney. Quilts were hung in the doorway and window openings and about these flimsy screens wolves howled nightly. In order to keep the ferocious beasts at a safe distance a big log fire was kept blazing throughout the night. Such meager fare as the young housewife found to prepare was cooked over the fire built out of doors. The house was so damp that the bedding was saturated nightly and had to be hung outside to dry each morning. Water for domestic purposes was brought from a well a quarter of a mile away.

They occupied this house until October, when the owner took possession. Then a subscription was circulated and enough money was raised to buy an acre of ground, lumber was donated and there was a grand turnout for a house raising for the young student of theology. The frame went up in one day, but it was a month or more before it was enclosed as the lumber had to be drawn from the mill fifteen miles over rough roads. Of course, the lumber was green and this courageous family again began the dangerous task of seasoning it. In this house there was neither door, window or chim-



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ney, but a fire was built on a spot left floorless, the smoke escaping from a hole in the roof directly above.

The natural sequence was soon apparent: Both children—for at this time there was a third child, a little daughter, Mary Jane—were stricken with pneumonia. They lingered between life, and death for many weeks, but finally recovered.

The latter part of December, realizing that it would be impossible to get brick, Mr. Smith put up a stick chimney. A clay hearth was beaten down and a door and window placed.

Then followed a dreary winter in which starvation threatened. The Home Missionary Society was limited in its means and the farmers were poor and well-nigh helpless. In addition, the house was located at a crossroads greatly traveled for those days and many weary and hungry wayfarers had to be fed and sheltered. Merchants and landlookers laid siege to the hospitality of the poor young couple. Often when one meal was eaten there was absolutely nothing for the next. Yet many instances might be related of a replenishing of the food supply that, while not so miraculous as the descent of manna for the sustenance of the Children of Israel, were quite as unexpected. The relation of a few such instances will suffice:

One afternoon two gentlemen on their way to New York dropped in to stay all night. One was the late Judge F. J. Littlejohn and the other a minister. There was nothing in the house to eat except potatoes and

flour. Retiring to her attic, which was her closet for prayer, Mrs. Smith poured out an appeal for help from the only possible source. Then she descended, prepared her potatoes, put them in the pot and placed the teakettle over the fire. While thus engaged a knock came at the door. She opened it. There stood a distant neighbor with a large piece of meat. He said: "I was tired to death, Mrs. Smith, but, somehow, I felt that I simply must come."

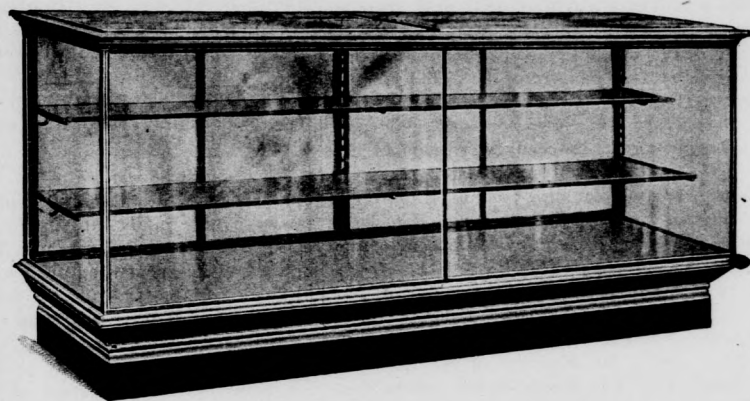
Another time Mr. Smith, who was busy organizing a Congregational association, came home after a few days' absence bringing six gentlemen—four ministers and two delegates. They were to have dinner, then go on to Marshall to organize. Again there was nothing in the house but potatoes and flour and a tiny bit of butter; but the resourceful wife of the pioneer was equal to the occasion. She had no stove and her cooking utensils consisted of a teakettle, a three-quart kettle and a frying pan. Her kettle was not big enough to cook potatoes in for so large a company so she washed and dried the tubers and spread them on the hearth and covered them with hot ashes. Then she made a dough of water and flour, pounded it until it was velvety, rolled it into thin pieces and baked it as she did the potatoes. The little boy was sent to a neighbor's for milk, from which a gravy was made and, when the dinner was served, the guests declared it one of the best they had

ever tasted; so the hostess felt amply repaid for her hospitality.

The next year matters brightened a little. The congregation was getting too large for the little log church and a new building was under consideration. Not only the Sunday services but the midweek prayer meetings were well attended and there was a society of intelligent and well-educated people. The Home Missionary Society sent \$100 for the year and pledged a like amount for the coming year.

On Friday, February 5, 1836, the young student was licensed to preach by the Presbyterians of St. Joseph, Mich., at Bronson, and nine days later he held his first regular service at Comstock. He organized Congregational churches at Gull Prairie, Otsego, Plainwell, Gun Plains and other places, in all of which he preached. It was his custom then to hold three services each Sunday—forenoon, afternoon and evening—and for years Mr. Smith preached three times each Sunday, often to congregations miles apart. January 13, 1837, he was regularly appointed to do missionary work, stationed at Plainwell, and was to receive a salary of \$200 per year and voluntary contributions. February 1, 1837, he attended and took an important part in a State convention of the Michigan Total Abstinence Society at Marshall, which was attended by many of the most influential men in the State. He assisted in organizing the first Congregational Association in Michigan, at Richland (Gull

Prairie), March 2, 1837. The constitution and bond of union, which were there adopted with scarcely any alteration, he drafted. April 7, 1837, Mr. Smith was ordained by this Association by Rev. A. S. Ware, which made him the first Congregational minister ordained in the State of Michigan. Rev. James Ballard was the second. It was during this year that the conviction grew upon him that he was called to labor in behalf of the Indians. The first mention of this conviction is in the diary under date of October 7, 1837, in which he states that it had existed for a long time. About that time a company of Ottawa and Ojibway Indians, under the direction of Chief Shin-e-kos-che and Chief Wauk-a-zoo, came down from Middleville, Emmet county, in search of a missionary. They had been under the direct tutelage of the Jesuits, but were not satisfied and were desirous of embracing Protestantism. They had learned of Mr. Smith's ministerial labors from Indians passing up and down the State on their regular migrations. A meeting was planned at Allegan and Mr. Smith attended. At this meeting Chief Wauk-a-zoo made an impassioned speech, vividly portraying the desire of his people for the teachings of the Protestant faith. This speech was translated into English by Jas. Prickett, a half-breed Indian and Government interpreter. Mr. Smith was completely won by the fine rhetoric of the Red Man and the evident sincerity of the entire company. If



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scruples as to his life-work had ever before assailed him, they were entirely dispersed at that meeting, where savages came to plead for the light and life of Christianity. His heart was won. He cast his lot with them and to the day of his death he remained their true, unfaltering, unchanging friend. He believed himself delegated by the Almighty to accomplish a greater work in enlightening the benighted Indians than had ever yet been accomplished, and to this end he labored as faithfully and zealously as ever man labored.

In January, 1838, a meeting of Ottawa and Ojibway Indians was called at Allegan for the purpose of talking over a scheme for their colonization. Mr. Smith and many other white men who were interested in the welfare of the Indians attended. At this meeting the "Western Society of Michigan to Benefit the Indians" was organized, of which Mr. Smith was appointed general agent the following June. He at once went to work to perfect the colonization scheme, laboring night and day, often with no thought of his own welfare or that of his family. During the months which followed he traveled much, visiting different tribes of Indians, raising means and arousing interest. By December about thirty Indians with their families joined the movement and a partial organization was effected. Mr. Smith moved his family to a spot near Allegan and December 23 he preached his first sermon to Indians, in a temporary building erected for the purpose.

Following is a list of the Indians who with their families joined the colony: Shin-e-ko-che, A-ga-ma-non-in-wa and Joseph Wauk-a-zoo, who were chiefs and leaders Sin-e-ko-che and A-ga-ma-non-in-wa were from Middlevillage, but Wauk-a-zoo was chief of an Ottawa tribe of great fur traders from the shores of Lake Winnipeg. Others were: Mik-saw-ba, Chin-gwan, Mose-nau, young Joseph and Peter Wauk-a-zoo, Shaw-shaw-gwa, Duck-say-ke-che-wa-be-nah (Turn-him-out-doors), Po-neat, Pe-peg-wa, Mi-in-gun (Wolf), Maish-quatch, Pe-ton-e-go-gon-zhik, Sawan-a-kwut (Yellow Cloud), Ning-we-gah (Old Wing), Win-do-go-wish (Good-for-nothing-giant), Sha-wan-e-se, Na-wa-gah-tah (Five Legs), Nah-me-gah-sa, Sha-wa-squah (green), Sah-be-qum, Se-sa-ge-mah, Kah-gah-make (Catfish), Mus-kog-wum (Red Feather), E-to-e-ge-zhik, Shin-e-ne-ga-gan and Pom-e-ge-zhik.

These Indians had long been under the instruction of Catholic priests, but many of their old-time habits remained. It was their custom to observe New Year's day by going about shooting off their guns into the air to drive away evil spirits for the year. Having performed this essential duty in the vicinity of each house, the Indians went about making New Year's calls. Entering, each one shook hands with each member of the family, saying "Boo-zhoo, boo zhoo!" with great cordiality; nor would they depart until they had received a tri-

fling gift—a paper of pins, a bit of ribbon or a fried cake or other toothsome delicacy.

From the day he became imbued with the missionary spirit Mr. Smith began the study of the Indian language, and in a comparatively short time he had acquired a fair knowledge of it and was able to dispense with the offices of an interpreter for the Sunday services.

December 28, 1838, three days after having preached his first sermon to Indians, he opened his first Indian school, in the same building, with seven pupils in attendance. But the number increased daily until thirty or more were receiving instruction, their ages ranging from 5 to 50 years. This church-schoolhouse was built of basswood strips set up on end and was floorless. The earth was beaten down and in the center of the room a fire was kindled daily. When the fire warmed up the ground, frogs would work their way out and squat around the fire in characteristic attitudes, a proceeding which would convulse a room full of white children, making lessons an impossibility, yet these dusky children of Nature saw nothing amusing in the actions of these prematurely active Batrachians. While Mr. Smith taught the men and boys Mrs. Smith instructed classes of Indian girls, using her kitchen for a schoolroom.

Months of toil and hardship followed. The winter at this mission was filled with trials severe enough to daunt the bravest heart. Provisions were short and, in the hope of replenishing them, Mr. Smith and a white neighbor, Mr. Cowles, started in a canoe for Allegan. The shortest route was a forest trail, but they went by water, hoping to bring back sufficient supplies to last until spring. They paddled down Black River for nine miles, thence to Lake Michigan and to the mouth of the Kalamazoo River and twenty miles up that waterway to Allegan, a total distance of fifty miles. Returning with provisions, they were delayed by a heavy snowstorm on the lake, also meeting with additional delay from ice packs in the river, so that the trip consumed three weeks instead of two weeks as planned.

In the meantime Mrs. Smith and the children were reduced to a mere handful of potatoes for food and starvation stared them in the face. George, then only 6 years old, searched the river bank for a boat in which he might cross and possibly find food among some farmers. He found an old boat with a hole in the bottom and no paddles, but he patched up the bottom and was busily engaged making a paddle when his father and Mr. Cowles returned.

When spring and summer came Mr. Smith used to go on foot to Allegan and return with a sack of flour or cornmeal strapped to his back, topped off with a big chunk of pork. The trip was a hard one and when he reached his cabin the sweat would be dripping from his face.

By spring the colony of thirty families had grown to three hundred and there was imperative need of a per-

manent organization and location. April 13, 1839, Mr. Smith and a party of Indians went on a prospecting trip which extended from the mouth of Black River to what is now known as Cross Village near Petoskey. This trip occupied four weeks and three days and was attended with perils by storm and flood. The Indians finally determined to locate on Black River, at a point about four miles east of the site of the present city of Holland, and during the summer months they moved there, Mr. Smith's family joining them in August, a log house having been erected and prepared for their coming.

Here was established Old Wing Mission, so named in honor of Old Wing, an aged Indian and pronounced Catholic. In time a large schoolhouse was built and the missionary's house was enlarged and made comfortable. The work of uplifting the Red Man was carried on at this place for ten years. Three months of the year were devoted to school and the remaining time was spent in clearing land, building and farming.

During all this time the life of the young missionary was one of responsibility and toil such as are experienced by few. He was preacher, teacher, judge and adviser-general combined, he doctored the sick and settled all disputes which arose among the members of the colony. His word among these simple people was law and there was no thought of deviating from the course which he laid down for them. His duties were varied and exacting and his reward was accumulating in Heaven.

In 1847 a colony of Hollanders from the Netherlands settled at the head of Black Lake. They were the advance guard of that vast army of Dutch which came later to settle in Western Michigan. These people had set sail from the old country October 2, 1846, in the ship Southerner for New York, their purpose being to proceed to Wisconsin and there buy a tract of land, reserve a portion for the communal purposes of church and school and parcel out the remainder to settlers as they could pay for it.

The boat arrived the middle of November. The party, none of which understood the English language, was under the direction of the Reverend A. C. Van Raalte while in New York Mr. Van Raalte met a countryman who had traveled extensively in the Western States and who asked him why he wished to go into the absolute wilderness of Wisconsin. He advised him to go to Michigan, which already had railroads, was developing rapidly and was near to market. The party lingered for a time in New York, then went on to Buffalo, thence by boat to Detroit. But navigation had closed for the season and a boat route to Wisconsin was not available. Van Raalte, therefore, found lodgings for his family uptown and temporary shelter for his followers in an old warehouse. Employment was given many of the men by the captain who had brought them from Buffalo and who was building a boat at St. Clair. Relieved of the responsibility of the

immediate necessities of his flock, Mr. Van Raalte set about a systematic study of the situation. In some manner his attention had been directed to this locality about Black River, where the Reverend Mr. Smith was located. He started out immediately on a prospecting tour, and early in December arrived at the home of Mr. Smith, who greeted him cordially and gave him a home for three weeks while he was investigating the possibilities of the country. He was initiated into the mysteries of snowshoes and, piloted and accompanied by Mr. Smith and a party of Indians, traversed the country for miles about Old Wing Mission. Mr. Smith was accustomed to the hardships of winter travel in the forests, but the man from the Land of Dykes was altogether a novice in the deep woods. Yet with dogged perseverance he would blunder along on his snowshoes until the physical effort overcame him, when he would sink down, crying out, "I can no more, I can no more!" Then would the husky Indians lift him to the sled which carried provisions for the party and willingly drag him over the snow the remainder of the day. But he was an apt pupil, and soon learned the meaning of the mysterious "blazes" on the trees by aid of which the pioneer landlooker threaded his way through seemingly impenetrable forests. Through the instruction of Mr. Smith he familiarized himself with the American system of townships, ranges and sections. He even discovered the good quality of the soil by digging down through three feet of snow.

He returned to Detroit, got his family and, accompanied by others, among whom was Mr. Grootenhuis, his right hand man, proceeded again to Old Wing Mission, in February, where the entire party was housed in the home of Mr. Smith until their own cabins were completed in the spring.

Much might be written of the trials entailed upon the missionary and his family by the influx into their small home of so large a company. Their house had been enlarged until it was of a comfortable size for themselves and the ordinary visitor; but there were fifteen extra persons to be sheltered and fed, a serious problem for many in more opulent circumstances, and doubly serious for the poor missionary. But in those days the claims of hospitality were never disregarded. Mrs. Smith gave up her parlor to the strangers and they cooked their own meals and slept as best they could. The church building was also utilized for lodgings. Shelter was thus made possible, but the ways of the strangers were different from those of the New Englanders. In the morning the good vrouws would empty out their night vessels, wash them and stir up their pancake batter in them; and the housekeeper from Vermont could never witness this performance without being overcome with nausea. There were other habits, also, similar in nature, but of which delicacy forbids a description. Yet these people were edu-



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Mr. Smith not only extended to the strangers within his gates all the courtesies possible but also gave them material aid by instructing the Indians to help them clear the land. In those days the Indians of the Mission were always ready and willing to do whatever their missionary asked them to do. They were like obedient children, honest and faithful, and began immediately to clear the land for the newcomers. Day after day they would swing the ax and fell the great forest trees, piling them in windrows and burning them.

But almost from the beginning there was discord between the two races. The Dutch people were inclined to impose on the Indians. When the latter went South to the vicinity of St. Joseph and Michigan City to hunt and fish as was their custom, the Hollanders appropriated their copper and brass kettles, took possession of their fields, gathering their corn and beans and converting them to their own use. No doubt their actions were inspired by a desperation born of their necessity instead of a spirit of lawlessness, but, whatever their motive, the Indians did not take kindly to such deeds and when they returned to their farms in the late summer there was trouble. Moreover, there were other difficulties. The Indians claimed that the habits of the Dutch were so filthy that they could not live near them. A chief cause of complaint was the pollution of their wells by the Dutch women when they went to draw water. Scarcely a day passed when the missionary was not called upon to pacify some member of his mission who felt that he had been imposed upon by some one of the newcomers.

The relations between these two peoples, finally became so strained that, after much persuasion, Mr. Smith was induced to look up another site for his mission. With Chief Peter Wauk-a-zoo and family he again set his face northward in the spring of 1848, the party going up the coast as far north as Mackinaw, investigating and surveying sites and possible locations.

Leelanau county was finally decided upon and the party returned to Old Wing and made ready for the removal of the entire colony, which was accomplished in the following summer.

The Indians had obtained the land about Old Wing Mission from the Government and when it was decided to move away they sold out to the Dutch, the deeds, which were made out by Mr. Smith, having been filed at Ionia, the nearest land office.

The Indians migrated in canoes and Mackinaw boats; but Mr. Smith and family, Mr. James McLaughlin and family and Mr. Wm. Case and family, seventeen persons in all, made the trip in greater comfort in the little schooner Hiram Merrill, purchased in Chicago for the purpose. Mr. McLaughlin was the In-

dian farmer and Mr. Case was his assistant. Those who formed the party on that memorable occasion were the following: Mr. and Mrs. Smith and their children, George, Mary, Arvilla and Annie; Mr. and Mrs. McLaughlin and children, James, Robert and Charles, who were the sons of the first Mrs. McLaughlin, who was Mrs. Smith's cousin, and Miss Laura, who was the daughter of the second Mrs. McLaughlin, who was Mr. Case's sister; Mr. and Mrs. Case and daughter Mina; Captain Huntley who handled the vessel and Leonard Venice, deck-hand. Of this company of people only two are living in Northport today, i. e., Mary Smith, who is now Mrs. Wolfe, and Arvilla Smith, who is now Mrs. Powers.

The stock, consisting of four cattle, three horses and three calves, was driven up the beach by George Pierson, Frank Whiting and John Drewyar, who forded streams, waded through swamps and cut a trail, where necessary, through the dense wilderness.

The boats hugged the shore and the only places where there were signs of civilization were at Grand Haven, where the Ferry family were in charge of a mission, and at Manistee, where Mr. Canfield had erected a sawmill. The Ferrys had for years been kind and tried friends.

Mr. Smith had planned on his initial trip to locate at Cathed Point, where he had landed, surveyed a site and named it Louisville, after Louis Mik-saw-ba, the mission Indian, but it was finally decided to locate on Grand Traverse Bay, and on June 12, 1849, the schooner Merrill entered what is now known as Northport harbor and cast anchor in the lovely, peaceful waters of the bay, after weathering a severe storm. The landing was made about a mile north of the center of the present site of the town, on a small point, which was immediately named "Point Lookout." The first religious service ever held in Leelanau county was participated in a few moments after the party landed. Gathering his followers about him, Mr. Smith read a portion of Scripture, offered up a prayer of thanksgiving and gratitude for the safe termination of the trip and led in the singing of a hymn of praise to the Creator.

The virgin forest was dense and almost impenetrable, extending to the beach, but willing hands and sharp axes were brought into play and a temporary shelter was made from the seats of the Old Wing schoolhouse which had been brought by the schooner. Over this was thrown an ingrain carpet, the gift of a missionary society, and the interior was thickly carpeted with hemlock boughs. The cook stove was set up out of doors.

Three weeks were spent at this camping point while a permanent home was being built a short distance south of the camp. Indians and white men worked at the task of felling timber, stripping bark and hewing the trunks into squares. In



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6





one day the missionary's house, built of poplar logs, was set up, even to the rafters; but it was several weeks before the living room and the two bedrooms were ready for occupancy, as the schooner Merrill had to make a trip to Traverse City for the flooring, sash, doors and casing. This log house, which was afterward greatly enlarged and improved by the addition of other rooms, and of clapboards and paint, remained the family home for over fifty years, and is still standing, although removed a few feet from the original site to make way for a railroad.

While the log house was being erected a few rods from the shore, a thick growth of cedars which entirely obscured the view of the water was removed, a considerable space was cleared and shrubbery and fruit trees which had been brought from Old Wing were set out. These apple trees, brought by the missionary, were the first fruit trees set out in Leelanau county except a few seedling apples which grew in a field owned by Muck-a-ta-wa-be-go-no-che (Black Mouth), an Indian a mile back from the beach. This field was the only clearing in the county at that time.

Thus was started the first settlement in Leelanau county.

Services, attended by the three white families and the Indians, were held each Sunday in the open air, canopied only by the waving boughs. By fall an additional room was built and services were held indoors throughout the winter. The next spring a small but comfortable log building was erected for the usual purposes of church and school. Years afterward Thomas White Ferry made his maiden speech in this building while aspiring for political honors.

Mr. McLaughlin built his home on the bank of the creek which runs through the center of the town of Northport and Mr. Case built near by. These three men were the first white settlers in Leelanau county. Their nearest neighbors were the Reverend Peter Dougherty, in charge of a Presbyterian mission at Old Mission, Grand Traverse county, twenty miles away, and Sho-bos-son, a Chippewa chief, who, with his followers, lived at what is now known as Omena (a-point-beyond). These Indians were all Catholic except the chief. Five years later Joseph Dame, of Old Mission, located at Northport, securing the site formerly occupied by Mr. McLaughlin, who had moved to Elk Rapids, and Mr. Case, who had also moved away. Later the Reverend Mr. Dougherty located at Omena in charge of the Indian school, which was maintained by the Government.

In 1851 Mr. Smith purchased about 200 acres of land about his home, sending his son George to Ionia, the nearest land office, to perfect the purchase. A village was then laid out and called Waukazooville, after the Ottawa chief, Peter Wauk-a-zoo. When a new element had grown up and become strong the name was

changed to Northport, by which it is still known.

The first few years spent in the Northland by the missionary and his family were repetitions of former pioneer experiences except that they no longer suffered want. Support was becoming systematic. As time went on white settlers came to the little hamlet to locate and the Indians eventually sold their holdings and moved back from the town.

Two and one-half miles west, on the high bluffs overlooking Lake Michigan Mr. Smith re-established the Old Wing Mission which flourished for many years. The Indian town which clustered about it was called Nominesville and was made up almost entirely of the Carp River, or Claybank band of Ottawa Indians, who had always been Protestants. A Government school was established and white teachers were employed.

Mr. Smith organized a Congregational church society among the white settlers at the "Bight," a few miles north of Northport at the head of the bay, and held services at these two missions and at Northport where he also organized a Congregational church among the whites when a sufficient number had settled there to make the establishment of a church society possible.

The first years of his life at Northport were devoted entirely to the interests of the Indians but with the coming of the white settlers his scope of usefulness broadened. For many years he was physician and surgeon—the only one obtainable—and his services were given gladly and gratuitously. Before the establishment of the courts he was invariably called upon to settle disputes over money and property matters

and his decisions were accepted without murmur.

Soon after the establishment of the mission at Nominesville Mr. Smith was appointed official interpreter with a Government salary of \$400 per year and he held this office until his death. As the population increased in the county his labors and responsibilities increased also. When the entire Grand Traverse region was but one county he served as probate judge and when it was divided he was the first Treasurer of Leelanau county. He was coroner, justice of the peace, supervisor—in fact, during his long residence he held, at one time or another, nearly all the township and county offices. As a politician, however, he was not always successful because of his unswerving honesty and absolute incorruptibility. He was upright from principle and policy never moved him. No hope of gain ever induced him to countenance party intrigue and for this reason he was often cruelly misjudged. In politics he was a Whig until the birth of the Republican party, when he affiliated with it and remained a radical and loyal Republican until his death.

But while devoting himself to the varied interests of humanity in general he never forgot his duty to his family. As a husband and father he was firm yet kind, demanding implicit obedience after the old patriarchal fashion. While his children were small he and Mrs. Smith taught them, but when they became of a suitable age provision was made for their higher education. His eldest daughter, Mary, married early in life Payson, the only son of Chief Mi-in-gun (Wolf) and Charlotte Wauk-a-zoo, sister of Chief Wauk-a-zoo. Mr. Wolfe died in December, 1899, at Cross Village. The other



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# HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

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

children received college training, being sent to Olivet, Oberlin, Ohio, and Urbana, Ohio. George, the eldest child and only son, graduated in theology and medicine and was converted to the Swedenborgian faith. He was twice married. His first wife was Miranda M. Wyman, whom he married August 26, 1860, at Grand Rapids, and who died June 28, 1867, leaving an infant son, who died shortly after, and a daughter, Louise Edith, who is now Mrs. James A. Weeks, of Muskegon. He was again married December 23, 1868, at Rochester, Wis., to Seddie A. Powers, a distant relative of his mother. He died Jan. 11, 1897, leaving a widow, five children and ten grandchildren. Mrs. Wolfe is the mother of ten living children and eleven grandchildren. The second daughter, Arvilla, was twice married, her first husband being Joseph Voice, an Englishman, whom she married July 4, 1858, and who died May 10, 1892, leaving eight children. Thirty-four grandchildren are numbered among his descendants. Mrs. Voice was married the second time, April 25, 1898, to Albert Powers, her first cousin. Annie, the third daughter and youngest of the family, became the wife of Eli C. Tuttle, at Holland, June 30, 1869. She died in Brooklyn, N. Y., March 8, 1885, and is survived by her husband and one daughter, Helen, who is now Mrs. Chauncy R. Perry, of Waltham, Mass., and the mother of three children.

In his younger days Mr. Smith was greatly opposed to secret societies; later in life he became so impressed with their usefulness that in 1869 he joined the Masons. This step is believed to have set in motion the chain of events which culminated in his withdrawal from the Congregational church. The sentiment against masonry was most bitter at that time, and his action in joining the society was assailed openly and in secret by many of his brother ministers, some of whom, even while they plotted did not hesitate to lodge under his roof and eat at his hospitable table. In 1872 he withdrew from the Congregational Association and united Old Wing Mission with the Presbyterian Board. But the disaffection spread even among the Indians of his mission and he was succeeded in his labors by the Reverend Mr. Barnard at Nomineville and the Reverend Mr. Kirkland at Northport and the "Bight." Later some of the disaffected Indians repented and made efforts to regain the old relations. In a measure they were successful and again the missionary preached to the people he loved so well and had served so untiringly. The Reverend Peter Dougherty having moved to other fields Mr. Smith preached in the little old wooden church at Omena. This building still stands.

Considered intellectually Mr. Smith was far above the average and although his life was spent almost entirely among the humble race whose spiritual necessities appealed to him, there were few, if any, subjects in the whole range of art, science and

literature upon which he was not able to converse entertainingly. Always a student he delved not only into the mazes of history and science but he was a devoted reader and kept well up with the times by a thorough perusal of the papers and periodicals of the day.

His Puritan education sometimes made him appear harsh and unrelenting, but his heart was as tender and affectionate as a child's. Human woe, the suffering of the dumb beast, always appealed to him and roused him to best effort to alleviate. He was a kind, attentive, solicitous and liberal husband and father and he took upon himself not only the care and education of his own children, but of a number of his grandchildren as well. Always hospitable his home, particularly after the building had expanded and was provided with furnishings suggestive of luxury, was rarely without one or more guests, whose stay often lengthened into weeks and occasionally into months.

The writer of this sketch enjoyed the great privilege of living in the home of this kind Christian gentleman from her childhood to her marriage and she has no difficulty in recalling more than one summer when an average of eight guests were housed from June 1 to September 1. Sometimes the number of guests reached fifteen. Horses, boats and the fruits and flowers of the garden were all at their disposal.

Out of the virgin forest this man of tender heart and inflexible will had hewn a beautiful home and about it were many acres of cultivated land. The practical work of the farm, drudgery for many studious men, was his delight and the fruits of his labors were spread around with a liberal hand.

Long before it was felt that he could be spared, years before his life-work was completed, if such a task ever can be completed, the Angel of Death came to bear him away to the pearl-paved streets of the Heaven he loved so well to describe and into the presence of the Creator he venerated. April 5, 1881, he died after a ten days' illness from Bright's disease and his funeral, held three days later, was attended not only by his relatives and the citizens of Northport, but by great numbers of Indians, many of whom had driven fifty or sixty miles in order to place a kiss upon the face of their old minister in accordance with Indian custom. Most impressive was the sight and one not easily forgotten. Tall and rugged chieftains, followed by their dark-faced wives, advanced in single file to the casket wherein reposed the remains of their faithful leader. Bending low and gazing intently as if to fix forever upon their memory the features of their dead, each one in turn pressed his lips reverently to the pale forehead. And when they turned away tears were coursing down their cheeks.

Not far from the beautiful home he loved so well he rests in eternal sleep and by his side repose the remains of his beloved wife, who was reunited with him April 16, 1895.

Mr. and Mrs. Smith celebrated their golden wedding the summer before his death. Of the ten children born to them six died at birth or in infancy, death being caused no doubt by the rigors of pioneer life endured by the mother. Two are still living, Mrs. Mary J. Wolfe and Mrs. Arvilla Powers, both residents of Northport. There are twenty-four grandchildren and fifty-five great grandchildren—eighty-one descendants—to hold him in loving remembrance. Etta Smith Wilson.

## 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.

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# Facts in a Nutshell

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# SALT

WHAT WE HAVE TO OFFER:

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SALT in bright, pine cooperage. SALT packed the day the order is received. SALT that remains loose in the barrel. SALT that meets every requirement.

DAIRY AND TABLE SALT

DAIRY SALT that is absolutely pure. TABLE SALT that is made of Medium Grain Salt, is even grain, and flows freely from the shaker.

Write us for quotations, and we will give you prices and full particulars.

DETROIT SALT COMPANY, MANUFACTURERS  
86 GRISWOLD ST., DETROIT, MICHIGAN



# TEAM WORK.

## Beneficial Effects of Co-Operative Effort in the Store.

There is nothing that has such a beneficial influence on the success of the store as team work—undivided co-operation from the proprietor to the newest clerk. Many an unaccountable standstill or retrogression in the affairs of the store can be traced to the lack of just this "pulling-together" quality in the members of the force. Yet it is a simple thing—this working hand-in-hand with one another, putting aside petty jealousies or individual animosity for the common good, each one doing his best to help the other in efforts directed towards the betterment of the store in its every part. There is nothing more conducive to loyalty either, than the presence of just this co-operative spirit.

It is, therefore, up to you, Mr. Merchant, as the head of the establishment, to use your best endeavors to bring about this state of mutual confidence as far as lies in your power. Do you, for instance, co-operate in every sense of the word with your employees? Can they come to you freely with their ideas and plans, knowing that you welcome their suggestions, and not only listen to them, but, if you think there is real merit in what they say act on it and not lay it aside and forget it? Do your clerks look upon you as a mentor ready to pounce upon them for the least fault, or do they feel that it is a pleasure to do their best for you

because their efforts are fully appreciated? If you do not set the example of this institutional progress, do not expect it from your force.

How about you, Mr. Buyer? Are the clerks under your charge mere selling automatons in your opinion, or do you make them feel that they are a necessary adjunct to your own advancement? Do you encourage suggestions on their part, or have you made them feel that you know your business and they can't tell you anything about it? Don't you honestly think that sometimes very good suggestions might emanate from even the stock clerk?

And you, Mr. Clerk; you may not be aware that you are doing anything that could be construed as disloyal, and yet unthinkingly do things—trifles they may seem—that are really hurtful to the success of your department. It may take the form of a little indifference in pushing those goods your buyer is so anxious to clear out or perhaps it is simply ignoring the store's advertisements so that you do not know what is being specialized on that particular day. You may allow the stock to get into a dusty, mussy condition that is bound to hurt its value. Perhaps you have allowed a customer to leave the store with a "haven't got it" ringing in her ears when you could easily have sold her something else to take the place of the article she asked for, or procured what she wished. These are each and every one drawbacks that tend to lessen to a greater or lesser degree the team

work that helps you all. And if you are not co-operating you are doing the opposite whether you mean to or not—you are, in other words, detrimental—actually hurtful to the welfare of your department.

A meeting, say once a month, or once every two weeks, should be held, where the best plans and suggestions received during the period between might be argued. These discussions could be followed by a short, interesting talk from the head of the firm or one of the managers. Not only would such meetings tend to foster this co-operative spirit but it would also bring into closer contact the various members of your staff, establishing a friendly, helpful spirit throughout the store.

Don't you think the matter is worth a little consideration from all sides?

## Now on the Water Wagon.

Here's a story which a downtown business man tells on himself and it contains a temperance lesson: One night he was at the club until late. Instead of going straight home when his thirst had been soothed by a plentiful supply of liquid refreshments he called at several speak-easies, and by the time the wee, sma' hours were at hand the bibbler was about sixteen sheets in the breeze and still sailing. How he got home he can not remember, but some friend evidently piloted him there.

When he awoke he discovered that he had been too stupid to retire and had dropped into a chair, where he

had slept with his clothes on. He had a glorious headache and his tongue felt like a piece of chamois skin. He glanced at his watch. It was not yet 6. Closing the door, which he had left ajar, he washed his face, brushed his hair, changed his soiled and wilted collar for a clean one and mussed the bed to make it look as though it had been occupied during the night. Then he went into the sitting-room, congratulating himself on his good fortune in awakening before the hour of 6. His cheery "good morning" was rather coldly received, and, realizing that something was radically wrong, the guilty gent slunk back into his bedroom and reflected. During the course of these reflections darkness commenced to settle down.

It then dawned upon the business man that instead of being morning it was 6 o'clock in the evening. Developments proved that he had staggered into the house about daylight and, being unable to arouse him, the family had in disgust permitted him to snore away in the chair. He mutely acknowledged the joke and mounted the water wagon, upon which vehicle he is now riding.

Do not blame the shipper if goods are damaged in transit, unless it is his fault. Nine times out of ten the trouble is with the railroad companies, not with the shipper.

Ghosts are like fleas—plenty enough, and likely enough, too; but you can't put your finger on them.

## Golden Essence of Corn

Karo Corn Syrup, a new delicious, wholesome syrup made from corn. A syrup with a new flavor that is finding great favor with particular tastes. A table delight, appreciated morning, noon or night—an appetizer that *makes you eat*. A fine food for feeble folks.

# Karo

## CORN SYRUP

*The Great Spread for Daily Bread.*

Children love it and thrive upon its wholesome, nutritious goodness. Sold in friction-top tins—a guaranty of *cleanliness*. Three sizes, 10c, 25c and 50c. At all grocers.

CORN PRODUCTS CO., New York and Chicago



### How to Conduct a Cash Business.

The way to do a cash business is—to do it.

To say a cash business can not be done is a slur on the intelligence of the people, particularly that part of the people who are the bone and sinew, the foundation and the preserver of this great country; that part of the people who work for their dollars and who freely spend their dollars, and who in parting with their hard-earned money are intelligent enough to pay cash, where and when they know they are not being humbugged, but who will not pay cash if they are charged credit prices; neither will they sustain a make-believe cash store, where Mr. Cash toadies to Mrs. De Style or to Mr. Moneybags.

Don't make fish of one and flesh of another.

The writer will not only prove how a cash business has been done, but how to do a cash business.

Credit or cash? Which? This was the momentous question to be decided one way or the other, when, in the year eighteen eighty-five, the writer opened his shoe store in this town. To do a credit business, and thus let the public control my business, or to do a cash business and I control it. A mighty difference between the two systems, you must admit, and that difference as great as it is mighty. Happily, I concluded to do a cash business for the following reasons:

First, business can be done on a cash basis with one-tenth the stock required in doing a credit business.

Second, one can sell shoes at such low prices as will at once bring customers.

Third, you can make customers friends by saving them money and they will bring more customers.

Fourth, the great expense of book-keeper, collector, stationery, postage, day book, ledger, bad accounts, etc., etc., will be eliminated, thus giving me more capital.

Fifth, not having credits to sigh, mourn and worry over I can devote my entire time to buying and selling.

Sixth, I will always have the goods or the cash.

Seventh, one can establish a business durable as adamant, because founded on the foundation rock of fairness.

Eighth, you will be enabled at the close of the day, week or month to figure just what you have made.

Ninth, sales can be made faster, fewer salesmen being required.

Tenth, I can discount all bills, thereby making money.

Eleventh, no worry over bad accounts, no worry over the fact that my debtor eats pie, while I have to eat crusts; no worry because my debtor has gone to the seashore and can't pay until he comes back, and

then will have no money with which to pay.

Having concluded to do a cash business, certain rules, a system must be followed to make the business a success.

At once I advertised extensively how and why I would do a cash business, and adopted the following rules and signs:

Sign—"This is the A. C. W. Cash Boot and Shoe Store. In order to sell you goods at such low prices our rule is, 'All goods paid for before taken away.'

"No discrimination; everybody treated alike.

"No difference if you are worth a million.

"Five dollars reward if you prove credit to the extent of a nickel is given here.

"Fifty dollars reward if you prove a pair of shoes has gone out of this store since 1885 without first having been paid for.

"But one price—that the lowest."

Thus you see I impressed on the public mind I would do a genuine, dyed-in-the-wool, infallible cash business, with facts laid before them as to my way of saving them money—facts fixed and unalterable as the laws of the Medes and Persians. Sink or swim, live or die, survive or perish, I would rely on the intelligence of the people to pay cash. The result has been beyond my greatest expectations, and to-day stands forth before the public, a cash store not only in name but in all transactions cash; to-day the longest lived of any shoe store in this town; no longer an experiment, but an accomplished fact with the patronage of the thinking, economical classes.

Now, after nearly nineteen years as a cash store, patrons always have the money when they come to buy. Ten other firms—shoe stores that did a credit business, started since or about the same time as this cash store, are to-day out of business; down and out, unknown, forgotten, sunk in that whirlpool of disappointment, distress and financial loss—credit.

Of course, I found it difficult for the first six months to establish the cash system. Tom thought the cash rule was meant for Jim, or Dick, or Harry. My friend did not think I would refuse him. To one and all a firm explanation was given as to my rules and gradually they were won by fair treatment and low prices. I am selling the grandparents, their children and their grandchildren, three generations patronizing the cash store.

If by this writing of my experience in the cash business I may be able to induce the young man to do as I have done when he commences business for himself I will be rewarded, knowing success awaits his energies.

To the firm who are disgusted, worried, weary and worn with the credit business, let me say, change to the cash system, first beginning by making thorough preparation, but don't tell it, don't talk it until you

are quite ready to change, to act; then do it, and stop this way to panic, this cause of panics—credit.

The way to do a cash business is to do it, and in justice to yourself and your patrons remember Shakespeare's advice when you start in the

cash business and then you will win: To thine own self be true, And it must follow, as the night the day, Thou canst not then be false to any man.—A. C. W. Cain in Boot and Shoe Recorder.

No need to worry about your orders for

## Tennis Shoes

being filled precisely on time if sent in to us.

We have them in all grades and colors, and are in a position to offer you prompt and satisfactory service. Order at any time and your urgent demands will have our careful attention.



**The Joseph Banigan Rubber Co.**

Geo. S. Miller, Selling Agent

131-133 Market St., Chicago, Ill.

Banigan and Woonasquatucket Rubbers are making history.

## Our Brand of Footwear



**Contains more quality, more wear, more style and a better fit than you usually get for your money.**

This means everything we make—children's shoes, men's and women's every day shoes, men's fine welts, hunting, river shoes and Hard Pans.

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



### Remarkable Development of a Shoe Business.

The shoe merchant, like the man engaged in any other branch of merchandise, has one great object ever in view—to develop and increase his business to the greatest possible extent. That business is his idol; everything else is tributary.

Not that money-making is to be the sole object of his organized efforts—although it may be the prime factor—but that, aside from this, the wise husbanding of his resources may benefit the community in which he operates, or society at large.

There is one division of time in every twenty-four hours in which a man is expected to devote his high powers to the achievement of success in his business undertakings. And there is no other special line which makes larger demands upon a man's time and faculties than that of shoe-retailing.

In the early days before the era of sharp competition, the man who swept out the store could be left in charge of things, while the enterprising(?) dealer played ball, attended the races—in fact rambled about at pleasure, returning to his business in time to round things up, pull the curtains and count the dollars that had strayed in during the day.

Now things have radically changed. A man must have an eye single to his business every hour of every working day, if he would be successful; and often he will be compelled to allow his working time to trespass upon the grounds of his "play."

Instead of horse-racing he finds excitement enough in the "heat" with his competitors, while the measuring stick has usurped the office of the ball bat, and the leather of the little sphere has been superseded by that of up-to-date footwear.

We are living in a new commercialism to-day. The old methods have been revolutionized. Like the crude machinery used in the industrial world of the past, they have been set aside for the new and improved methods now in force. The high plane of present-day civilization demands higher laws to govern the relations between the distributor and the purchasing public.

Great factors, indeed, are carefully selected stocks, convenient fixtures, easy chairs, liberal space, good light, air, etc.—those inanimate instruments in your business (and I shall deal with this question at length a few weeks later). But it is my purpose now to speak of a very "live" factor, one that is more far-reaching in its influence than the mere tangible facilities in storekeeping.

Of what avail are complete stocks and superb interior arrangements without human ability back of them? And I want just now in a general way to briefly touch upon that central factor in your business—the shoe salesman.

In another article I shall deal with him specifically, endeavoring to treat the subject in a comprehensive and practical way; and shall make it of such a character that every employer

will find it expedient to place a copy in the hands of his clerks.

In this connection let me urge you to encourage your help to read regularly some good shoe paper.

Impress upon these young men the importance of keeping in touch with current events in the shoe world. Besides, there are always many helpful points in a paper devoted to the trade.

The improvement of your employees means the improvement of your business. It means raising the standard of character in all transactions between you and your customers; for your clerk represents you in every move that he makes in your business.

Do not look upon him as an automaton. Treat him as a being possessed with intelligence, and having an individuality that places him above the office of a mere machine.

It is individuality that gives soul to your place of business and a character of distinct superiority to every transaction, whether it is in selling a pair of shoes, making an exchange, fastening on a button or doing anything for a customer, and doing it promptly and cheerfully.

Encourage your help to be honest with you in all their dealings, to treat your interests the same when you are "out" as when in their presence. You can do this by giving them a little more leeway and by encouraging the feeling of proprietorship. Mr. Employer, did it ever occur to you that the young men in your employ are either assets or liabilities? Have you placed the right estimate upon them? Did you select them with the same scrutiny, care and thought that you exercise in selecting a line of shoes?

These units in your business are either sand or oil in the machinery of the organization. The character of the selling force of your store is very largely accepted as an epitome of the real character of your enterprise.

With the forward march of things in the boot and shoe trade there has come the demand for a higher class of men to represent the merchant—men with larger ability and a wider range of talents.

It is economy for the man who is striving to build up a good class of trade to select a good class of men—men at least possessing material that can be developed to a high degree of proficiency. Salesmen of a superior stamp are the merchants' greatest stock in trade.—C. S. Given in Shoe Trade Journal.

#### Keen Discrimination.

A boy in one of the city schools had been late both morning and afternoon for three days in succession. When asked the reason he replied that he had taken time to eat all he wanted for breakfast and dinner.

"You are more successful getting food than you are getting knowledge, I fancy," said the teacher.

"Yes," replied the boy, "'cos I feeds myself and you teaches me."

Better the fever of false hope than the chill of despair.

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

## WHY

Our Hard Pan shoes wear better, look better, and sell better than any other.

The best sole leather that can be bought goes into them. The upper stock is tanned especially for us. We use HORSE HIDE topping and put in Bellows Tongue of same. We put an extra row of wax stitching in vamp to insure against ripping. We use HORSE HIDE for eyelet stays, inside back stay and outside back stay.

These are the points that make our

**HARD PAN SHOES**

**WEAR LIKE IRON.**

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

## A Good Shoe Man

Never loses a sale on account of sizes, and a postal will tell us your wants. That's easy for you. We do the rest and do it quick.

All kinds of Tennis and other Summer Shoes. Our Men's Tan Oxford "The Waldron" is a winner.

It will pay you to see our new line before giving your fall order. Our agents will show you.

**Waldron, Alderton & Melze**

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

Wholesale Shoes and Rubbers

State Agents for the Lycoming Rubber Co.

## Language of Looks

Shoes that look well sell well. Our snappy lasts make our shoes look well. Hence the battle is half over when you take a pair of our shoes from the shelves to show a customer.

Our constant aim is sightliness, together with durability

We are state agents for the celebrated HOOD RUBBERS.

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

## HISTORICAL WORK.

## Its Great Value to the State and Nation.\*

Nations like people develop three periods: first, youth with its dreams, hopes and ambitions, ready to do and dare that they may take their place in the world; then comes manhood, with its responsibility, still ambitious, but more cautious, still looking to the future, but in a more careful, calculating way putting forth efforts to insure the future. This is the age when nations and men fight their best battles to place them on a more sure foundation; not so thoughtless or reckless as youth, but still equally ambitious and hopeful; then comes the retrospective period, when men and nations think and deliberate, calculating the cost and its returns. Gratitude takes the place of demand; a desire to give to others that which we have received and even a still greater desire to do more than was done for us as youths and men.

America has passed its youth. We have conquered the land, developed to a large extent its wonderful wealth, sent its commerce and the results of its genius to the farthest ends of the earth, attracted the attention of the whole world, to whom we have offered golden opportunities. We are in the fighting period of our manhood, battling to place the flag of popular government of a people for a people even on the islands of the sea. As a nation we have grown rich, and with that wealth has come a spirit of reverence for those who were the pilots, the pioneers in this marvelous march of empire. We want to do them honor, to preserve their deeds and landmarks that future generations may read the story of their privations and deeds. This is the spirit that actuates this Society and, while I am greatly surprised and pleased at the large number assembled, at the interest taken in the work, it is not enough; you still need more.

One by one you are passing to the great beyond; by and by the day will come when there are no more pioneers to tell their story of suffering, trial and final success; when all these papers, so full of interest, will be locked between the covers of books, only to be taken out by reverent hands and notes made from them, but you want more than these to substantiate the scenes of by-gone days. That old woman—and I use the word in its most respectful sense; the word woman, as that of man, stands for all that is best and truest in human nature; ladies and gentlemen there are in every age in all conditions of life, but men and women are the heroes who do battle in the struggle of life, and the word old when associated with that of a man or woman who has fought this battle, whose locks are silvered with the frost of years which were not all sunshine is a crown of glory more glorious than that oft worn by kings. So, I say, that old woman whose deft fingers twirled the flax amid

\*Address made by A. H. Griffith, Director Detroit Museum of Art, at annual meeting of the Michigan Pioneer and Historical Society.

the hum of the old-time spinning wheel was an object lesson more eloquent than all the words spoken here this afternoon, but by and by these women will have passed from off the stage of action and the sound of the spinner will be heard no more, but the wheel made sacred by the touch of the vanished hands will remain and it is your duty and mine and of those who come after to preserve this and every other memento of these years of struggle and of conquest.

That is the reason for my entry upon this hallowed ground, for my hair is not yet silvered; old Father Time has not left his mark upon my brow. In the time of sturdy manhood, I reap where you have sown, but my love and reverence for all that is past impel me to dig in the dust of ages that I may read again the story of a lost nation or a lost art.

A museum should go hand in hand with a public library; eyes are better than ears, but the two together make such a wonderful combination that were we to lose all other faculties these two would in a large measure supply their loss.

I know a man in the city of Detroit who from this very same love has generously gone into his own purse to collect every available letter, document or book connected with the history of Michigan or the Northwest. Nor does he like a miser hoard these treasures, gloating over them with his own eyes, but gives them use freely to all who may ask, and that man is C. M. Burton, your President. What a source of gratification it must be for him to do this! His life is richer and fuller for the great gift to others and, after all, that is all there is in this life—that which you do for others. But how much more valuable would be all these books were they illustrated by the objects of which they tell. Where now are the swords of old Mad Anthony Wayne or William Hull? What would we not give for the portraits of many men and women often spoken of in these old records? The very things used by them in their houses would be of interest, but they have drifted away often to build a fire in the kitchen stove. A museum preserves and protects all this material for the use of those who come after. The garrets and cellars of the old houses contain a mine of historic wealth which should be brought to light and placed where they are safe. When your next Legislature meets every man and woman here to-day should make it their business to see every member of the State government from the Governor on down through the list and let them know you are in earnest, that it is a debt you and they owe to a posterity who will rise up and bless you.

Old "Liberty Bell" was thrown by ruthless hands into the scrap pile until the Prince of Wales, a boy traveling in this country, now King of England, seeing it, said: "If such a relic was in England, it would be held in sacred veneration and all the wealth of your great country could

not purchase it." The hint was taken and to-day it is now and then sent to distant parts of the country under a guard of honor and we almost tremble to think how near it came to being lost to the American nation forever. And yet it required an Englishman to point out its value to future generations.

Wake up, you people of Michigan! Make yourselves felt in this age of thought and do your duty and claim your share in the history of your country!

## An Error in Diagnosis.

In a certain railway collision, one of the victims lay for a long time on his back across the ties. Finally two men picked him up, carried him to the station and placed him on the floor.

"He'll lie easier here," they said, "until the doctor comes."

The doctor came a little later.

"This poor chap is done for, I'm afraid," he said, glancing at the prostrate victim.

Then he knelt down, lifted one of the man's closed eyelids, and peered into a dull, blank, unseeing, lifeless eye.

"Yes, he's dead all right. Take him away," said the doctor.

But the pale lips of the injured man moved slightly, and a feeble voice murmured:

"That was my glass eye, you fool."

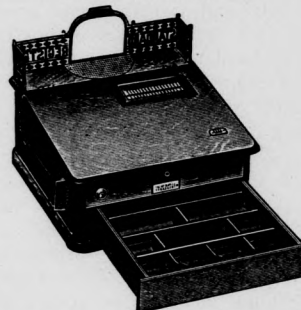
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# WHY HE FAILED.

## Too Busy To Think or To Keep Clean.

One day last week I started down to Eighth street to buy the new celluloid collar which I get regularly every summer, no matter how well the old one looks. I was gliding along with my well-known graceful saunter when I felt a stinging slap on my back. It was so all-fired cordial that I knew it was going to be somebody I did not particularly care about seeing.

When I looked around I recognized a man I used to know when he kept a grocery store in a good-sized town not far from Philadelphia. A little more than a year ago he failed dismally and I had not laid eyes on him since.

"How are you, old sport?" he burst out heartily. "Why, you're looking fit to kill."

He grabbed my hand and wrung it up and down, thrust a pale stogy that looked as if it had tuberculosis into my vest pocket and linked arms with me and started down the street.

I can state right here that I was not any willing witness, because when I cast a rapid glance over his clothes, that he was making a pitiful attempt to keep spruced up, and noted the hungry glitter in his eye, I knew what was coming—or rather what was going. It was a dollar that was going and it went in about three minutes.

Poor devil! He told me he was about down and out and had pretty nearly lost his nerve.

And that brings me to my story. There is a lesson for all of us in this man's career, and my text for this week is going to be, "Never get so busy and prosperous that you can't find time to wash your hands and think about things."

I tell you, boys, I'm going to be real supercilious this week. I am going to get satisfaction for that dollar, somehow. But seriously, this poor chump who is nearly down to panhandling, owes all his troubles to the fact that he got too busy either to think or to insist on cleanliness.

We will call him Brown, because that is not anything like his name. Well, Brown was a grocery clerk two or three years ago, making \$10 or \$12 a week. An uncle, or somebody, died and left him a little money. Brown was a steady sort of chap, and, unlike a good many young fellows in similar circumstances, it never occurred to him to knock off work and try to invent new kinds of fancy drinks.

He plugged along just the same for a while and then bought an apparently flourishing grocery business in the same town. I do not know what the books of this concern looked like, but it was one of those "quick sales, small profits" stores that generally change hands very rapidly, and as Brown paid a good-sized cash price, I imagine he was stung at the start-off.

He was laden to the gunwales with enthusiasm, although, and started right ahead to frame up the only real grocery the town had ever seen. He

had nothing but scorn for the other dealers in the place, some of whom were giving their sons college educations out of the proceeds of their businesses.

"They're a lot of antediluvian punks," said Brown, and he began to cut prices. It wasn't long, either, before he got to be a mark for salesmen with side lines and new fancy food products.

The customers came all right. They came in droves and they bought.

"My store is always crowded," Brown used to boast, and it was. And for a while everything went all right. The young fellow had horse sense up to a certain point and he succeeded in arranging his profits—perhaps more by good luck than management at that—so that he seemed to be coming out ahead.

That is, except for one thing: Brown was pretty much of a dub at book-keeping and he couldn't be made to understand how foolish he was to load up with all kinds of stuff on credit before he had any idea of what he was going to sell.

Even at that, though, I say he might have got away with the situation (for he was shrewd in some things) if he had sold less soap and used more and had stopped to think a little.

I tell you boys, cleanliness is next to godliness with me all right, and has been since I was a kid. My mother used to lock me in a room with a tin basin of soap and water before each meal. A half-inch or so of the top rim inside the basin was painted black and the water used to come just up to that mark.

I was allowed to eat when I had scrubbed away until two yards off you couldn't tell where the water began and the black line left off.

Yes, sir, cleanliness is the real thing. If we ain't clean ourselves, we want everybody around us to be.

So many customers came to Brown's store that he, anxious not to keep them waiting, hired more clerks. At least they acted as clerks, although they were only boys. Brown realized that his payroll wouldn't stand much increase and so he took boys at \$3 a week. The man who expects a boy merely to keep clean for three bucks a week, to say nothing of working besides, is a doddering optimist and has no place in any kind of a business.

Perhaps one boy wouldn't have been noticed, but in this case there were four or five, and it seemed to be an astoundingly dirty lot.

I was visiting in the town at the time and the young Indian of the home I was ornamenting was sent over one day for some crackers. He refused to take any at meal time, and after some persuasion admitted that it was because the hands of the boy who waited on him were so filthy. Mind you, his own were pretty fierce at the time and I tried to imagine what the clerk's must have been.

Well, it got to be generally talked about and some of the women customers used to shudder perceptibly as they watched the boys doing up

things. One or two nifty ones complained about it openly, but a good many others just took their trade somewhere else.

Meanwhile Brown was putting on a new delivery wagon about every other week, and imagining that by so doing he was proving himself progressive. Sometimes a wagon would be out a half-day delivering a lot of small orders the combined profit on which would amount to less than a dollar.

"I'm doing a tremendous business," Brown would say, and he could not understand the relation of running expenses to profits. Once he told the boys to wash their hands oftener and then let it go, at that.

It took just five months to bust Brown, but there were very few of the pieces left when it was all over. He got some sort of a job in Philadelphia afterward, for he did not like to stay in the town, but he had got to considering himself so big and had built so many castles out of ozone millions during the five months that he did not seem to be any good to himself or anybody else.

So he had gone on from bad to

worse until he had got down to living on occasional hand-outs from his former friends.

I tell you, boys, all you have got to do is to keep your brain cool and your hands soapy.—Stroller in Grocery World.

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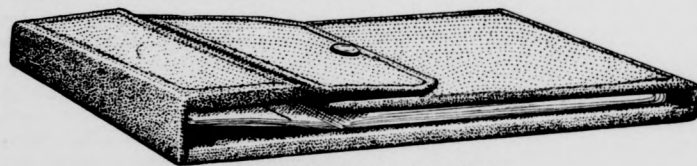
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**RELIGIOUS COMMERCIALISM.****Case of Where the Minister Played Into the Clerk's Hand.**

Written for the Tradesman.

The prettiest village in Bee Creek valley is Meadowland. Its mile and a half from the railway station is an advantage, because it keeps what would be the rough element of the village at that noisy center where it belongs and because the absence of that element gives the quiet side a chance to carry out its own peculiar features of the town from the physical, moral and mental point of view. So years ago the village fathers and mothers decided that while they did not care for a growing town they did insist on a pretty one and the traveler to-day as he walks or rides from the station under the trees, that from each side of the road join their leafy hands over his head, commends the ancestors for one good deed done and is prepared for the leafy loveliness which is sure to greet him if he "hits the town" when it is "knee-deep in June."

Meadowland like other towns of its kind is not difficult to describe. It had its common, which ambitious places like to call a park, and here were located the pretty stone church, from turnet to foundation stone hidden under clambering vines; the brick high school building, proud—justly so—of its architecture; the homes of a number of the well-to-do standing back from the street in well-kept lawns, with broad verandas, whose pillars were made beautiful with clambering roses and perfume-giving honeysuckles; and there, too, not a detriment to the neighborhood, stood the town's one thrifty store.

Chad Griffin, its proprietor, believed in himself, in his store and in Meadowland. The three to thrive needed the personal attention and the push which were peculiarly his and he was determined that all three should have them in equal quantities. If the town wanted "green things growing" it should have them, and his store should take the lead. So two ambitious elms were encouraged to do their best for the establishment and by furnishing an ample number of hitching posts in a handsomely paved yard in the rear, with a paved lane leading to it, the elms never once received detriment from gnawing horses. The store itself outside was an ornament to the square and Chad Griffin looked well to it that the pleased customer should find no painful contrast when he was once inside. That it was cleanly kept goes without saying; but not satisfied with this the proprietor had an eye to the looks of things inside in regard to what he called an "eternal fitness of things," so that from the handsome front windows, well cared for, to the delivery door in the rear intelligent thought had been made good use of and the store was an acknowledged model of its kind.

It needs no special plea here to convince the reader that a store like this at Meadowland was a benefit to the town. The fame thereof spread and wise Chad Griffin wisely provid-

ed the far-coming customer with the best goods to be obtained. He found it paid. "I get a good profit and a sure sale; it brings the best of custom to town and that advertises us all and of course this makes us a better community. I want Meadowland to be all that its name implies—sweet, clean, balmy and beautiful, with not a hayseed in it," and there was not. "All you have to do is to get the best that's up-to-date and let our young folks buy them. They are my best advertisers. Your seventeen-year-old is no fool. He likes the best when he knows it is the best, from a hair-cut to a first-class horse and buggy, and I contend that a country storekeeper who knows his business will never be satisfied with himself and his belongings until he has made his town the best in all that has anything to do with the comforts and the elegancies of life. I don't want to brag, but I made the town what it is by telling the big boys that nobody but a d—d fool was a way-back, who doesn't know enough to know that a fifteen-inch collar and a fourteen-inch neckband on a twelve-inch neck will make a d—d gawpshite of the handsomest man on earth! That's right; and that's what they were doing and loading on things to match. I began that way and I followed it up and you won't find a better dressed community in the State than Meadowland.

A man in any locality who makes himself felt in that way is a public benefactor. That was Chad Griffin's position in the mind and heart of Meadowland. They liked him, they looked up to him, as one ardent admirer said, with an idiom, brought all the way from New England, "they thought the world and all of him," and for reasons better than have so far been given. Who was the first man to be appealed to in matters of public concern? What man in Meadowland and within a radius of twenty-five miles of there was the first to be approached in times of "danger, necessity and tribulation?" Who was the one man who always had a cheerful word, to be followed up by the kindly act and who in season and out of season was the best materialized ideal of the good Samaritan? Chad Griffin. There he stood among the best men in the world and yet there was not a minister anywhere in that part of the country who was not "down" on him because he did and would swear.

"His profanity is simply shocking," said the reverend minister of the First church, "and he is not at all careful about it. He even swears before me!" and the face looked what the tongue could not express.

Alas! It was only too true. An unfortunate childhood and a more unfortunate bringing-up had so made the objectional speech a part of him that he did it unconsciously, with no thought and, certainly, with no desire of wrong doing. He was simply as generous with that as he was with everything else and the community in time became accustomed to it, put it down as something he couldn't help and so let it stand as

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the one fault among a long list of virtues to be condoned.

That community, however, did not include the minister and his brethren. They had here a duty to perform and they did not shrink from it. The preceding winter they planned and carried through a revival and the one citadel they could not storm was Chad Griffin's heart. With characteristic directness he bade them go to the devil and let him alone. Instead they made a convert of his wife, hoping thus to end the campaign and making an ally of her force him to an unconditional surrender. They meant well, the overzealous always do, but here, as usual, they made a mistake. Wrath and profanity go hand in hand and Chad Griffin, mad, was simply terrific. Even the First church saw the wisdom of a let-up. There was a lull, therefore, but everybody knows what that means in church differences and the good people kept on praying and the bad man kept on swearing, both determined to "see" who would come out ahead.

It chanced at this stage in the game that Griffin's head clerk resigned and the church folks, unwilling to leave a stone unturned, sent the minister over to ask the storekeeper not to bring back to Meadowland that awful Kit Cady, who out-Griffined Griffin in that individual's besetting sin.

Cady was the last man that the storekeeper would have chosen had he been left to himself. The two had lived together for a year, but

the year had not been a harmonious one. He was twenty-four "with a head on 'im," well-trained and well-disposed and with enough bottled-up energy for at least three young fellows of the common type. Griffin tried to "run" him and he wouldn't be run. The storekeeper became abusive to find that Cady was the better abuser, and when the employer lifted the flood gates of profanity he found that youth and vigor were altogether too much for him in a field he supposed wholly his own. Worse than that, the young man's good looks, his manly independence and his straightforward, above-board way of accomplishing his purposes had drawn to him and kept the admiration of Millicent Griffin, Chad's only child; and that only child's father had made up his mind that he'd put a stop to that sort of nonsense and so discharged the best clerk he had ever had and sent Millicent to college.

All this had happened four years ago and had been forgotten, so that when the "gall" of the minister "budded into" the storekeeper's affairs, Kit Cady was the one man for the storekeeper, and he wired him at once to come. The reply was prompt and to the point: "Will come on first train," a matter that was doubtlessly hastened by the fact that that same train was bringing home Millicent Griffin with the honors of her four years' course upon her.

Neither had any fault to find with the greeting when Kit boarded the train at Weldon. He took naturally

enough the only vacant seat in the car and as this last very unexpected move on Kit's part was a surprise to both and meant a great deal to both there was much to be said on both sides, which, of course, brought the two heads close together.

"What I'm afraid of, Kit, is that Papa is depending on you to help him worry those church people by his disgusting swearing and—and I don't feel as if I could have you known as an expert in that now. I know how much you want to go on with the business and how promising it all is and I'm certain you will be a success; but, Kit, if it comes down to that if I were you I'd just go back to Weldon. This swearing our way into prosperity sounds bad and looks bad and is bad. Don't let's have anything to do with it. Promise me that, won't you?"

That "our" and that "let's" settled that business and the young fellow went over to the store a few hours later feeling that he was between two fires and wondering what the outcome was going to be. It began to dawn upon him as it dawns upon the thorough-bred, that the time had come to give up that sort of nonsense. It wasn't a manly thing to do. Society, the class anyway that he belonged to, couldn't tolerate that sort of thing. It was low-down. The culture of the country would have none of it. He really had always been above it and now he would yield to his better impulses and be the first-class man that heaven intended him to be. After four years

at the University Millie must notice differences not wholly favorable to himself and he couldn't have swearing one of them. For her sake he'd stop it and for her sake as well as for his own he would do what he could to wind up the store trouble in a hurry. It didn't pay.

That last thought "hit him hard." He took it along with him to Griffin's office, where he found the storekeeper ready to receive him with open arms. Chad's first sentence was a corker. It wouldn't bear printing. He didn't want it printed, but he did want without hindrance to relieve himself and he did. It took him a long time to get through and then with an explosive, "There! I feel better!" he told how the First church were interfering with his freedom.

"I don't think there is any danger of their doing that, but as a purely business proposition, Mr. Griffin, I wonder if it isn't worth while to ease up a little. You know that I can swear when I get at it; but in a place like this where everything is first-class, somehow I don't think I quite like to have people come into the store, as I know they used to, to hear me cuss. When a fellow is—well, all the way from sixteen to twenty-one, he isn't the man he thinks he is and he goes in for those excesses that make him contemptible. I've got on the other side of them and I'm trying to get rid of swearing. It doesn't pay and while I'm going to stand by you until the last d—d gun fires I'll say to you right

(Concluded on page thirty-eight)








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### Beware of the Arctic Wall of Silence.

Written for the Tradesman.

It has always seemed to me that one of the virtues that we laud out of all proportion to its deserts is silence. This is particularly true as it applies to women. There is no other fault for which woman is blamed so much as talking too much and no other quality for which she is so praised as taciturnity. "Your children are all dumb?" enquires Rip Van Winkle of the dwarf in the mountains, "and all boys? My, my, what a pity! What wives they would make!" And everybody laughs at the thrust at woman's garrulity.

Of course, we all admit that there are times when we talk too much; occasions when we tell things that we didn't intend to tell and ought not to have told, and when we say things far better left unsaid, but even so, it is doubtful if the preponderance of merit is so largely on the side of silence as we have been led to believe. There are times when the most reckless talker alive can not do so much harm or wound so cruelly as the person who merely holds his peace. "Speech is silver, but silence is golden," says the old proverb, but silence is not always golden. Sometimes silence is lead that crushes everything and everybody.

As a matter of fact, perhaps, silence is one of the virtues that we honor more in the breach than the observance. Theoretically, it is a quality that commands our highest admiration. We even go so far as to attribute wisdom, on no other ground, and with no other proof, to those who know how to hold their tongue, but in every day life silence is a thing of which a little will go a long way with most of us.

Who, for instance, yearns for the society of the habitually silent man or woman who sits up in company as unresponsive as a death's head at a feast? Who seeks the companionship of an individual out of whom every remark must be cork-screwed with an effort that makes conversation an actual physical labor and who forces you to ask questions until you feel like the grand inquisitor? Who enjoys the society of one who never makes part of the running and with whom any topic can be exhausted in two minutes, leaving you panting and breathless, and wondering what you can say next? Don't tell us that such a one is "admirable," or "deep." We know better. We have dipped down into the well of their thoughts and experience, and found nothing there but ossified silence.

Women are accused of talking too much, but if conversational ability is a fault, we love them for their vices. Moreover, the sin of garrulity is one forced upon them by man. With all

of his indulgence towards his woman-kind the American man does the Grand Pasha act. He loads woman down with fine clothes and jewels, but he expects her to dance before him. He expects her to talk to him, to entertain and amuse him, and that is why American women are the most brilliant conversationalists in the world. They have had so much practice.

When the American man takes a woman out he expects her to pay her way by talking to him. He has pushed the button and she must do the rest. Just watch the next couple you see out together—at dinner or between the acts of a play or at a party. The girl is always doing the talking and making the effort to entertain the man, and she knows that she is playing to the biggest sort of luck if he condescends to throw in a side remark now and then to let her know that she is making good, and to help her along. There are plenty of men with whom conversation resolves itself to a monologue on a woman's part, but if the man thinks that his awful silence is fascinating or impressive he is making the mistake of his life. The woman is doing drudgery and she wonders if the man's attentions are worth the price she has to pay for them. The reason women are so often taken with silly, rattle brained boys is because they are so tired of the men who sit up like knots on a log and say nothing.

If the dead silence of the mummy in society is a trial, the sullen silence with which so many men punish their families is a terror. It is a whip with which many a tyrant holds the trembling wretches of his household in order. He comes home to dinner or down to breakfast with a face as grim and hard as a stone image. Something has gone wrong. He eats and drinks in silence, refusing even to ask for what he wants. He reads the paper with a portentous dumbness that strikes a cold chill to his wife's heart. Finally she musters courage to ask what is the matter? Is he ill? Has any one offended him? To all questions he responds "Nothing," in a tone of voice that indicts the universe, and convicts it for having criminally conspired against him.

Such a man always takes credit to himself for not saying anything when he is angry, but he would be less cruel and far more agreeable if he smashed the furniture and swore a blue streak. A wife can deal with a red hot, cursing man, who gives her a chance to talk back and explain, but with a dumb one she is helpless. You can't argue with silence. You can only grit your teeth and endure it. The other day a woman in Missouri was granted a divorce from a husband like this on the ground that he was addicted to the silent sulks. It was time, and if women ever get a hand in making the laws that awful silence will be a universally recognized cause for alimony.

Without doubt a certain amount of silence in family life would be a good thing, and a conservator of the

peace, if it went all the way around, but it never does. Family silence is the most one-sided thing on earth—it harps like a parrot on our faults and is dumb as an oyster about our virtues. We all know households in which it is considered criminal to speak of anybody's good qualities and equally criminal to refrain from mentioning their faults and weaknesses. Poor patient Mr. Benedict might come home with the chickens 364 days in the year and nothing would be said of it, but let him tarry out until midnight on the 365th and his Maria would never let him hear the last of it. Everybody gobbles down little Mrs. Housekeeper's good dinners in silence, month after month, but let there be occasionally a day when the bread is heavy and the soup salty and everybody raises a howl about it. Little Johnnie may come into the room like a perfect gentleman a hundred times in succession without exciting a single word of commendation from anyone, but let him come in like a whirlwind a single time and we all clap our hands to our ears and cry, "Heavens! that child will never grow up to be anything but a hoodlum. Where did he learn such manners?" Now, fair play is fair play. If we are going to speak of people's faults, for pity's sake let's also discourse about their virtues. It is no more than justice.

It is undeniable that there are friendships that have been killed by talk, but there are just as many that have been killed by silence. Probably there is no person who can not look back over his life and recall some friend who was estranged and lost, who might have been held by a word if that word had been spoken in time. They took offense at something or we were hurt by some trivial thing—some fancied slight or an imagined lack of cordiality or a garbled rumor—something that we misunderstood or mistook. If either one had asked for an explanation everything could have been explained away, but we took refuge in the silence that is an Arctic wall that freezes up all approaches to reconciliation. If, like little children, we should drop this insane theory that our dignity demands silence of us, and we should go to everyone towards whom we harbor resentment or who dislikes us and frankly ask them:

"What have I done to offend you? Wherein am I at fault?" Or, "What made you do thus and so to me?" be sure that nine-tenths of the enmities that embitter life would be explained away and we should sleep forgiven and forgiving to-night.

It also seems to me that there is much to be said in favor of talk just for talk's sake, and personally I prefer the woman who chatters as blithely, as meaninglessly as a canary to the one who wraps herself in an awful silence and under whose baneful influence cheerfulness dies. I know that there are those who hold that all interest in your neighbor's affairs is vulgar; that any little chit-chat about what other people are doing is gossip and that you ought

not to talk unless you have something deep or profound to say. Goodness gracious! Who would want to live with the roar of Niagara always in their ears? It is the little babbling brook of which we never tire, and to my mind there is no more charming woman than she who is an adept in polite gossip. She knows how to clothe the little affairs of every day life with interest. She sees the fun and the pathos of things and she can not go down town to buy a spool of thread without collecting a little budget of news with which to regale her interested auditors across the dinner table. Compare her, if you please, with the woman who sits up in grim silence and whose family partake of the meal as dumbly as any other animals that are being fed, and then berate the talkative woman if you dare!

Finally, there must come a time to each and everyone of us when the silence of death shuts down between us and our best beloved. Cry aloud as we may, we can not make them hear in that far land to which they have gone. God knows, then, whether we shall most regret the things that we have said or the things that we have left unsaid. The harsh and impatient word we uttered they forgave us and forgot, but the unuttered love and tenderness they never knew. It would have joyed them to have known how we admired them. It would have given them courage so often when their hearts failed if they had only known how we honored them for the fight they were making. We might have made the hard road of life blossom for them with words of appreciation and praise, but we never said them, and at the last, as we murmured passionate words of love and regret into deaf ears we knew, beyond all doubting, that there was a duty of speech that outweighed all the duties of silence.

Dorothy Dix.

### Don't Wabble.

One of the greatest hindrances to the success of the modern young man is a habit of wabbling. Everywhere we see young men, especially in politics, who are always "yawing," as sailors say. They never know just where they stand or what they think. They lean a little to the right or to the left. They do not dare to stand erect and look the world in the face, think their own thoughts, and live their own creed. They are never quite certain of anything. They never dare state their opinion, if they have any.

Wabbling or vacillation always indicates weakness of character, inefficiency. Men with back-bone, nerve, grit, do not wabble. They are not afraid to look a king in the face. Although they may not own a dollar, they at least own themselves, and are not afraid to stand erect.

The great trouble with many smart people in this world is—they step on themselves.

The best counselor a man has is himself, and too often he is the one the least trusted.



### Opportunities for Advancement in Department Stores.

No greater field opens before a young man equipped with a common school education and endowed with grit, good sense and determination, none offers better opportunities for attaining to wealth, name and dignity of position, than are to be found in the department store of to-day.

Here, as in every business, it is well to begin at the bottom of the ladder and by starting in as a stock-boy, seek, step by step, to learn every branch of the business. The first duties of the stock-boy teach him to familiarize himself with the various kinds of merchandise, and when one is apt and learns rapidly he can within a comparatively short time be made a salesman, in which position he will gain valuable practical experience, and will come to learn the wants of the people.

Often at the age of 21 or 22 years a salesman is found capable of becoming assistant to the head of his department, and he may in time fill that place himself, an important and profitable position. Then there are the assistant buyers, buyers for departments, rising at last to the places of general merchandise men for the store, and finally acquiring an interest in the firm.

In the executive branch a bright office boy has a chance to become an invoice clerk, ledger man, book-keeper, assistant office manager, manager of entire office, and at last a partner in the business. Neither are opportunities lacking in what may be styled the mechanical side of the house, where, passing along the grades from messenger, package carrier, inspector, floorman or through the positions in the shipping rooms to the office of superintendent, an able, energetic man will find way into the firm.

Many there have been who, finding rewards tardy in coming, have grown discouraged and lost ambition. These are of the kind that never will succeed. But the young man who attends strictly to the work laid out for him and at all times strives to prove his worth to his employer, by actual deeds, can not fail to fit himself for the positions to which, through his very capability, he must eventually be called, positions as lucrative as are to be found in any branch of trade or commerce that I know of.

Proof of this is to be found in every large department store to-day, where young men who began their careers in petty positions have, entirely through their own efforts, risen to highly responsible places; and some at about the age of 40, virtually in the prime of life, are drawing salaries of from \$15,000 to \$40,000 per annum.

B. J. Greenhut.

You can get men once in a while to admit that they have made blunders, but a woman was never known to own up to a mistake.

If there is a man who is really perfect, the quicker he pays his debts and leaves this world the better.

### 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				
No.	Drs. of	Shot	Size	Per
Powder	100			100
120	4	1 1/4	10	\$2 90
129	4	1 1/4	9	2 90
128	4	1 1/4	8	2 90
126	4	1 1/4	6	2 90
135	4 1/4	1 1/4	5	2 95
154	3 1/2	1 1/4	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/4	6	2 65
265	3 1/4	1 1/4	5	2 70
264	3 1/4	1 1/4	4	2 70
Discount 40 per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 75			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. S. 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. 1/2 in. 3/4 in.			
BB	7 c. 6 c. 6 c. 4 c.			
BBB	8 c. 7 c. 6 c. 6 c.			
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
Elbows				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse 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. 3 1/4			
Verkes & 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	20 & 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	49
Pumps, Clister	75
Screws, New List	85
Casters, Bed and Plate	50 & 10
Dampers, American	50
Molasses Gates	
Stebbin's Pattern	60 & 10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60 & 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
Scotia 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	10
8 advance	10
6 advance	10
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	25
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	10
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	30 00
Sheet Iron	
Nos. 10 to 14	2 60
Nos. 15 to 17	2 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
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
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
Onelda Community, Newhouse's	40 & 10
Onelda 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	30-10
Screw Eyes	30-10
Hooks	30-10
Gate Hooks and Eyes	30-10
Wrenches	
Baxter's Adjustable, Nickeled	30
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.	35
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
Fruit Jars packed 1 dozen in box.	
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 30
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 Bastie	
No. 1 Sun, plain bulb, per doz	1 00
No. 2 Sun, plain bulb, per doz.	1 25
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz.)	3 50
No. 2 Lime (75c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
Electric	
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 33
2 gal. galv. iron with spout, per doz.	2 20
3 gal. galv. iron with spout, per doz.	3 10
5 gal. galv. iron with spout, per doz.	4 05
3 gal. galv. iron with faucet, per doz.	3 70
5 gal. galv. iron with faucet, per doz.	4 68
5 gal. Tilling cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 1 B Tubular	7 25
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp.	12 60
No. 3 Street lamp, each.	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	50
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e'ch	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/4 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1 1/2 in. wide, per gross or roll.	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Trademan, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

**RELIGIOUS COMMERCIALISM.**

(Continued from page thirty-five)

here and now that it doesn't pay from the dollars and cents standpoint."

"D'ye think I'm going to let the Elder down me? Not by a—"

"What's the use of having any 'down' about it? All we've got to do is to keep still."

"And have him going around and—"

"You doubling up on your trade. Let it be known that the war is over and you'll add a county or two to your custom. Why not be a little enterprising and turn your loss into profit?"

"If you can get the Reverend Josiah Wingate to say that my swearing won't send me to—"

"Don't say it. I'll get him to say as good and you've got to give me half of the profits. Is it a go?"

"Sure."

They were having tea at the Griffins'. The Elder was the guest of the occasion. There were things good to eat and the party had reached that point of repletion when the world is rosy and life seems certainly worth living. Conversation glided easily from things temporal to things spiritual, and Kit didn't find it hard work to get the Elder to say, "It is the intent that makes the crime."

"I'm glad to hear you say that. A man swears with no intention of taking the Lord's name in vain. I know I do. Then, too, all words are not really swear words. Take damn, for instance. I was much impressed, Mr. Wingate, with your last sermon. You handled your subject without gloves and in my mind that's the thing to do. You meant damned souls and you said damned souls. It gave emphasis to what you said and yet one would hardly feel like saying that was swearing."

"Well, now, many a man will say that with no thought of profanity, and don't you think after all that it is the intent that breaks the commandment?"

"Why, to a certain extent, yes; but—"

"Oh, everybody understands all that. Many times it is due to ignorance. Higby was in on Saturday and had to tell everybody what a 'damned good' calf he has. Emphasis was what he was after. In one place last Sunday you spoke, in picturing the delights of heaven, of blessed soul, pure and spotless, wandering in fields of bliss without fear of coming in contact with the damned souls of the wicked. That was emphasis and I venture to say that Higby in his bad rhetoric is as guiltless of profanity as you were in your skilful use of it. That struck me as particularly fine."

"Then, too, it often happens that the word under ban is condemned in its relation to some other word in the sentence. Take the thought of that very sentence. 'The delights of the blessed' were heightened because there wasn't a damned soul there—a thought which has been haunting me ever since. I can't get rid of it and in writing last night to a friend of

mine in Weldon I asked him, Why it must be lonesome in heaven? The answer is, Because there isn't a damned soul there. Now 'damned' isn't necessarily profane and whoever so considers it must blame the word 'lonesome' for it; and so I think you are right in saying that it is the intent that makes the crime."

"Now with that for a starter, I've a proposition to make. I'm going to stop swearing. It's that swearing business that brought me back to Meadowland. I wanted to come here, where I was notorious for it, that I might fight here my hardest battle. Now I want you to help me and I want you to make it easier for me by giving us one of your rousing sermons, handled as you only can handle it, bearing down on that thought, it is the intent that makes the sin. Will you do it? I'm convinced it would do a great deal of good. It would help me in a good many ways, I know that. I suppose I've reached that age where I can appreciate what a spine-stiffener a good Sunday sermon is for the rest of the week."

"All right, Cady, I'll do my best." He did; and this is what followed: Five minutes later Millie and Kit were out under the maples in the lane and she gave his arm a tremendous squeeze and said he was a Christopher indeed. When the two wandered back into the house an hour later Chad called him a trump and gave him one of his best cigars. The sermon was preached and the war between church and store came to an early end. Kit Cady stopped swearing. Chad Griffin—well, he didn't exactly stop; but he has reached that pass where the First church folks say Chad's swearing doesn't amount to anything. Trade at the Meadowland store is more than booming; Chad has told Millie that she can make a fool of herself over Kit if she wants to and it looks much as if the sign over the store will soon be exactly like this:

Griffin & Cady.  
Richard Malcolm Strong.

**A Surprise Visit.**

A Pittsburg man told H. C. Frick the other day that on his vacation he and his entire family would surprise a brother in Sioux City with a two weeks' visit.

"Don't do it," said Mr. Frick. "Send your brother word first. These surprises are not always welcome. I remember a West Overton man who planned just such a surprise as you are contemplating, and the result left him pretty dubious."

"This man sent his three children on a surprise visit to a cousin in Altoona. The children stayed a week, instead of the month that had been counted on. On their return their father said to them:

"Well, were Cousin Harold and his wife glad to see you?"

"Rather!" replied the oldest boy. "They asked why we didn't bring you and mother and the cook and the dog and the canary bird, too?"

A Marion merchant writes the Tradesman that there is a good opening at that place for a dentist.



## Superior Stock Food

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.

Manufactured by

**Superior Stock Food Co.**  
Limited  
Plainwell, Mich.

## 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.

## 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.**

## 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.



## "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.



# NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 25—The year is half gone and we have before us a presidential election. In making the rounds of the market one naturally hears all sorts of opinions, but taking everything together our business houses are not at all disquieted by the outlook. There are, they say, such good harvests in sight that the campaign will not prove a very disturbing factor. Prices are generally well sustained and if some things have declined it is better so. An excellent fall trade is confidently looked for, and already some buyers are here looking the ground over.

Coffee closes steady and there is a better call than existed last week, although the difference is slight. And even with this improvement there is not a great volume of business being done. Buyers take rather light supplies and quotations are practically without change. Rio No. 7 closes at 7@7½c. In store and afloat there are 2,840,016 bags, against 2,405,188 bags at the same time last year. The receipts at Rio and Santos are just about 2,000,000 bags behind last year at the same time, the year to end July 1. A fair enquiry has existed for mild sorts. Buyers seem to think the West India coffees a better purchase than Brazil sorts. Good Cucuta is unchanged at 9c. East Indias are steady and without observable change.

The sugar market is emerging from darkness and this week there has been a good volume of new business, as well as a large trade in withdrawals under old contracts. Quotations with trust refiners have shown quite an advance—Arbuckles getting a good deal of trade.

Medium and common grades of teas are unsteady and prices can hardly be called other than irregular. The better grades are fairly well sustained, but the run of business is light and orders are for small lots, as a rule.

Some little reduction has been made in quotations on rice, but the volume of business is not large, and neither side seems to take very much interest in the matter. Buyers here think rates at the South are too high and they take only very small quantities from that source.

Not a thing of interest can be found in the spice trade. Stocks are moderate and prices well sustained, and demand, as might be expected, is only moderate. Holders are confident of a good fall business and at full prices.

The trade in canned goods continues rather light for spot business and the mood of the market is a waiting one. As a general thing prices are well sustained and tomatoes seem to show a steady, although slight, gain. It would be hard to find desirable stock

here for less than 65c. Prospects continue favorable for a good crop. Salmon is rather quiet and quotations show little, if any, change. Corn is a discouraging article, and it seems only fair to assume that the pack will be light and prices high. Spot New York stock, \$1.17½@1.25.

Some sellers of California prunes are making the lowest prices ever named for new crop goods. These offerings are on the basis of 2c for the 4 sizes in bags, f. o. b. coast, first half of October shipments. The big crops of this fruit likely to be harvested this fall, together with a lot of stock carried over and the prospects of light export trade, are factors which have forced down prices, and it seems likely that the consumer here will be able to purchase about the very best grade of prunes this fall at 6c retail. The dried fruit trade generally is very quiet, and yet it is rather improved over conditions of a month ago, apricots especially showing strength.

There is only a midsummer trade in molasses, quotations on which are practically without change. Syrups are doing fairly well and prices seem to be well sustained.

A good share of the demand for butter comes from speculators, and yet the legitimate trade is doing pretty well and the feeling seems to be that we shall not have any further decline. Best grades of Western creamery, 18c; seconds to firsts, 15@17½c; imitation creamery, 13@15c; factory, 12½@13½c, and renovated, 12@15c, the latter for very fancy stock. Packing stock is quiet at about 11½@12½c.

Supply of good cheese is only moderate, but there seems to be enough to go around as the demand has been quiet this week. Lower quotations in Canada have a depressing effect here. Full cream State cheese, small size, colored, will fetch about 8½@8¾c; large, 8@8½c.

There is a fairly firm market for eggs and best Western will bring 17½@18c for fresh gathered fancy stock; average best, 1c less; seconds, 15½@16c.

The "safety bag" is a novelty which has recently been placed upon the market. It is a double frame bag, with two compartments. The construction is such that, one compartment is open, while the other is securely closed. With the old style frame a lady's hand bag, when opened even for car fare, exposes the contents and invites the attention of pick-pockets, besides incurring loss through ordinary carelessness. In this bag the unimportant articles may be carried in one side, while important papers and other valuables are securely secluded in the other compartment.

Never make deductions from a bill without the sanction of the seller—or at least without making a clear explanation—and even then be sure you are right.

Many friends may reveal your kindness, but numerous enemies will prove your courage.

*You have not seen the catalogue of the Michigan Business University. Grand Rapids. You are not yet familiar with the best Michigan has to offer in the lines of Business Education, Scholarship and Citizenship. Write for it.*

## LIGHT 15c A MONTH

One quart gasoline burns 18 hours in our

BRILLIANT Gas Lamps

giving 100 candle power gas light. If you have not used or

seen them write for our M. T. Catalogue. It tells all

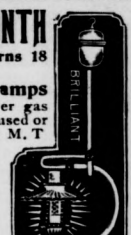
about them and other lamps and systems. Over 125,000

Brilliant lamps sold during the last 6 years. Every

lamp guaranteed.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



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

Also Receivers and Shippers of Fruits and Vegetables.

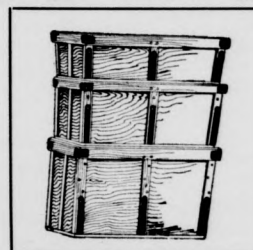
JOHN G. DOAN, Grand Rapids, Mich.

Bell Main 2270

Citizens 1881

## DO YOU KNOW IT?

Tapered and



Straight Cut

We are both losing money if you don't buy the Wilcox Celebrated Grocer Delivery Boxes, "built for business and come to stay." Ask your jobber, and if he hasn't got 'em, write us. We also make Laundry and Baker Baskets for shipping and inside work. Give us a trial order; we will do the rest.

WILCOX BROTHERS, Cadillac, Michigan

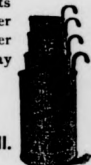
## Sixty Thousand Hocking Bottomless Measures Sold Last Year



The word passed on from one grocer to another is the big factor that is selling our measures. We appreciate the many expressions of satisfaction that are said to us daily. These are the coming measures because they are clean. YOU SEE THE HOOK? And when not in use they can be hung on the barrel or bin out of the way, not standing on the floor in the way.

A set of three, peck, ¼ peck, ¼ peck, costs \$2. If not for sale by your jobber or paper house a postal brings them from us, no matter what your rating is. Grocers always pay when they use them.

W. C. Hocking & Co.,  
11-13 Dearborn St., Chicago, Ill.



## Forest City Paint

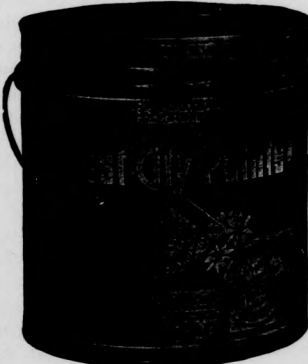
gives the dealer more profit with less trouble than any other brand of Paint.

Dealers not carrying Paint at the present time or who think of changing should write us.

Our PAINT PROPOSITION should be in the hands of every dealer.

It's an Eye-opener.

Forest City Paint & Varnish Co., Cleveland, Ohio.





Michigan Knights of the Grip  
President, Michael Howarn, Detroit;  
Secretary, Chas. J. Lewis, Flint; Treas-  
urer, H. E. Bradner, Lansing.

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.

#### Why the Ideal Drummer Must Be a Scientist.

The drummer a scientist. That is what evolution has done for the commercial traveler. The man who blows the horn of competitive invasion for a large mercantile house is so distinctly a scientist that the term "drummer" does not seem to belong to him any more. He has outgrown and outpaced the appellation. The "drummer" made sales through good fellowship. He was a capital story teller, slapped his customers on the back, and trusted to luck for results. Drumming then was an occupation. To-day it is a profession. The science of selling goods is dark with mysterious and perplexing angles. Competition, fluctuating business conditions, and natural evolution have made it so, and the successful commercial traveler to-day, the man who commands a good salary and never is out of employment, is the one who reasons logically and injects sound business principles into his work.

Forty years ago, and perhaps more recently than that, we had a type of "drummer" which does not exist at the present time. The old timer rightfully belonged to his age. He suited conditions. He worked during a period when the commercial traveler was the village ideal, the mainstay of the excitement loving populace of a small town. His coming was an event. The grocery store loafers laughed at his stories from one visit to the next. The youth of the village copied his style of dress and the romantically inclined young women paraded a beat in front of the town hotel and flirted with him out of the corners of their eyes. It made no difference what he sold, so long as he was a drummer. He was sort of a rural tonic, and everybody was glad when he came to town.

This idealistic existence was fine for the drummer, and it was not an injustice to the firm he represented. Conditions were different in those days. Competition was not especially brisk. Jobbing houses were confined to the large cities. A call once in thirty days was frequent enough to satisfy the demands of trade and insure the permanency of customers. The country merchant hadn't mastered the fine art of close calculation. He was inclined to buy for the most part on friendship, and the drummer who told the best stories, handed out the most cigars, and proved especially solicitous in the matter of purchasing drinks, if the customer happened to be a drinking man, was apt to get the order. Therefore the drummer of

days gone by was not forced to do much close business reasoning. It was the "good fellow" who won out and came back from his trip with a satisfactory showing.

The successful commercial traveler of to-day, however, presents a different type. His work has been cut out for him and reduced to a science. He must combine traits of good fellowship and the ability to win and hold friends with a thorough and complete knowledge of his business. He can not rely for an instant upon sentiment. This may help him for a time, but if he makes it his stock in trade he is apt to discover that some competitor with a calculating brain is selling the goods.

These changes in conditions perhaps are due as much to the attitude of the "trade" as to anything else. The country merchant has learned to figure. He has become a thorough business man, exacting in all his dealings. He no longer buys goods on the strength of a good story or the generosity expressed in the donation of a few cigars. He considers his percentage. Thus it is that the jovial drummer has been robbed of much of the halo that used to fall to his lot, and the professional commercial traveler has stepped into the gap and forged to the front. There is no profession that calls for more from the men engaged in it than the work of selling goods on the road. This is true of every line, and the statement applies to traveling men generally, from the small salaried salesman to the one who is worth \$10,000 a year to an establishment.

The man who combines business judgment with diplomacy is the one who wins out to-day in the struggle to sell goods. A traveling salesman must of necessity be a "hale fellow well met." He must be agreeable—in short, a "good fellow," whom people like to meet. But he must also be a business man. It is the faculty of combining these two necessary traits and letting each help to do the work of the other that marks the successful salesman of to-day.

There is no business that calls for a greater understanding of human nature than selling goods on the road. It is absolutely necessary that a salesman should be able to estimate the personality of every man he approaches. What is more, he should know something of his habits. Otherwise he may be offering a cigar to a man who abhors smoking or asking a man out to have a drink who is a strong advocate of temperance, or inviting a customer to participate in a card game when that gentleman is unalterably opposed to cards. I have known of instances where valued customers were lost through just such blundering incidents as have been cited above. To outsiders they may appear to be small matters, but they are vital to the success of a traveling salesman.

Shrewdness likewise is a strong characteristic of the successful commercial traveler of the present day. He must be shrewd not alone as regards the details and intricacies of his own business, but he must also

be alert in devising ways to gain the good will and attract the interest of his customers. I know salesmen—and they are the ones who are piling up the orders and bringing the stamp of success to their work—who make a careful study of the section of country through which they travel, so they may be familiar with the things that are apt to prove interesting topics of conversation when they call upon a customer. They familiarize themselves with political conditions, ascertain which party holds the ruling hand, learn the personalities of prospective and active candidates, so

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled 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.

### 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

### ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

### 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 \$300 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids

## LaVerdo

### King

of all Havana Cigars

3 for 25c; 10c straight; 2 for 25c

could not be better if you paid a dollar

### Verdon Cigar Co.

Kalamazoo, Mich.

## 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.



they are able to meet a merchant, and, without seeming to do so, ingratiate themselves into his good will by letting him know that they are interested in the things which interest him. If a man's territory happens to lie through an agricultural district he oftentimes can make friends for himself and gain orders for his house by keeping posted on the condition of crops, so that he can extend sympathy if they seem unpromising or exult with the merchant if prospects are bright.

Roughly estimated, there are in the United States about 400,000 traveling salesmen. And it is doubtful if there has been a time in recent years when they as a class were more prosperous. This is due to the fact that the ranks include a big percentage of good men. Under present trade systems, and with competition as brisk as it is, it is next to impossible for an incompetent man to hold a position for any length of time. The no accounts are speedily weeded out. What is more, the incentive to work is great at present, for the reason that most salesmen receive in addition to a regular salary a commission based on the volume of their sales. I do not believe there is a business which offers better opportunities to capable men than that of traveling representative of some responsible mercantile establishment. The work calls for a great deal in the way of application, and is interesting because it places a man absolutely upon his own resources and makes him stand alone on his record, which is one of results and figures.

The evolution of the drummer has had the effect of weeding out the type known as "the masher." The flirtatious salesman no longer dominates. He still exists, of course, but is vastly in the minority. We likewise have seen the passing of the "fresh drummer"—the one who presumes and is never abashed. The traveling salesman of to-day must of necessity be as thorough a business man as the head of the firm from which he receives his salary. Improvement in means of transportation has exerted an important influence on the work of the traveling salesman. Where in years gone by he covered his territory once in sixty days or three months, he now visits a town perhaps once in two weeks or a month. This has been made necessary by the large increase in the number of jobbing houses scattered throughout the country.

Selling goods through the medium of traveling salesmen now is a cold-blooded fight for existence. Unless a man is competent he can not go out and keep his head above the flood of competition. That is why the ideal drummer of to-day must be a scientist. He must be a sound, resourceful business man as well as a good story teller and a "hale fellow well met." R. A. Cavanaugh.

Mrs. Y. Berg and children sailed Tuesday for the Netherlands on the steamer Rotterdam. They will be gone about three months.

#### ELECTED SECRETARY

##### Of the National Retail Furniture Dealers' Association.

At the convention of the National Retail Furniture Dealers' Association, held at the Pantlind Hotel, in this city, Monday evening, J. Newton Nind was elected Secretary.

Mr. Nind is 50 years of age and has been doing newspaper work all his life. As early as 1868, with other boys, he began the publication of a newspaper and in 1871 became a reporter on one of the daily newspapers in St. Paul, Minn. He continued his connection with the daily newspapers of St. Paul and Minneapolis, with the exception of a brief connection with the Chicago Times while it was owned by W. F. Story, up to 1887, during which time he filled almost every responsible position on a daily newspaper, acting most of the time as

which are now maintained, and have been for more than fifteen years in nearly every state in the Union. He was the Secretary of the Mississippi Valley Lumber Manufacturers' Association for a period of ten years and was continued in that position for five years after his individual interests were all with the furniture trade. During that period he outlined the policy of inter-relationship between the associations of lumber manufacturers and retailers of lumber, which is still in force and which has resulted in the most cordial relationship between the two branches of that trade. The organizations among the lumbermen have practically eliminated sales to consumers, which at one time were very numerous. The retail lumber business has, as the result, been put on a profitable basis and the retailers of lumber are now the

he continued to fill up to the time the organization gave way under the effort to organize among the manufacturers what was known as the Parks and Loring Pool. Upon his election to this position he removed from Minneapolis to Chicago, where he has since resided. It will be seen, therefore, that Mr. Nind's connection with the furniture trade extends over a period of sixteen years, during which time he has been a student of the conditions which surround it, and has in the meantime had exceptional opportunity to become acquainted with the trade organizations in other lines.

#### Gripsack Brigade.

Chas. H. Sowers, formerly salesman for H. Leonard & Sons and now engaged with Burley & Tyrell, Chicago, is spending two weeks' vacation with W. M. Burgess.

G. Rollin Alexander, who has covered Western Michigan for the past seven years for Merrill & Co., of Toledo, has transferred his services to the Fuller Buggy Co., of Jackson.

John J. Berg (H. Leonard & Sons), who has been confined to his home by illness for several weeks, is recovering and expects to be able to make his rounds as usual within the next ten days.

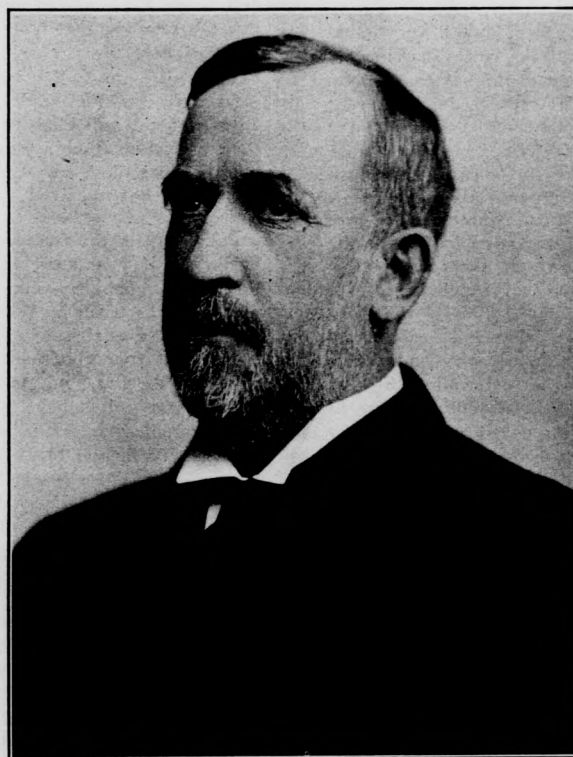
A. S. Doak (Worden Grocer Co.), who has been confined to his home for the past four weeks by inflammation of the bladder, has resumed his visits to the trade. A call from Mr. Doak is regarded by his customers with as much favor as a letter from home.

A. E. Motley (Worden Grocer Co.) is confined to his home this week by illness caused by a shock received during a thunder shower one day last week. His customers are being seen in the meantime by Geo. Bruton, traveling representative of the paint department of the house.

Gaius W. Perkins, Henry Idema and E. A. Stowe, who own the Jenison addition, comprising six acres at the corner of Broadway and Eleventh street, have merged their interests into a corporation under the style of the West Side Land Co. A strip of land 100 feet wide and 700 feet long has been sold to the American School Furniture Co. and the remainder will be platted into building lots and placed on the market.

Chas. T. Allen, who has scored a success in every business enterprise with which he has been connected, has been elected President of the City Bank of Battle Creek by the unanimous vote of the directors. Mr. Allen is peculiarly fitted to discharge the duties of the position and the institution has honored itself in placing so able and successful a man at its head.

W. P. Putnam, cashier in the office of the Standard Oil Co., has invented a short method of proving addition, subtraction, multiplication and division, which is evidently destined to have a large sale. Mr. Putnam has secured a copyright on his invention.



J. Newton Nind

city editor. In 1887 he resigned his position as Minneapolis editor of the Pioneer-Press, then the leading paper of the Northwest, and with others purchased the Mississippi Valley Lumberman. Since then his connection has been continuous with successful trade newspapers, during which time he has been brought in contact with numerous trade organizations. He was largely instrumental in effecting an organization among the retail lumber dealers of Minnesota, North and South Dakota and Iowa, and was the first Secretary of the Northwestern Retail Lumber Dealers' Association, which now is the strongest organization of its kind in the country, with a membership of over 3,000 and an income of nearly \$20,000 annually. This Association has been the pattern of similar organizations in the lumber trade

best-rated merchants in any line.

In 1888 Mr. Nind and the other owners of the Mississippi Valley Lumberman established at Minneapolis the Furniture News, of which he became the sole owner in 1894. In the spring of 1894 he became the editor of the Furniture Journal, then published at Rockford, as well as the Furniture News. Since then, with the exception of his connection as Secretary with the leading organization among the white pine lumber manufacturers, which continued until 1897, he has been wholly identified with the furniture industry. The Furniture News was merged into the Furniture Journal in 1901 and a semi-monthly paper issued from Chicago. In the fall of that year he was elected Secretary of the National Association of Chamber Suit and Case Goods Manufacturers, which position



**Michigan Board of Pharmacy.**  
 President—Henry Heim, Saginaw.  
 Secretary—John D. Muir, Grand Rapids.  
 Treasurer—Arthur H. Webber, Cadillac.  
 C. B. Stoddard, Monroe.  
 Sid A. Erwin, Battle Creek.  
 Sessions for 1904.  
 Houghton—Aug. 23 and 24.  
 Lansing—Nov. 1 and 2.

**Mich. State Pharmaceutical Association.**  
 President—A. L. Walker, Detroit.  
 First Vice-President—J. O. Schlatterbeck, Ann Arbor.  
 Second Vice-President—J. E. Weeks, Battle Creek.  
 Third Vice-President—H. C. Peckham, Freeport.  
 Secretary—W. H. Burke, Detroit.  
 Treasurer—J. Major Lemen, Shepard.  
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; M. J. Brown, Ann Arbor.  
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkhill, Owosso.

#### What the Drug Clerk Owes to Himself.

"Oh, don't talk to me about the lack of opportunity offered to drug clerks. I'm sick of all the cant that has been said and written on this subject!"

The Observer was unprepared for this explosive assault, and for a minute the wind was entirely out of his sails. He and the proprietor had been chatting peacefully of various things, and some remark had been made to the effect that the salaries were so low in clerkdom, the hours so long, and the opportunities for advancement so meager, that good men were inclined to pass the occupation by and enter some other line of activity.

"Don't I know?" the proprietor went on belligerently. "Haven't I seen clerk after clerk go to sleep on his opportunity? Aren't most of them entirely to blame for their own humble lot? You can't tell me that they have no chances. I know better."

The Observer shrewdly suspected that personal experience lay behind the proprietor's severe indictment, and so he put the question:

"Why, you talk as if you had been disgusted with clerks in your employ."

"Disgusted is no name for it. Listen: for the last two years I have been trying to find a clerk whom I could depend upon to manage this store so that I could branch out and buy another. If I could get the right man I would make his salary twenty dollars a week and give him a part interest in the store. If things were to go well, and a third store added to the business, it would be a nice thing for him, for me, and for everybody concerned.

"Of course, this is all more or less tentative. My plans aren't fully matured. And I haven't felt free to tell my clerks just what the possibilities are, but if one of them had suited me, had shown a disposition to make himself useful and even indispensable, had developed some capacity for handling and managing things, I'd have gone the next step pretty soon. I have had four senior clerks in the last three years. I

have given every one of them more than the average salary; I have been easy as to hours; I have promised two weeks annual vacation with full pay; and I have told them all that I would advance their salaries just as soon as they were worth more to me.

"There was every incentive for them to get a hustle on and do their best. Did they do it? Not on your life. They took the generous salary I gave them and apparently made up their minds they had a good thing—either that or else they simply lacked the energy or the capacity to push ahead and make something of themselves. They lay back in the harness like a lazy horse! All of these clerks were nice fellows; they all had good traits; but they were sorrowfully lacking in that quality, whatever it is, which leads a man to make the utmost of every possibility and demand success with an authority which simply can not be denied."

"But they didn't know that you had anything better in view for them, and they ought not to be judged too severely," put in the Observer, making a lame effort to find an excuse for the clerks.

"That's no excuse," quickly declared the proprietor—"no excuse at all. Every man, whatever the prospects of his own immediate position, owes it to himself that he do the very best work of which he is capable—that he make himself of the greatest possible value and usefulness. This develops a capacity and a character which will determine his success throughout his entire future, whereas, on the contrary, the opposite habit of ease and indifference grows upon him with insidious rapidity and undermines the whole structure.

"Moreover, a clerk who makes himself indispensable, even although he fancy himself more or less hidden, is sure to be discovered. You can't keep a good man down. If his present employer won't do the square thing by him—somebody else will come along and gobble him up. Good men are so scarce that the demand always exceeds the supply, and every employer is always on the still hunt for ability, willingness and industry."—Bulletin of Pharmacy.

#### Steer Clear of the Mercantile Lie.

Many a man has been wounded through the passing of a lie. Likewise in business, disastrous is the result of the mercantile lie—the misrepresentation of goods.

Blank & Co.—first-class outfitters—in their advertisement in the Evening Mercury, dwell upon, in eloquent language, the excellence, both in quality and price, of their negligee shirts. This is emphasized by an attractive cut, and the price, in large type, is particularly prominent. This advertisement, of course, strikes the eye of all men who are laying in their stock of summer wear and they resolve to reap the benefit of this special offer.

During the next day men stop at the store, arrested by the window display, perhaps. An attractive ar-

range of shirts in all the latest stripes and figures meets their glance and they are impressed. The special price is plainly evident in large figures—50 cents—reduced from \$1 and \$1.50.

They enter, are directed by an obliging floorwalker to the proper aisle, and are ready to buy. On a table, neatly arranged in boxes, are the shirts. But what kind of shirts—outrageous stripes and figures, mostly soiled, and those less bizarre are only outside sizes. These, they are informed, are the "special" shirts—price, 50 cents. They look askance and ask the salesman to show shirts similar to the ones displayed in the window, but are politely informed that they are on sale at the counter on the right at a different price.

Blank & Co. have drawn trade to their store by a nicely worded advertisement, enticed them within by an attractive window and then have shown them shirts with stripes an inch and a half wide, in fiery shades and large sizes, as the bargain. Is this the retailing that builds on right foundations?

That mercantile lie has proven disastrous, for the reader of their advertisement will hereafter doubt their assertions, their window will no longer allure them within, while their reputation has received a lasting smirch.

Reliability is the foundation of a business. If your store has a reputation for reliability your advertisements will be trusted. When you advertise a "special sale" the reader knows that your goods are the value represented. But, no matter how reliable you "might have been," once misrepresent your goods and your foundation will crumble.

Of course, those goods have been in stock for a long time and you had to get rid of them—but why not get rid of them in the right way? Advertise them in their true colors—display the very ones you desire to sell—don't misrepresent them.

The mercantile lie has the power to hurt you irretrievably—steer clear of it entirely.

#### The Drug Market.

American Opium—Is steady.

Morphine—Is unchanged.

Quinine—Manufacturers reduced their price 1c per ounce Friday last, on account of lower price for bark at the Amsterdam sale, which took place on the 23d.

Norwegian Cod Liver Oil—Has steadily declined. As there is a large crop prices will, no doubt, be lower later on.

Lycopodium—Is still in a very firm position, and higher prices are looked for.

Menthol—Has declined and is tending lower.

Cotton Root Bark—Is very scarce and has advanced 20c per pound.

Oils Bergamot, Lemon and Orange—Are in a very firm position and are advancing.

Oil Camphor—Is in rather small supply and has advanced.

Oil Pimento—Has advanced on account of higher price for spice.

Oil Peppermint—Is very firm and

prospects are for higher prices for another year.

American Saffron—Has again advanced and is tending higher. There is very little stock on the market.

Gum Camphor—On account of large quantities of Japanese refined coming into the market the price is lower.

Blood Root—Is coming into market and prices are a little lower.

Goldenseal Root—Spring dug root is on the market, but as it contains but very little hydrastin it does not lower the price of first quality fall dug root.

Senega Root—Has declined.

Canary Seed—Has advanced owing to firm primary markets.

Sunflower Seed—Is scarce and high.

Linseed Oil—Is firm but unchanged in price.

#### Getting Solid With the Judge.

Judge (to old offender)—Have you anything to say?

"Only this, your honor. It comforts me to know that one wise man on the bench can undo much of the mischief wrought by twelve idiots in the jury box."

The minimum sentence was passed by his honor.

When you are satisfied with the amount of business you have done it's high time to cry "down brakes" to keep from slipping backwards.

You can go ahead in the "good old way" if you like it better—but then don't mind if that young chap does get ahead of you.

There is no crime so common and at the same time so detestable as ingratitude.

## PILES CURED

**DR. WILLARD M. BURLESON**

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

## FIREWORKS

For  
Public  
Display  
Our  
Specialty

We have the goods in stock and can ship on short notice DISPLAYS for any AMOUNT.

Advise us the amount you desire to invest and order one of our

### Special Assortments

With Program For Firing.  
Best Value and Satisfaction Guaranteed.  
See Program on Page 6, issue of June 8.

**FRED BRUNDAGE**

Wholesale

Drugs and Stationery

Muskegon,

Michigan



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

Acidum		Tinctures	
Aceticum	60 8	Aconitum Nap's R	60
Benzolcum, Ger.	70 75	Aconitum Nap's F	50
Boricum	17	Aloes	50
Carbolicum	26 29	Aloes & Myrrh	50
Citricum	33 40	Arnica	50
Hydrochlor	30 5	Assafetida	50
Nitricum	30 10	Atrope Belladonna	50
Oxalicum	12 14	Aurant Cortex	50
Phosphoricum, dil.	15	Benzoin	50
Salicylicum	42 45	Benzoin Co	50
Sulphuricum	1 1/2 5	Barosma	50
Tannicum	1 10 1 20	Cantharides	50
Tartaricum	38 40	Capsicum	50
Ammonia		Cardamon	50
Aqua, 15 deg.	40 6	Cardamon Co	50
Aqua, 20 deg.	60 8	Castor	50
Carbonas	13 15	Catechu	50
Chloridum	12 14	Cinchona	50
Aniline		Cinchona Co	50
Black	2 00 2 25	Cinchona	50
Brown	30 100	Cubebae	50
Red	45 50	Cassia Acutifol	50
Yellow	2 50 3 00	Cassia Acutifol Co	50
Baccae		Digitalis	50
Cubebae	22 24	Plumbi Acet	50
Juniperus	50 6	Purvis Ip'c et Opil	50
Xanthoxylum	30 35	Pyrethrum, bxs H	50
Balsamum		& P D Co. doz.	50
Cubebae	12 15	Pyrethrum, pv	50
Peru	1 15	Quassia	50
Terabin, Canada	60 65	Quinia, S P & W.	50
Tolutan	45 50	Quinia, S Ger.	50
Cortex		Quinia, N Y	50
Abies, Canadian	18	Rubia Tectorum	50
Cassia	12	Saccharum La's	50
Cinchona Flava	18	Salicin	50
Euonymus atro.	20	Sanguis Drac's	50
Myrica Cerifera	20	Sapo, W	50
Prunus Virgini	12		
Quillaia, gr'd.	12		
Sassafras	14		
Sassafras	14		
Ulmus	14		
Extractum			
Glycyrrhiza Gla.	24 30		
Glycyrrhiza, po.	25 30		
Haematox	11 12		
Haematox, 1s.	12 14		
Haematox, 1/2s.	14 15		
Haematox, 1/4s.	16 17		
Ferra			
Carbonate Precip.	15		
Citrate and Quinia	2 25		
Citrate Soluble	75		
Ferrocyanidum S.	40		
Solut. Chloride	15		
Sulphate, com'l.	3		
Sulphate, com'l, by	90		
bbl, per cwt.	7		
Sulphate, pure	7		
Flora			
Arnica	15 13		
Anthemism	22 25		
Matricaria	30 35		
Folia			
Barosma	30 32		
Cassia Acutifol.	20 25		
Tinnevelly	20 25		
Cassia, Acutifol.	25 30		
Salvia officinalis	12 10		
1/2s and 1/4s	10		
Uva Ursi	50		
Gummi			
Acacia, 1st pkd.	65		
Acacia, 2d pkd.	65		
Acacia, 3d pkd.	65		
Acacia, sifted sts.	45 65		
Acacia, po.	12 14		
Aloe, Barb.	20		
Aloe, Cape.	20		
Aloe, Socotri	20		
Ammoniac	55 60		
Assafetida	35 40		
Benzoinum	50 55		
Catechu, 1s.	10		
Catechu, 1/2s.	10		
Catechu, 1/4s.	10		
Camphora	75 80		
Euphorbium	40		
Galbanum	100		
Gamboge	25 35		
Gualacum	30 35		
Kino	75 80		
Mastic	60		
Myrrh	40		
Opil	30 33		
Shellac	60 65		
Shellac, bleached	65 70		
Tragacanth	70 71 00		
Herba			
Absinthium, oz pk	25		
Eupatorium, oz pk	20		
Lobelia, oz pk	20		
Majorum, oz pk	25		
Mentha Pip, oz pk	25		
Mentha Vir, oz pk	25		
Rue, oz pk	25		
Tanacetum V.	25		
Thymus V.	25		
Magnesia			
Calcined, Pat.	55 60		
Carbonate, Pat.	18 20		
Carbonate K-M.	18 20		
Carbonate	18 20		
Oleum			
Absinthium	3 00 3 25		
Amygdalae, Dulc.	50 60		
Amygdalae Ama.	80 85		
Anisi	1 75 1 85		
Aurant Cortex	2 20 2 40		
Bergamit	2 85 3 25		
Capituli	1 10 1 15		
Caryophylli	1 50 1 60		
Cedar	35 40		
Chenopadii	2 00		
Cinnamoni	1 10 1 20		
Citronella	40 45		
Conium Mac.	30 40		
Copalba	1 15 1 25		
Cubebae	1 80 1 85		

Mannia, S F	75 80	Sapo, M	10 12	Lard, extra	70 80
Menthol	6 00 6 50	Sapo, G	10 15	Lard, No. 1	60 65
Morphia, S P & W.	2 35 2 60	Seidlitz Mixture	20 22	Linseed, pure raw	39 42
Morphia, S N Y Q.	2 35 2 60	Sinapis	18	Linseed, boiled	40 43
Morphia, Mal	2 35 2 60	Sinapis, opt	30	Neatsfoot, w str.	65 70
Moschus Canton	40	Snuff, Maccaboy	41	Spts. Turpentine	63 68
Myristica, No. 1	38 40	De Voes	41	Paints	bbl L
Nux Vomica, po 15	10	Snuff, S'h De Voes	41	Red Venetian	1 1/2 2 08
Os Sepia	25 28	Soda, Boras	9 11	Ochre, yel Mars	1 1/2 2 04
P D Co	100	Soda, Boras, po.	9 11	Ochre, yel Ber	1 1/2 2 03
Pepsin Saac, H &	100	Soda et Pot's Tart	28 30	Putty, commer'l	2 1/2 2 03
Picis Liq N N 1/2	2 00	Soda, Carb	1 1/2 2	Putty, strictly pr.	2 1/2 2 03
Picis Liq, qts.	1 00	Soda, Bi-Carb	3 5	Vermillion, Prime	13 15
Picis Liq, pints.	85	Soda, Ash	3 1/2 4	American	13 15
Pil Hydrarg. po 80	50	Soda, Sulphas	2 60	Vermillion, Eng.	70 75
Piper Nigra, po 22	18	Spts. Cologne	50 55	Green, Paris	14 18
Piper Alba, po 35	30	Spts. Myrcia Dom	2 00	Green, Fensular	13 16
Plumbi Acet	10 12	Spts. Vini Rect bbl	2 00	Lead, red	6 1/2 7
Purvis Ip'c et Opil	30 1 50	Spts. Vini Rect 1/2 b	2 00	Lead, white	6 1/2 7
Pyrethrum, bxs H	75	Spts. Vini Rect 10 gl	2 00	Whiting, white S'n	90
& P D Co. doz.	75	Spts. Vini Rect 5 gal	2 00	Whiting, Gliders	95
Pyrethrum, pv	25 30	Strychnia, Crystal	90 1 15	White, Paris, Am'r	1 25
Quassia	8 10	Sulphur, Subl	2 1/2 4	Whit'g. Paris, Eng	1 40
Quinia, S P & W.	26 36	Sulphur, Roll	2 1/2 3 1/2	Universal Prep'd	1 10 1 20
Quinia, S Ger.	26 36	Tamarinds	8 10	Varnishes	
Quinia, N Y	26 36	Theobromae	44 50	No. 1 Turp Coach	1 10 1 20
Rubia Tectorum	9 00	Vanilla	9 00	Extra Turp	1 60 1 70
Saccharum La's	22 25	Zinci Sulph	7 8	Coach Body	2 75 3 00
Salicin	4 50 4 75			No. 1 Turp Furn	1 00 1 10
Sanguis Drac's	40 50			Extra T Damar	1 55 1 60
Sapo, W	12 14			Jap Dryer No 1 T	70 80

## Drugs

We are Importers and Jobbers of Drugs,  
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and  
Varnishes.

We have a full line of Staple Druggists'  
Sundries.

We are the sole proprietors of Weatherly's  
Michigan Catarrh Remedy.

We always have in stock a full line of  
Whiskies, Brandies, Gins, Wines and  
Rums for medical purposes only.

We give our personal attention to mail  
orders and guarantee satisfaction.

All orders shipped and invoiced the same  
day received. Send a trial order.

**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	
Canned Pears		Spring Wheat Flour	
Package Coffee			
Index to Markets			
By Columns			
Col			
A		1	
Axle Grease		2	
B			
Bath Brick			
Brooms			
Brushes			
Butter Color			
C			
Confections			
Candles			
Canned Goods			
Carbon Oils			
Catsup			
Cheese			
Chewing Gum			
Chicory			
Chocolate			
Clothes Lines			
Cocoa			
Cocoa Shells			
Coffee			
Crackers			
D			
Dried Fruits			
F			
Farinaceous Goods			
Fish and Oysters			
Fishing Tackle			
Flavoring Extracts			
Fly Paper			
Fresh Meats			
Fruits			
G			
Gelatin			
Grain Bags			
Grains and Flour			
H			
Herbs			
Hides and Pelts			
I			
Indigo			
J			
Jelly			
L			
Licorice			
Lye			
M			
Meat Extracts			
Molasses			
Mustard			
N			
Nuts			
O			
Olives			
P			
Pipes			
Pickles			
Playing Cards			
Potash			
Provisions			
R			
Rice			
S			
Salad Dressing			
Saleratus			
Sal Soda			
Salt			
Salt Fish			
Seeds			
Shoe Blacking			
Snuff			
Soap			
Soda			
Spices			
Starch			
Sugar			
Syrups			
T			
Tea			
Tobacco			
Twine			
V			
Vinegar			
W			
Washing Powder			
Wicking			
Woodenware			
Wrapping Paper			
Y			
Yeast Cake			

3		4		5		6	
60 ft. ....1 44		Lemon Biscuit Square. 8		Linen Lines		Small ..... 30	
70 ft. ....1 50		Lemon Wafer .....16		Medium ..... 26		Large ..... 24	
80 ft. ....2 00		Lemon Snaps .....13		Poles		Bamboo, 14 ft., pr ds. 50	
Cotton Braided		Lemon Gums .....10		Bamboo, 16 ft., pr ds. 65		Bamboo, 18 ft., pr ds. 80	
40 ft. ....1 35		Lem Yen .....10		FLAVORING EXTRACTS		Foods & Jenks	
50 ft. ....1 25		Marshmallow .....16		Coleman's Van. Lem.		2oz. Panel .....1 20 75	
60 ft. ....1 65		Marshmallow Cream. 16		3oz. Taper ..... 2 00 1 50		No. 4 Rich. Blake. 2 00 1 50	
Galvanized Wire		Marshmallow Walnut. 16		Jennings		Terpeness Lemon	
No. 20, each 100 ft long. 1 90		Mary Ann ..... 8		No. 2 D. C. pr ds ..... 75		No. 4 D. C. pr ds ..... 1 50	
No. 19, each 100 ft long. 2 10		Malaga ..... 10		No. 6 D. C. pr ds ..... 2 00		Taper D. C. pr ds ..... 1 50	
COCOA		Mich Coco F's'd honey. 12		Mexican Vanilla		No. 2 D. C. pr ds ..... 1 20	
Baker's ..... 38		Milk Biscuit ..... 9		No. 4 D. C. pr ds ..... 2 00		No. 6 D. C. pr ds ..... 3 00	
Cleveland ..... 41		Mixed Frosted Honey ..... 12		Taper D. C. pr ds ..... 2 00		GELATINE	
Colonial, 1/4s ..... 35		Molasses Cakes, Sc'd 8		Knox's Sparkling, ds. 1 20		Knox's Sparkling, gro. 14 00	
Colonial, 1/2s ..... 33		Moss Jelly Bar ..... 12		Knox's Acidu'd, doz. 1 20		Knox's Acidu'd, gro. 14 00	
Epps ..... 42		Muskegon Branch, Iced 10		Oxford ..... 75		Plymouth Rock ..... 1 20	
Huyler ..... 45		Newton ..... 12		Nelson's ..... 1 50		Cox's, 2 qt. size ..... 1 61	
Van Houten, 1/4s ..... 12		Oatmeal Cracker ..... 8 1/2		Cox's, 1 qt. size ..... 1 10		GRAIN BAGS	
Van Houten, 1/2s ..... 20		Orange Slice ..... 16		Amoskeag, 100 in b's. 19		Amoskeag, less than b. 19 1/2	
Van Houten, 3/4s ..... 40		Orange Gem ..... 8		GRAINS AND FLOUR		Wheat	
Van Houten, 1s ..... 72		Penny Assorted Cakes. 8		No. 1 White ..... 75		No. 2 Red ..... 75	
Webb ..... 41		Pilot Bread ..... 7		Winter Wheat Flour		Local Brands	
Wilbur, 1/4s ..... 42		Pineapple Honey ..... 15		Patents ..... 5 65		Second Patents ..... 5 25	
Wilbur, 1/2s ..... 42		Pretzels, hand made 8		Straight ..... 5 05		Second Straight ..... 4 45	
COCOANUT		Pretzellettes, hand m'd 7		Clear ..... 4 05		Graham ..... 4 70	
Dunham's 1/4s ..... 26		Pretzellettes, mch. m'd 7		Buckwheat ..... 4 00		Rye ..... 4 00	
Dunham's 1/2s & 3/4s. 26 1/2		Revere ..... 14		Subject to usual cash discount.		Flour in bbls., 25c per bbl. additional.	
Dunham's 1/4s ..... 27		Rube Sears ..... 8		Worden Grocer Co.'s Brand		Quaker, paper ..... 5 10	
Dunham's 1/2s ..... 28		Scotch Cookies ..... 10		Quaker, cloth ..... 5 30		Spring Wheat Flour	
Bulk ..... 12		Snowdrops ..... 16		Clark-Jewell-Wells Co.'s		Brand	
COCOA SHELLS		Spiced Sugar Tops ..... 8		Pillsbury's Best 1/4s		Pillsbury's Best 1/2s	
20 lb. bags ..... 2 1/2		Sugar Cakes, scalloped 8		Pillsbury's Best 3/4s		Lemon & Wheeler Co.'s	
Less quantity ..... 3		Sugar Squares ..... 8		Brand		Wingold, 1/4s ..... 5 50	
Pound packages ..... 4		Sultanas ..... 13		Wingold, 1/2s ..... 5 30		Judson Grocer Co.'s Brand	
COFFEE		Spiced Ginger ..... 10		Ceresota, 1/4s ..... 5 50		Ceresota, 1/2s ..... 5 40	
Rio		Urchins ..... 10		Ceresota, 3/4s ..... 5 30		Worden Grocer Co.'s Brand	
Common ..... 11		Vienna Crimp ..... 8		Laurel, 1/4s ..... 5 50		Laurel, 1/2s ..... 5 40	
Fair ..... 12		Vanilla Wafer ..... 16		Laurel, 3/4s ..... 5 30		Laurel, 1/4s & 1/2s paper. 5 30	
Choice ..... 15		Waverly ..... 9		Meal		Bolted ..... 2 50	
Fancy ..... 18		Zanzibar ..... 9		Golden Granulated ..... 3 60		Feed and Millstuffs	
Santos		DRIED FRUITS		St. Car Feed screened 22 50		No. 1 Corn and oats. 22 50	
Common ..... 11		Apples		Corn Meal, coarse ..... 21 00		Winter wheat bran ..... 21 00	
Fair ..... 12 1/2		Sundried ..... 5 1/2		Winter wheat mid'nags 21 00		Cow Feed ..... 21 50	
Choice ..... 13 1/2		Evaporated ..... 6 1/2		Screenings ..... 20 00		Oats	
Fancy ..... 16 1/2		California Prunes		Car lots. .... 45		Corn	
Peaberry ..... 16 1/2		100-125 25lb. boxes. 3 1/2		No. 1 timothy car lots. 10 50		No. 1 timothy ton lots. 12 50	
Fair ..... 12 1/2		90-100 25 lb. bxs. 4		HERBS		Sage ..... 15	
Choice ..... 16 1/2		80-90 25 lb. bxs. 4 1/2		Hops ..... 15		Laurel Leaves ..... 15	
Fancy ..... 19		70-80 25 lb. boxes. 6		Laurel Leaves ..... 15		Senna Leaves ..... 25	
Guatemala ..... 15		60-60 25 lb. bxs. 6 1/2		Madrass, 5 lb. boxes ..... 55		INDIGO	
Java ..... 15		40-50 25 lb. bxs. 7 1/2		S. F., 2, 3, 5 lb. boxes. 65		JELLY	
African ..... 12		30-40 25 lb. bxs. 8		15lb. pails, per doz ..... 1 70		5lb. pails ..... 22	
Fancy African ..... 17		1/2 less in b's. cases		30lb. pails ..... 65		LICORICE	
O. G. ..... 31		Citron		Pure ..... 30		Calabria ..... 22	
P. G. ..... 31		Corsican ..... 14 1/2		Sicily ..... 14		Root ..... 11	
Arabian Mocha ..... 21		Imp'd 1lb. pkg. 7 1/2		LYE		Condensed, 2 ds ..... 1 00	
Package		Imported bulk ..... 7		Condensed, 4 ds ..... 3 00		MEAT EXTRACTS	
New York Basis.		Lemon American ..... 12		Armour's, 2 oz ..... 4 45		Armour's, 4 oz ..... 3 20	
Arbuckle ..... 11 75		Orange American ..... 12		Liebig's, Chicago, 2 oz. 2 75		Liebig's, Chicago, 4 oz. 5 50	
Dilworth ..... 11 75		Raisins		Liebig's, imported, 2 oz. 4 50		Liebig's, imported, 4 oz. 5 50	
Jersey ..... 11 25		London Layers 3 cr 1 90					
Lion ..... 11 25		London Layers 3 cr 2 00					
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		Cluster 4 crown. 2 60					
Holland, 1/4 gro boxes. 95		Loose Muscatels, 2 cr. 5 1/2					
Felix, 1/4 gro boxes. 1 15		Loose Muscatels, 3 cr. 6 1/2					
Hummel's foll, 1/4 gro. 85		L. M. Seeded, 1lb. 7 1/4					
Hummel's tin, 1/4 gro. 1 43		L. M. Seeded, 1/2 lb. 5 1/2					
CRACKERS		Sultanas, bulk. .... 8 1/2					
National Biscuit Company's Brands		Sultanas, package. 8 1/2					
Butter		FARINACEOUS GOODS					
Seymour ..... 6 1/2		Beans					
New York ..... 6 1/2		Dried Lima ..... 5					
Select ..... 6 1/2		Med. Hd. Pk'd. 2 00 @ 2 10					
Family ..... 6 1/2		Brown Holland ..... 2 50					
Soda		24 1 lb. pkgs ..... 1 50					
N. B. C. .... 6 1/2		Bulk, per 100 lbs. .... 2 50					
Select ..... 8		Hominy					
Saratoga Flakes ..... 13		Flake, 50 lb. sack ..... 1 00					
Oyster		Pearl, 200 lb. sack ..... 4 00					
Round ..... 6 1/2		Pearl, 100 lb. sack ..... 2 00					
Square ..... 6 1/2		Maccaroni and Vermicelli					
Dixie Cook ..... 7		Domestic, 10 lb. box ..... 2 50					
Argo ..... 7		Imported, 25 lb. box ..... 2 50					
Extra Farina ..... 7 1/2		Common Pearl Barley ..... 2 50					
Sweet Goods		Chester. .... 2 60					
Animals ..... 10		Empire ..... 3 50					
Assorted Cake ..... 10		Peas					
Bagley Gems ..... 8		Green, Wisconsin, bu. 1 35					
Belle Rose ..... 8		Green, Scotch, bu. 1 40					
Bent's Water ..... 16		Split, lb. .... 4					
Butter Thin ..... 13		Rolled Oats					
Chocolate Drops ..... 16		Rolled Avenna, bbl. .... 5 50					
Coco Bar ..... 10		Steel Cut, 100lb. sacks 2 70					
Cocoanut Taffy ..... 12		Monarch, bbl. .... 5 25					
Cinnamon Bar ..... 9		Monarch, 60lb. sacks. 2 55					
Coffee Cake, N. B. C. 10		Quaker, cases ..... 3 10					
Coffee Cake, Iced ..... 10		Sago					
Cocoanut Macaroons ..... 13		East India ..... 3 1/2					
Cracknels ..... 16		German, sack ..... 3 1/2					
Currant Fruit ..... 10		German, broken pkg. 4					
Chocolate Dainty ..... 16		Taploca					
Cartwheels ..... 9		Flake, 110lb. sacks ..... 4 1/2					
Dixie Cook ..... 10		Pearl, 130lb. sacks ..... 3 1/2					
Fluted Cocoanut ..... 10		Pearl, 24 1lb. pkgs. .... 6					
Frosted Creams ..... 8		Cracked, Wheat ..... 3 1/2					
Ginger Gems ..... 8		24 2 lb. packages ..... 2 50					
Ginger Snaps, N B C. 7 1/2		FISHING TACKLE					
Grandma Sandwich ..... 10		No. 1, 15 feet ..... 6					
Graham Cracker ..... 8 1/2		No. 2, 15 feet ..... 7					
Honey Fingers, Iced. 12		No. 3, 15 feet ..... 9					
Honey Jumbles ..... 13		No. 4, 15 feet ..... 10					
Iced Happy Family ..... 11		No. 5, 15 feet ..... 11					
Iced Honey Crumpet ..... 10		No. 6, 15 feet ..... 12					
Imperials ..... 8		No. 7, 15 feet ..... 13					
Indiana Belle ..... 15		No. 8, 15 feet ..... 14					
Jersey Lunch ..... 8		No. 9, 15 feet ..... 15					
Lady Fingers ..... 12		No. 10, 15 feet ..... 16					
Lady Fingers, hand md 25							



6	7	8	9	10	11
<b>MOLASSES</b> Fancy Open Kettle . . . 40 Choice . . . 35 Fair . . . 26 Good . . . 22 Half barrels 2c extra <b>MINCE MEAT</b> Columbia, per case. . . 2 75 <b>MUSTARD</b> Horse Radish, 1 dz . . 1 75 Horse Radish, 2 dz . . 3 50 Bayle's Celery, 1 dz . . <b>OLIVES</b> Bulk, 1 gal. kegs . . . 1 00 Bulk, 3 gal. kegs. . . 95 Bulk, 5 gal. kegs. . . 90 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, anameled . . 60 No. 572, Special . . . 1 75 No. 98, Golf, satin finish . . 00 No. 808, Bicycle . . . 2 00 No. 632, Tourment whist . . 25 <b>POTASH</b> 48 cans in case Babbitt's . . . 4 00 Penna Salt Co.'s . . . 3 00 <b>PROVISIONS</b> Barreled Pork Mess . . . 14 00 Back fat . . . 14 00 Fat Back . . . 14 50 Short Cut . . . 13 75 Pig . . . 18 00 Bean . . . 12 00 Brisket . . . 15 00 Clear Family . . . 13 50 <b>Dry Salt Meats</b> Bellies . . . 9 S P Bellies . . . 9 Extra Shorts . . . 8 1/2 <b>Smoked Meats</b> Hams, 12 lb. average . . 11 1/2 Hams, 14 lb. average . . 11 1/2 Hams, 16 lb. average . . 11 1/2 Hams, 20 lb. average . . 11 1/2 Skinned Hams . . . 13 Ham, dried beef sets . . 13 1/2 Shoulders, (N. Y. cut) . . Bacon, clear . . . 10 @ 11 1/2 California Hams . . . 8 1/2 Boiled Hams . . . 18 Picnic Boiled Ham . . . 14 Berlin Ham pr'd . . . 8 1/2 Mince Ham . . . 9 <b>Lard</b> Compound . . . 6 Pure . . . 8 60 lb. tube, advance . . 1 1/2 80 lb. tube, advance . . 1 1/2 50 lb. tube, advance . . 1 1/2 20 lb. tube, advance . . 1 1/2 10 lb. tube, advance . . 1 1/2 5 lb. tube, advance . . 1 1/2 <b>Sausages</b> Bologna . . . 5 1/2 Liver . . . 6 1/2 Frankfort . . . 7 1/2 Pork . . . 7 1/2 Veal . . . 9 1/2 Tongue . . . 9 1/2 Headcheese . . . 6 1/2 <b>Beef</b> Extra Mess . . . 10 50 Boneless . . . 10 50 Rump, new . . . 10 50 <b>Pig's Feet</b> 1/4 bbls. . . 1 10 1/2 bbls. . . 1 10 3/4 bbls. . . 1 10 1 bbls. . . 1 10 <b>Tripe</b> Kits, 15 lbs . . . 70 1/4 bbls. . . 1 25 1/2 bbls. . . 2 50 <b>Casings</b> Hogs, per lb. . . 25 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 . . . 45 Potted ham, 1/2 . . . 45 Deviled ham, 1/4 . . . 45 Deviled ham, 1/2 . . . 45 Potted tongue, 1/4 . . . 45 Potted tongue, 1/2 . . . 45 <b>RICE</b> Domestic Carolina head, fancy . . 5 @ 6 Carolina No. 1 . . . 5 Carolina No. 2 . . . 5 Broken . . . 5 @ 2 1/2 Japan No. 1 . . . 4 1/2 @ 5 Japan No. 2 . . . 3 1/2 @ 5 Java, fancy head . . . 5 1/2 @ 6 Java, No. 1 . . . 5 1/2 @ 6	<b>SALAD DRESSING</b> Columbia, 1/2 pint . . . 2 40 Columbia, 1 pint . . . 2 45 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 . . . 3 15 Deland's . . . 3 00 Dwight's Cow . . . 3 15 Emblem . . . 2 10 L. P. . . . 3 00 Wyandotte, 100 % . . . 3 00 <b>SAL SODA</b> Granulated, bbls . . . 85 Granulated, 100 lb cases . 1 00 Lump, bbls . . . 75 Lump, 145 lb. kegs . . . 95 <b>SALT</b> Diamond Crystal Table Cases, 24 3 lb. boxes . . 1 40 Barrels, 100 3 lb. bags . . 3 00 Barrels, 50 6 lb. bags . . 3 00 Barrels, 40 7 lb. bags . . 2 75 Butter Barrels, 320 lb. bulk . . 2 65 Barrels, 20 14 lb. bags . . 2 35 Sacks, 28 lbs . . . 27 Sacks, 56 lbs . . . 27 Shaker Boxes, 24 2 lb . . . 1 50 Butter Brin, 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 Cheese 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 3 lb. sacks . . . 1 90 60 5 lb. sacks . . . 1 80 28 10 lb. sacks . . . 1 70 56 lb. sacks . . . 30 28 lb. sacks . . . 15 <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>Hallbut</b> Strips . . . 14 1/2 Chunks . . . 15 <b>Herring</b> Holland White Hoop, barrels . . . 8 25 White hoops, 1/2 bbl . . . 4 50 White hoops keg . . . 60 @ 65 White hoops mchs . . . 75 Norwegian . . . 3 60 Round, 100 lbs . . . 3 10 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. . . . 7 00 No. 1, 8 lbs. . . . 1 35 <b>Whitefish</b> No. 1 No. 2 Fam . . . 3 50 100 lbs. . . . 8 50 50 lbs. . . . 4 50 10 lbs. . . . 1 00 8 lbs. . . . 82 <b>SEEDS</b> Anise . . . 15 Canary, Smyrna . . . 6 Cardamom, Malabar . . . 1 00 Celery . . . 10 Hemp, Russian . . . 4 Mixed Bird . . . 4 Mustard, white . . . 4 Poppy . . . 4 Rape . . . 4 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 Macaboy, in jars . . . 25 French Rapple, in jars . . 4	<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 . . . 3 65 Calumet Family . . . 2 75 Scotch Family . . . 2 85 Cuba . . . 2 35 J. S. Kirk & Co. brands American Family . . . 4 05 Dusky Diamond, 50 box . . 2 80 Dusky D'nd, 100 box . . . 2 80 Savon Imperial . . . 3 75 White Russian . . . 3 10 Dome, oval bars . . . 2 85 Satinet, oval . . . 2 15 White Cloud . . . 4 00 Lautz Bros. & Co. brands Big Acme . . . 4 00 Acme, 100-1/2 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. Sapollo, gross lots . . . 3 00 Sapollo, half gross lots . . 50 Sapollo, single boxes . . . 2 25 Sapollo, hand . . . 2 25 <b>SODA</b> Boxes . . . 5 1/2 Kegs, English . . . 4 1/2 <b>SOUPS</b> Columbia . . . 3 80 Red Letter . . . 90 <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, Amboyina . . . 23 Cloves, Zanzibar . . . 20 Mace . . . 55 Nutmegs, 75-80 . . . 45 Nutmegs, 105-10 . . . 35 Nutmegs, 115-20 . . . 30 Pepper, Singapore, blk. . . 15 Pepper, Singp. white . . . 25 Pepper, shot . . . 17 Pure Ground in Bulk Allspice . . . 16 Cassia, Batavia . . . 28 Cassia, Saigon . . . 44 Cloves, Zanzibar . . . 23 Ginger, African . . . 15 Ginger, Cochlin . . . 25 Ginger, Jama . . . 25 Mace . . . 65 Mustard . . . 18 Pepper, Singapore, blk. . . 17 Pepper, Singp. white . . . 20 Pepper, Cayenne . . . 20 Sage . . . 20 <b>STARCH</b> <b>Common Gloss</b> 1 lb. packages . . . 4 @ 5 3 lb. packages . . . 4 @ 5 6 lb. packages . . . 5 @ 5 40 and 50 lb. boxes . . . 3 @ 2 1/2 <b>Common Corn</b> 20 lb. packages . . . 5 40 lb. packages . . . 4 @ 7 <b>SYRUPS</b> <b>Corn</b> Barrels . . . 23 Half barrels . . . 25 20 lb. cans 1/2 dz in case . 1 60 10 lb. cans 1/2 dz in case . 1 60 5 lb. cans 1/2 dz in case . 1 85 2 1/2 lb. cans 1/2 dz in case . 1 85 <b>Pure Cane</b> Fair . . . 16 Good . . . 20 Choice . . . 25 <b>TEA</b> Japan Sundried, medium . . . 24 Sundried, choice . . . 22 Sundried, fancy . . . 36 Regular, medium . . . 24 Regular, choice . . . 32 Regular, fancy . . . 36 Basket-fired, medium . . . 31 Basket-fired, choice . . . 33 Basket-fired, fancy . . . 33 Nibs . . . 22 @ 24 Siftings . . . 9 @ 11 Fannings . . . 12 @ 14 <b>Gunpowder</b> Moyune, medium . . . 30 Moyune, choice . . . 32 Moyune, fancy . . . 40 Pinguey, medium . . . 30 Pinguey, choice . . . 30 Pinguey, fancy . . . 40 <b>Young Hyson</b> Choice . . . 30 Fancy . . . 36 <b>Oolong</b> Formosa, fancy . . . 42 Amoy, medium . . . 25 Amoy, choice . . . 25	<b>English Breakfast</b> Medium . . . 30 Choice . . . 30 Fancy . . . 40 <b>India</b> Ceylon, choice . . . 32 Fanny . . . 30 <b>TOBACCO</b> Fine Cut Cadillac . . . 54 Sweet Loma . . . 33 Hiawatha, 5 lb. pails . . . 56 Hiawatha, 10 lb. pails . . 54 Telegram . . . 25 Pay Car . . . 31 Prairie Rose . . . 49 Protection . . . 49 Sweet Burley . . . 42 Tiger . . . 40 <b>Plug</b> Red Cross . . . 31 Palo . . . 30 Kyo . . . 35 Hiawatha . . . 41 Battle Ax . . . 37 American Eagle . . . 33 Standard Navy . . . 37 Spear Head 7 oz. . . . 47 Spear Head 14 2-3 oz. . . 44 Nobby Twist . . . 59 Jolly Tar . . . 35 Old Honesty . . . 43 Toddy . . . 34 J. T. . . . 37 Piper Heldsick . . . 66 Boot Jack . . . 50 Honey Dip Twist . . . 40 Black Standard . . . 38 Cadillac . . . 38 No. 1 . . . 30 Nickel Twist . . . 50 <b>Smoking</b> Sweet Core . . . 34 Flat Car . . . 32 Great Navy . . . 36 Warpath . . . 36 Bamboo, 16 oz. . . . 25 I X L, 5 lb. . . . 27 I X L, 16 oz. pails . . . 31 Honey Dew . . . 40 Gold Block . . . 40 Flagman . . . 40 Chips . . . 31 Klin Dried . . . 21 Duke's Mixture . . . 42 Duke's Cameo . . . 42 Myrtle Navy . . . 44 Yum Yum, 1 2-3 oz. . . . 39 Yum Yum, 1 lb. pails . . . 38 Cream . . . 34 Corn Cake, 2 1/2 oz. . . . 24 Corn Cake, 1 lb. . . . 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. . . . 35 Air Brake . . . 36 Cant Hook . . . 30 Country Club . . . 32-34 Forex-XXXX . . . 23 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, 1 lb. balls . . . 6 1/2 <b>VINEGAR</b> Malt White Wine, 40 gr. 8 Malt White Wine, 80 gr. 11 Pure Cider, B & B . . . 11 Pure Cider, Red Star . . . 11 Pure Cider, Robinson . . . 10 Pure Cider, Silver . . . 10 <b>WASHING POWDER</b> Diamond Flake . . . 2 75 Gold Brick . . . 3 25 Gold Dust, 24 large . . . 4 50 Gold Dust, 100-5c . . . 4 00 Kirkoline, 24 4 lb. . . . 3 90 Pearline . . . 3 75 Soapine . . . 4 10 Babbitt's 1776 . . . 4 75 Roseine . . . 3 50 Armour's . . . 2 70 Nine O'clock . . . 3 25 Wisdom . . . 3 20 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 . . . 1 00 Bushels, wide band . . . 1 25 Market . . . 35 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> 2 lb. size, 24 in case . . 72 3 lb. size, 16 in case . . 68 5 lb. size, 12 in case . . 63 10 lb. size, 6 in case . . 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate . . 40 No. 2 Oval, 250 in crate . . 45 No. 3 Oval, 250 in crate . . 50 No. 5 Oval, 250 in crate . . 60	<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 . . . 65 Cork lined, 10 in . . . 65 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 12 lb. 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 . . . 7 00 18-in., Standard, No. 2 . . . 6 00 16-in., Standard, No. 3 . . . 5 00 20-in., Cable, No. 1 . . . 7 50 18-in., Cable, No. 2 . . . 6 50 16-in., Cable, No. 3 . . . 5 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 cut . . . 20 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. . . . 1 00 Yeast Foam, 3 doz. . . . 1 50 Yeast Cream, 3 doz. . . . 1 00 Yeast Foam, 1 1/2 doz. . . . 58 <b>FRESH FISH</b> Per lb. Jumbo Whitefish . . . 11 @ 12 No. 1 Whitefish . . . @ 9 White fish . . . 10 @ 12 Trout . . . 7 @ 8 Black Bass . . . 10 @ 11 Halibut . . . 10 @ 11 Clascos or Herring . . . @ 5 Bluefish . . . 11 @ 12 Live Lobster . . . @ 23 Boiled Lobster . . . @ 12 1/2 Cod . . . @ 8 Haddock . . . @ 8 No. 1 Pickerel . . . @ 8 1/2 Pike . . . @ 7 Perch, dressed . . . @ 7 Smoked White . . . @ 12 1/2 Red Snapper . . . @ 16 Col. River Salmon . . . 15 @ 15 Mackerel . . . 14 @ 15 <b>OYSTERS</b> Cans F. H. Counts . . . Per can <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 . . . 7 Green No. 2 . . . 7 Cured No. 1 . . . 8 1/2 Cured No. 2 . . . 10 1/2 Calfskins, green No. 1 . . . 3 1/2 Calfskins, green No. 2 . . . 3 1/2 Calfskins, cured No. 1 . . . 1 11 Calfskins, cured No. 2 . . . 3 1/2 Steer Hides 60 lbs. over . . 1 Cow Hides 60 lbs. over . . 1 <b>Pelts</b> Old Wool . . . 50 @ 1 50 Lamb . . . 10 @ 30 Shearlings . . . 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 . . . Pails Standard H. H. . . 7 Standard Twist . . . 8 Cut Leaf . . . 9 Jumbo, 32 lb. . . . cases 7 1/2 Extra H. H. . . 10 Boston Cream . . . 10 Olde Time Sugar stick . . . 12 30 lb. case . . . 12 <b>Mixed Candy</b> Grocers . . . 6 Competition . . . 7 Special . . . 7 1/2 Conserve . . . 7 1/2 Royal . . . 8 1/2 Ribbon . . . 9 Broken . . . 9 Cue Leaf . . . 9 English Rock . . . 9 Kindergarten . . . 8 1/2 Bon Ton Cream . . . 8 1/2 French Cream . . . 9 Star . . . 11 Hand made Cream . . . 14 1/2 Premie 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 . . . 12 Sugared Peanuts . . . 11 Salted Peanuts . . . 12 Starlight Kisses . . . 10 San Blas Goodies . . . 12 Lozenges, plain . . . 9 Lozenges, printed . . . 10 Champion Chocolate . . . 11 Eclipse Chocolates . . . 12 Quintette Chocolates . . . 12 Champion Gum Drops . . . 9 Moss Drops . . . 9 Lemon Sours . . . 9 Imperials . . . 9 Ital. Cream Opera . . . 12 Ital. Cream Bon Bons . . . 12 20 lb. pails . . . 12 Molasses Chews, 15 lb. . . 12 cases . . . 12 Golden Wafer . . . 12 <b>Fancy-In 5 lb. Boxes</b> Lemon Sours . . . 50 Peppermint Drops . . . 60 Chocolate Drops . . . 60 H. M. Choc. Drops . . . 85 H. M. Choc. Lt. 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 . . . 65 and Wintergreen . . . 65 String Rock . . . 60 Wintergreen Berries . . . 60 Old Time Assorted . . . 25 lb. case . . . 2 50 Buster Brown Goodies . . 3 25 30 lb. case . . . 3 25 Up-to-date Assmt . . . 32 lb. case . . . 3 50 <b>Pop Corn</b> Dandy Smack, 2 1/2 . . . 65 Dandy Smack, 100s . . . 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 . . . 14 @ 16 Brazils . . . 10 Filberts . . . 11 Walnuts, French . . . 13 Walnuts, soft shelled . . . 13 Cal. No. 1 . . . 15 @ 16 Table Nuts, fancy . . . 13 Pecans, Med. . . . 25 Pecans, Ex. Large . . . 10 Pecans, Jumbos . . . 11 Hickory Nuts per bu. . . Ohio new . . . 1 70 Cocoanuts per bu. . . 4 Chestnuts, per bu. . . <b>Shelled</b> Spanish Peanuts, 7 1/2 @ 8 Pecan Halves . . . 28 Walnut Halves . . . 33 Filbert Meats . . . 25 Alcantre Almonds . . . 36 Jordan Almonds . . . 47 <b>Peanuts</b> Fancy, H. P. Suns . . . 6 1/2 @ 7 Fancy, H. P. Suns . . . 6 1/2 @ 7 Roasted . . . 8 Choice, H. P. J'be . . . 8 1/2 Choice, H. P. J'be . . . 8 1/2 bo, Roasted . . . 9 @ 9 1/2	

## SPECIAL PRICE CURRENT

## AXLE GREASE



Mica, tin boxes .75 9 00  
Paragon .55 6 00

BAKING POWDER  
Jaxon Brand

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  
1/4 lb. cans 135  
6 oz. cans 190  
1/2 lb. cans 250  
3/4 lb. cans 375  
1 lb. cans 480  
3 lb. cans 1300  
5 lb. cans 2150

## BLUING

Arctic 4 oz. ovals, p. gro 4 00  
Arctic 8 oz. ovals, p. gro 6 00  
Arctic 16 oz. ro'd, p. gro 9 00

## BREAKFAST FOOD

## Grits

Walsh-DeRoo Co.'s Brands



Cases, 24 2 lb. pack's..2 00  
CIGARS



G. J. Johnson Cigar Co.'s bd.  
Less than 500.....33 00  
500 or more.....32 00  
1,000 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 1/4 lb. pkg. per case. 2 60

## FRESH MEATS

## Beef

Carcass. ....6 1/2 @ 9 1/2  
Forequarters. ....5 1/2 @ 6 3/4  
Hindquarters. ....8 1/2 @ 10  
Loins. ....12 @ 16  
Ribs. ....8 1/2 @ 13  
Rounds. ....7 1/2 @ 8 1/2  
Chucks. ....@ 6  
Plates. ....@ 4

## Pork

Dressed. ....@ 5 1/4  
Loins. ....@ 9 1/4  
Boston Butts. ....@ 6 3/4  
Shoulders. ....@ 7 1/2  
Leaf Lard. ....@ 7

## Mutton

Carcass. ....@ 9  
Lambs. ....@ 11 @ 12

## Veal

Carcass. ....4 1/4 @ 7



## CORN SYRUP

24 10c cans .....1 84  
12 25c cans .....2 30  
6 50c cans .....2 30

## COFFEE

## Roasted

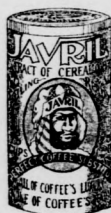
Dwinell-Wright Co.'s Bds.



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.

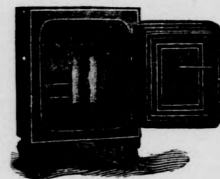
## COFFEE SUBSTITUTE

## Javril



2 doz. in case. ....4 50

## 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.10.80  
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

For Merchants  
who will push

to keep their summer income safely  
above the point of fixed expense, our  
July catalogue is the greatest help  
obtainable.

It describes goods, usable now, in  
more than fifty big departments and  
quotes the net, GUARANTEED price  
for every item.

It presents a host of extra good  
things particularly gathered for use as

Special  
Summer Bargains

big enough to overcome the season's  
dulling influence on the buying appe-  
tite.

It gives Resultful Plans, that have  
been tested in retail stores, and many  
other helpful suggestions for use right  
now.

If you want a busy profitable sum-  
mer you want this July catalogue of  
ours, FREE for the asking—No. J509.

## BUTLER BROTHERS

Wholesalers of Merchandise—By Catalogue Only

NEW YORK

CHICAGO

ST. LOUIS



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—In Central Iowa; general merchandise; small stock; cash only; large college; fine schools and churches; street railway. Address L. L. Johnson, Toledo, Iowa. 621

For Sale—75 dozen double triangle brand linen collars at 90 cents per dozen. Address Will Roberts, Sutton, Nebraska. 622

For Sale—Store and clean stock general merchandise at invoice price, less liberal discount. Growing trade. Best location in railroad town of 500. Address No. 624, care Michigan Tradesman. 624

A Snap—General hardware, tinning, plumbing, implement and harness stock in town of 1,200 inhabitants in Southwestern Michigan. Good farming country; good factory town; no competition; invoices \$7,000. Cash sales last year \$22,000. Good reason for selling; will bear investigation. Address No. 625, care Michigan Tradesman. 625

Farms and city property to exchange for mercantile stocks. We have tenants for stores in good towns. Clark's Business Exchange, Grand Rapids, Mich. 626

For Sale or Exchange—Gas stock, paying better than 10 per cent., for city property or improved farm lands. Address F. O. Box No. 58, Lima, Ohio. 627

I will sell half interest in a growing mercantile business in healthful climate and surrounded by honest trade; write for terms, etc. It will pay you. T. L. McCarthy, P. M., Greentree, Utah. 628

Two bazaar stores, both well located and doing good business. Reason for selling, poor health. Box 494, Kalamazoo, Michigan. 629

130 Acres good farm land; 70 acres cleared; new house, barns and well; all farm tools required; also team, eight milch cows, cream separator and everything required for running place in first-class manner. August Johnson, Birronette, Wis. 630

Drug Store doing a paying business for sale; rare opportunity for party with small capital. Address J. J. Masse, Sault Ste. Marie, Mich. 631

Merchants—Let the "Correct Method" salespeople help you unload. Let them get rid of those odds and ends at a good profit. We have interested others, let us interest you. Write us for particulars. The C. O. Scott Co., office 120 South Lebanon St., Lebanon, Indiana. 632

Cigars—Being compelled to make quick turn for cash, will sacrifice large quantity of high-grade five-cent cigars at \$17 per 1,000; regular price, \$30. Address Box 65, York, Pa. 633

For Sale—Stock of hardware and general merchandise in small town in North Central Michigan. Inventory about \$3,500. Address No. 634, Michigan Tradesman. 634

For Sale—A clean choice stock of general merchandise, invoicing about \$3,000, located in Northeastern Indiana. Splendid room in best location. The opportunity of a lifetime. Present owner has two other stores and has just obtained this stock by trade. Former owner cleaned up about \$1,500 per year besides his family living. Speak quick or lose it. Cash only. Address No. 635, Michigan Tradesman. 635

Notice—I want to locate in Grand Rapids. Will put a little money into an established grocery trade within city limits. Must know at once. Address Partner, care Michigan Tradesman. 637

For Sale—Drug stock and fixtures, invoice about \$4,200. Located in the best little town in Michigan. Local option county. Address No. 638, care Michigan Tradesman. 638

For Sale—Clean drug stock, good business, in county seat town. Reason, owner not registered. Address No. 618, care Tradesman. 618

For Sale—\$3,000 stock groceries and fixtures; all fresh, clean goods; in beautiful manufacturing city of 5,000 in Southern Michigan; first-class trade; fine city; choice fruit and farming country; good profits; fine brick building with elevator; low rent; must sell; losing eyesight. Address C. J. Hempstead, Dowagiac, Mich. 619

For Sale—\$3,500 stock general merchandise. Country town; good reasons; doing a good business; no trades. S. & Co., Spring Hill, Ill. 620

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

Fine residence, new store building, general stock of merchandise for sale cheap. Box 280, Cedar Springs, Mich. 577

Wanted—To buy a stock of goods at once. Lock Box 21, Odessa, Minnesota. 565

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

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

For Sale—The leading hardware store in a thriving city in Western Illinois. Invoice. Best location in city. A money-maker. Best of reasons for selling. Address Rambler, care Michigan Tradesman. 605

For Sale—A fine bazaar stock in a lumbering town in Northern Michigan, county seat. Price right. Good reasons for selling. Must be sold at once. Address Rogers Bazaar Co., Grayling, Mich. 606

Cash or a good farm for your stock or merchandise. Address Box 148, Independence, Iowa. 610

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

For Sale—Retail meat market in the liveliest town in Southern Michigan, population 30,000. I pack my own hams, bacon and lard; make all my own sausage; I do no killing; I own my building and wood sell or rent it; steam plant and machinery in excellent condition; the meat business, including horses, wagons and stock of pickled meats, will invoice about \$2,000; sales \$500 to \$650 per week; experience in the meat business not a necessity, as I have a man working for me who is capable of running the business; a good, clean, money-making business for some one. Address No. 597, care Michigan Tradesman. 597

For Sale—Fourteen room hotel, new and newly furnished, near Petoskey. Fine trout fishing. Immediate possession on account of poor health. Address No. 601, care Michigan Tradesman. 601

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

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. Ill 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

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

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 hustling town on the Pere Marquette Railroad for stock of merchandise or drug stock. Address Lock Box 214, Marion, Mich. 485

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

Wanted—To buy stock of general merchandise from \$5,000 to \$25,000 for cash. Address No. 89, care Michigan Tradesman. 89

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 All 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. 335

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

For Sale—Meat market; good location. Address No. 554, care Michigan Tradesman. 554

For Sale—Tin shop, complete set tools, good furnace business. Small stock. Address Lock Box 592, Shelby, Mich. 611

For Sale—The only confectionery and restaurant combined in the city; a rushing business. Apply at once to Box 784, St. Clair, Mich. 614

If you wish to hear of a genuine ground floor enterprise, with modern 10 stamp mill, 6 gold mines, large veins, 1,000 feet development, ore shipments averaged over \$50, in heart of great gold camp, drop card to John O. Ming & Co., fiscal agent, Marshall, Mo. 613

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

Drug Store and Business for Sale Cheap—\$3,000 inventory. Address Muskegon, care Michigan Tradesman. 594

For Sale or Rent—Two-story brick building in hustling town; fine location for any business; store has electric light, fixtures, shelving, counters, tables, city water. Address No. 595, care Michigan Tradesman. 595

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—Hardware stock inventory—ing 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. 580

## HELP WANTED.

Wanted—A registered assistant to work nights; ten hours work; must be well recommended. Address No. 596, care Michigan Tradesman. 596

## POSITIONS WANTED.

Notice—If you want an up-to-date, all around general store manager and one who knows about all kinds of goods, and a good salesman, address No. 636, care Michigan Tradesman. 636

Wanted—Position as salesman in retail hardware store. Have had ten years' experience. Address Box 367, Kalkaska, Mich. 466

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

## AUCTIONEERS AND TRADERS

The Hoosier Hustler—The prince of merchandise auctioneers, carries the largest book of reference of any auctioneer in the United States; now selling stock for A. H. Dearborn. For terms and reference book address Box 12, Barnes, Kansas. 603

Reduction Sales—Conducted by my new and novel methods draw crowds everywhere. Beat any auction or fire sale ever held. I personally conduct every sale. I am not a novice at the business, but a competent special salesman and advertiser with years of experience. My methods clean your stock of all stickers, and will quickly raise money for the merchant. I also conduct closing out sales. For terms and references write to-day. Address W. A. Anning, 86 Williams street, Aurora, Illinois. 607

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.

An Artist—Send \$2 for 4 inch ad. your own business. 100 printed copies. Grant Steele, Saranac, Mich. 623

Grocerymen and Dealers—50c will bring you by return mail 100 bright, catchy, up-to-date pulling suggestions for advertising by circular or in newspapers. Don't delay a day in sending for them and see how your business will grow. Address R. A. Neff, 1020 Broadway, Toledo, Ohio. 616

Wanted—Good second-hand portable baker's oven. C. E. Fairweather, Imlay City, Mich. 608

Wanted—We are in a position to contract for light manufacturing work; novelties, punch-press work, forming, assembling, etc.; the larger the contract the better; prices and estimates given prompt attention on receipt of samples and specifications; quality of work guaranteed. P. O. Box 56, Toledo, Ohio. 609

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

Bees, honey and bee-keepers' supplies. The Rural Bee-keeper, sample copy free. Address W. H. Putnam, River Falls, Wis. 556

To Exchange—80 acre farm  $3\frac{1}{2}$  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

## COUPON BOOKS

SUPERCEDE  
BOOK-KEEPING  
DISPUTED ACCOUNTS  
BAD DEBTS

ACCURACY  
ASSURE  
PROFIT  
CONTENTMENT

We make four grades of book:  
in the different denominations.

CIRCULARS  
SAMPLES ON INQUIRY

### TRADESMAN COMPANY.

GRAND RAPIDS, MICH



## MEN OF MARK.

**J. K. V. Agnew, Assistant General Manager B. C. & S. Railroad.**

Motive makes the man. All men who accomplish things are impelled by some strong desire. But motive without ability and judgment will drive a man as a ship without a rudder inevitably is driven before a strong gale—usually to ultimate and complete disaster.

In scanning the records of potential men we shall find that they have had strong nerves, courage, good ability, ambition to accomplish things, self esteem enough to be manly, and a dominating purpose. All other traits would be nugatory so far as the objective was concerned without the presence of a forceful, impelling subjective motive. Different men receive their power by distinct desires or impulses. The inclinations of one may be for learning, for a professional life; another for mechanics or engineering; another for a military life, and others for money making by a business career. At the outset environment or circumstances initiate a man's course in life. Men rarely select the career they should pursue, though sometimes they do, particularly when they choose a professional one. In business for profit, opportunity, circumstances, frequently accident, are the determining causes. Yet aside from accident, environment, early direction, education, special adaptability or any other influence there must be a strong impelling native force in the man in order that he may accomplish much and be successful. It must dominate and control his very being and drive him ahead despite all allurements to ease or enticements to self indulgence.

We find this trait in the pioneers of this country. It is especially pronounced in the old stock of Canada, New England, the Middle States and the Virginias, and it has been displayed in their sons and daughters who have settled in the great interior. It is virile, muscular, "nervy," courageous to daring, persistent, with a desire for success that has the strength of a passion. Individuals with this characteristic are conquerors of circumstances. They win success despite all obstacles if there is such a possibility, and they usually compel the possibility.

John K. V. Agnew was born in the city of Ghent, Belgium, May 16, 1851, being the only child of Dr. John W. Agnew, who was a practicing physician in Paris for thirty-five years. The elder Agnew was of Scotch birth and ancestry and his wife was an English woman. In the son are found combined the best traits of both races.

In 1859 the family came to America, locating in London, Ontario, where the son attended the public schools, graduating from the high school with high honors in 1866. He had already decided to embrace the railway business as a profession and the first step he took in this direction was to learn the telegrapher's trade in the office of the Montreal Telegraph Co. in London. In 1869 he broke away

from home ties and sought a position in "the States," finding congenial employment with the old D. & M. Railway as operator and ticket agent, first at Holly and subsequently at Grand Rapids—occupying the same depot building which the Grand Trunk system still uses in this city. A year later he was summoned to Detroit and promoted to the position of train dispatcher, which he held until 1871, when he became train dispatcher of the Detroit, Lansing & Lake Michigan Railway, with headquarters in Detroit. He held this position until 1875, when he became chief train dispatcher of the Detroit & Bay City Railway and also the line running from Jackson to Gaylord, operated under a lease by the Michigan Central Railway. In 1878 S. R. Callaway became General Superintendent of the Detroit & Bay City and he im-

mediately promoted Mr. Agnew to the position of Master of Transportation of the line, with headquarters at Detroit. On the purchase of the road by the Michigan Central system in 1881, Mr. Callaway became General Superintendent of the Chicago & Grand Trunk, with headquarters at Chicago, and his trusted assistant and associate became Assistant to the General Superintendent. In the fall of that year, Mr. Agnew became Assistant Superintendent of the Atchison, Topeka & Santa Fe Railway, with headquarters at Topeka. In 1883, he returned to the Grand Trunk as Assistant Superintendent of the Eastern division, with headquarters in Chicago. Sept. 1, 1884, when John B. Mulliken became General Manager of the C. & W. M., he induced Mr. Agnew to become Assistant General

Superintendent of the entire system and on the consolidation of these lines and the F. & P. M. in 1900 he retained the position of General Superintendent of the Grand Rapids district. He remained in this position until May 1, 1903, when he retired after a continuous service with the system for nineteen years, during which time he witnessed the growth of the road from an inferior system, with small mileage and limited equipment, to the largest mileage of any road in the State.



J. K. V. Agnew

that he sighed for more worlds to conquer and has accordingly made an arrangement with the owners of the Boyne City & Southeastern Railway to take the management of the construction, operating and traffic departments. It is now a matter of common knowledge that the road will be extended from its present terminus to Alpena during the next year, when the name of the road will be changed to that of the Boyne City, Gaylord & Alpena Railway. Mr. Agnew will not only have charge of the traffic and operating departments, but will also superintend the construction department as well, and those who know him best and appreciate the marvelous knowledge he has acquired during the thirty-five years he has been actively identified with the railroad business of the country are

sanguine that, when the road is finally constructed and trains are running over the 104 miles of track between Boyne City and Alpena, it will be one of the best-constructed, best-equipped and best-managed railroads in Michigan.

Mr. Agnew is happily married and resides with his wife and two of their three children in their beautiful home at 221 South Union street. The oldest child is now Mrs. Norris R. Wentworth, of Bay City. The other two children are attending school.

Mr. Agnew is an attendant at the Park Congregational church, but is not a member of any secret order, having never identified himself with any fraternity. This peculiarity is probably due to his love of home and to his desire to be with his family whenever he is not away from home on business.

Personally, Mr. Agnew is one of the most companionable of men. While he is a master of discipline in a business way, yet his severity has always been tempered with justice, and even those whom he has felt it his duty to censure admit his fairness and concede the justice of his criticism. Wherever he has been employed and in whatever capacity he has exercised his usefulness he has found warm friends and ardent admirers, both above and below him, while those who have been actively associated with him in similar capacities have come to love him as a brother.

#### The Boys Behind the Counter.

Ann Arbor—Fred Schleyer, formerly with Schairer & Millen, has taken a position in the dry goods store of Bruno St. James.

Ishpeming—W. J. Stromwall, who left here twelve years ago, has returned to Ishpeming and taken a position with the John W. Jochim Hardware Co.

Vermontville—Earl Hager is the new clerk at H. G. Barber's store.

South Haven—J. P. Williams has taken a clerkship in the drug store of S. H. Nevins.

Holland—Geo. Deur is head clerk for the grocery firm of C. J. Vanderleest & Co., who recently removed their stock from Muskegon to this place.

## Business Wants

### BUSINESS CHANCES.

For Sale—Select stock of drugs invoicing \$2,400 for \$1,400. Real estate, storeroom and dwelling combined, value \$3,000 for \$2,000 cash or \$2,200, one-third down, or rent on reasonable terms. Enquire of Warner Van Walthanson, 1345 Johnson St., Bay City, Mich. 639

Lady Bookkeeper and stenographer desires employment. Three years' experience. Address No. 640 care Michigan Tradesman. 640

For Sale—Long-established dry goods and carpet business; best town of 7,000 in Illinois; best location in town; odds and ends all closed out; cleanest stock you ever saw offered for sale; invoices about \$16,000; can be reduced to \$10,000 in a few days; owner not well; made enough to retire; a snap if you want a paying business; no trading stock; terms to suit; traders of Western lands and equities need not apply. Address F. S. Taylor, Galesburg, Ill. 642

### POSITIONS WANTED.

Pharmacist—Situation wanted about July 5. Middle age. Married. Competent. Write Pharmacist, 584 Michigan Ave., Detroit, Mich. 641